



Matt McGuigan (left) and Kevin Meadows are the former owners of Liberty Propane and Meadows Petroleum.

When longtime, active members of the propane industry partner-up to establish a unique market niche, exciting growth happens. That's just what transpired for the owners of Liberty Propane and Meadows Petroleum.

Matt McGuigan began his propane career in 1984, gaining extensive experience along the way running every facet of the propane industry. Kevin Meadows founded Meadows Petroleum in 1991, operating the business out of Ottsville, Pennsylvania as a traditional, full-service heating oil business serving customers in Southeastern Pennsylvania.

In 2002 Kevin and Matt decided to form a partnership. Since it was shortly after 9/11, and with patriotism at an all-time high, they decided to call their new company Liberty Propane. Their partnership and business plan became extremely effective and Liberty Propane

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quickly became known as "The Builders Choice."

Today both companies operate out of Ottsville and Downingtown, Pennsylvania and Georgetown, Delaware.

After nearly 20 successful years of steady growth, in 2021 Kevin and Matt began to consider an exit strategy. They did their homework on

potential acquirers, educating themselves on how the companies were run and who was on their leadership team.

Having heard about EDP over the years, they researched EDP and liked what they learned: "We liked EDP's values and how the company was run," said Matt. "They were more customer-focused than the large publicly-traded companies we spoke with. Plus, EDP intended to keep all of our offices intact, retain all of our employees and continue operating our businesses under the same company names."

Matt continued, "Competitors of EDP had bought companies in our area, and we had seen the results of what they did. We also heard from a lot of their customers – not just residential customers but large commercial customers – that they were unhappy and why they were unhappy. We knew we didn't want to go down that same road, plus we had heard good things about EDP."

In terms of the acquisition process, Matt and Kevin report that it took about three months. "We interviewed several companies," said Matt, "and we liked the management / ownership of EDP. They all had propane experience, and confirmed that they would treat our companies as if they were their own."

No serious issues arose during the process and the few that did

arise were quickly resolved. "EDP was great to work with," said Kevin. "There were no surprises, and no issues arose that were insurmountable."

The two men also confirmed that the transaction has had no impact on their customers. "There are no new faces here. The same drivers are here, the same management is in place and the same people answer the phones," said Matt. As for their employees, EDP has helped them adapt to the changes.

Matt also commented on another reason they chose EDP: "They're propane guys. They know the business. That was very comforting to me. They know how to get customers, how to retain customers and how to keep our employees happy." He added, "Dave Stroupe and I hit it off from the very beginning, he not only has a great understanding of our industry but a clear and caring understanding of how important it was for us to keep our employees happy, in place and for EDP to maintain the legacy that we had built."

Kevin said, "I would absolutely recommend EDP to another business owner who is considering a sale." Matt wholeheartedly agreed.

