



John and Lori DesJardins, former owners of Harbor Point Energy Products in Frankfort, New York.

John DesJardins, along with his wife, Lori, launched Harbor Point Energy Products in 2007. They soon expanded the product line, adding propane delivery in 2009. Today the company offers a full line of energy products and services to its customers in and around Frankfort, NY.

As the business continued to grow, and the demands of running such a sizeable organization grew along with it, John decided it was time to explore options for how to scale back their workload. He was soon introduced to EDP as a potential good fit. A transaction with EDP could take some of the "heavy lifting" off John's shoulders when it came to constantly meeting new compliance and regulation mandates as well as other demands that go along with running a successful organization.

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John did his homework and said, "I liked EDP's business model of retaining the company's name and its employees, and continuing to provide great service to its customers. I also liked EDP's focus on safety. They don't just 'throw things out there' ... they are serious about safety education for everyone on the team."

In addition, John spoke very highly of his interaction with Gena Vasbinder, his first contact at EDP. He later met with other EDP execs and speaks highly of them all. "I realized that - with EDP - the transaction would not be just about the sale amount. It was also about taking good care of our employees, some of whom have been with us from the very beginning."

The due diligence and overall process went very smoothly without a glitch, and it was extremely discreet. The sale of Harbor Point Energy closed in October 2022. John says that even today, very few customers know that the company has been sold, since they are still being served by the same people.

After John announced the sale to his employees, EDP's Human Resources team met with them. John said, "What EDP's HR team offered our employees was more than I thought it would be. Everyone here is happy, and they are still here."

To ensure a smooth transition, John and Lori agreed to stay on for a while, with John running the operation and Lori managing the office demands and the customer service team.

The transition went so well, and so many positive things have taken place in the business - including the implementation of many beneficial operational and technological upgrades - that when John and Lori were asked to make their temporary positions permanent, they agreed. So today John serves as General Manager and Lori is Customer Service Manager.

John mentioned he had been through a buy-out before but it was a very different experience.

"With EDP, we weren't promised that nothing would change. But all the changes that have taken place have been positive improvements for the company. Everything is being done for safety concerns, to enhance insurance practices, and more."

John recently attended EDP's General Manager meeting in Chicago where GMs from around the country gather for training, leadership development and educational purposes. He said, "I've attended many large meetings like that in the past, but managers who attended were always griping or commiserating about one issue or another. Instead, everyone at this GM meeting only had positive things to say about their experience with EDP, and we were all focused on helping each other out with issues we were dealing with."

When John was asked if he would recommend EDP to other propane company owners, he said "Hands down, I would recommend EDP. In fact, I've already spoken to others who may have an interest."

