



CUSTOM TANK ENGINEERING DRIVES BUSINESS GROWTH



Customer Case Study:
**Eco Power Equipment & Gas
Equipment Company Partnership**

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⊕ Introduction

When two leading companies in North America's growing propane market faced limitations with standard steel tanks, both turned to Metsa Tanks for custom solutions that would enable them to deliver products that improve safety, functionality, operations, and compliance.

The idea for Metsa to offer more custom tank solutions was born out of a need to support fast-growing markets like autogas and power generation. These sectors were trying to adapt standard tanks to fit evolving engineering needs—often at the cost of compliance, efficiency, or aesthetics. Metsa saw an opportunity to do things differently and build purpose-engineered solutions from the ground up.

Eco Power Equipment needed a tank customization solution for their CIPR-76W-MFT mobile fuel trailer. Available tanks that accommodated their setup did not fulfill code requirements for transportation.

Gas Equipment Company faced similar challenges with standard tanks requiring significant amounts of piping and elbows that increased the chance of leaks and pressure drops for their dispenser systems. They needed a cleaner, more efficient, and safer gauge mount for their dispensing stations.



+1 (800) 609-TANK



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⊕ Solutions

✓ Eco Power Equipment

Embedded 516-gal tanks on dual-axle trailers—without exceeding GVWR

🔧 ASME-coded tanks

💡 Solved weight distribution

✓ 100% code compliance

⚡ Fast turnaround and proactive records

✓ Gas Equipment Company

Custom-mounted gauges on the front head for easier reads and safer use.

⚙ Whole system integrated at lead head

🧠 Breakthrough via late-night brainstorm

👥 Rochester-built gauge = cleaner user experience

“

“The North American propane generator market has experienced significant growth, valued at approximately \$2.6 billion in 2024, with a projected CAGR of 6.3% over the next 5-10 years. This surge is driven by the demand for clean, efficient, and reliable power—especially in remote locations where grid access is limited.”

— North America Propane Generator Market Trends: Competitive Insights and Growth 2032



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⊕ Business Growth Results

Both partnerships delivered measurable business growth:

Eco Power Equipment:

1 Unlocked multi-day run-time:

Reduced onsite refueling logistics and kept the product certified for road use in both Canada and the U.S.

2 Unlocked new revenue:

Booked two rental-fleet orders within six months, boosting annual generator revenue.

3 -19% fuel cost savings + 15% CO₂ reduction per unit/year

Fleet customers report major savings and emissions improvements.

4 Compliance simplified:

One supplier, one serial number, clean paper trail for Transport Canada/DOT, CSA B149 and ASME

5 Zero field-service incidents.

Gas Equipment Company:

1 Increased visibility and new market share

2 Fewer repairable lines + faster serviceability:

Improved safety and reduced maintenance costs.

3 Safety improvements now a new industry standard

4 User-friendly gauge placement:

Eliminated a major pain point-no more awkward clients to read levels.



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⊕ Strategic Partnership Approach

Metsa focuses on fast-growing markets like autogas and power generation. While optimized for high-volume, the team thrives in complex, custom builds.

Industry Challenge

- ✖ Standard tanks don't fit complex equipment
- ❗ Leads to underperformance and safety gaps

How Metsa Solves It

- ✓ Adapts to your needs—not vice versa
- ⚙️ Partners get optimized safety and aesthetics

“We’re not just competing with propane tanks—we’re up against Tesla chargers that look like they belong on the Starship Enterprise.” – *Metsa team member*

Ready to design a tank that works for your equipment—not the other way around? Let’s talk about safer, more efficient, code-compliant tanks.

KEY METRICS

✓ **516-gal Custom Tank**
Optimized for multi-day runtime and transport safety.

✓ **15% CO₂ Reduction**
Cleaner power generation compared to diesel.

✓ **Under 12k lb GVWR**
Trailer meets regulatory weight for road use.



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⊖ Partner Perspectives

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"Metsa Tanks' engineering team was responsive, provided clear weld-procedure guidance, and had clear weld-procedure records and proactive code guidance. Delivery happened just as promised in their quote."

– T.J Johnson, CEO, ECO Power Equipment

"The main thing that sticks out to me as a customer is the responsiveness of the entire Metsa team. Whether it was from an order confirmation to technical support or changes in design and support with quality control, every member of the team I deal with makes me feel like a priority to them."

– Gene Morrison, Product Manager, Gas Equipment Company



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"We're competing with Tesla stations. Design matters."

– Gene Morrison, GEC Product Manager



Zero field incidents



Improved serviceability



Recognized safety enhancements

LOOKING FOR A CUSTOM TANK PARTNER?

From autogas to remote power, Metsa engineers custom tank solutions that help clients stay ahead. Contact us to talk about your next project.

CONTACT US



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