

2018 National Propane Gas Association Keynote Introduction
CEO/Energy Distribution Partners
March 15, 2018

CEO's introduction of Greg Gumbel – Friday April 6, 2018

CEO: Thank you, **insert host name here**, for that introduction.

It's exciting to be here with you for the Southeastern Convention. As the capital of Georgia, Atlanta is home to Southern hospitality and the new Mercedes-Benz Stadium, which hosts sports events that are near and dear to our keynote speaker.

But before we get started, I want to send a quick "shout-out" to the convention committee for all their hard work. They've put together a terrific program for us. Let's give them a round of applause. Pause

Audience: Applause and gratitude.

CEO: Before I introduce you to our keynote speaker, I'll quickly introduce you to our company, **Energy Distribution Partners**.

EDP is young – just 6 years old – and **growing rapidly**. Founded in 2012, we operate 13 propane and light fuels businesses from California to Pennsylvania.

We are **thrilled** that 13 business owners who built great local and regional businesses chose to partner with EDP when they transitioned their ownership into the next chapters of their lives.

EDP is committed to *preserving the legacy and relationships* these owners built in each community.

EDP is positioned for growth because of our strategy. We not only provide successful businesses with a transition in ownership, but we maintain the values of these owners, including:

1. Commitment to safety
2. Operational excellence
3. Treating associates and customers respectfully; and
4. Growing the customer base organically

To learn more about EDP, please take the brochure on your chair and call us for a confidential visit.

{Pause}

Fellow attendees, quite literally, our industry **is all about CONNECTIONS.**

For example:

We've come to Atlanta to make new acquaintances and **reconnect** with longtime friends.

In our communities, we **CONNECT** our customers with comfort and convenience by delivering propane to their homes and businesses.

Although you may know our keynote speaker best from watching football on Sundays - or even for having hosted the coverage of March Madness over the past 3 weeks - Greg Gumbel is **connected** to our industry, let me tell you.

1. Greg attended Loras College in Dubuque, Iowa, where an average January day is **14 degrees!** Believe me, Greg knows cold weather, and appreciates the warmth that propane provides when he broadcasts from Green Bay, Buffalo and Minneapolis.
2. Like many of us, Greg is busiest in fall and winter, and he's also worked long and hard in one industry: 40-plus years as a broadcaster!
3. Like propane marketers, Greg "wears many hats," as they say. He does studio work, play-by-play, and has even hosted the Olympics. **Did you know** he was the first on-air talent to have hosted The Super Bowl *and* performed play-by-play for the world's most-watched TV event?

Given his football legacy - and as someone who often sets the stage - it's only fitting that Greg will "**kick-off**" the 2018 NPGA Southeastern Convention and International Propane Expo.

Ladies and gentlemen, please help me welcome - a likely future member of the Sports Broadcasting Hall of Fame – Greg...**Gumbel!**

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