

➔ Introduction

deBoer Propane, a family-run propane provider serving the Florida Keys, operates in one of the most corrosive environments in the U.S.—where salty air and humidity rapidly degrade standard tank coatings.

➔ Why Metsa?

Metsa Tanks **builds long-term relationships**, not just deliveries.

With fast lead times, real communication, and custom coatings that work to the highest standards, Metsa Tanks **provides an ideal tank-buying experience.**

Customer: Erik deBoer & Arlen Fernandez

Company:

deBoer Propane

Location: Key West, FL

Years in Business: 8

Metsa Customer Since:
2023



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Metsa Tanks began supplying deBoer with tanks coated in their requested spec, eliminating the need for post-delivery touch-ups and **reducing long-term corrosion concerns**. The partnership has **saved deBoer time, labor, and costly replacements** while reinforcing trust in their suppliers.

“

The culture at Metsa really aligns with us. They're a big company, but they operate like a close-knit family. They didn't try to push a one-size-fits-all solution—they actually listened. That meant everything to us.”

— **TJ Gerich, Director of Operations at deBoer Propane**

➔ Challenges



When searching for a supplier who would take their unique needs seriously, deBoer found a true partner in Metsa Tanks.

Operating in Key West, deBoer Propane consistently **struggled with corrosion issues** caused by saltwater exposure. Most tank manufacturers were unwilling to accommodate custom paint specifications—forcing deBoer to either recoat tanks themselves or accept premature degradation.

“We've dealt with these issues for years. No one was willing to adapt to what we needed for the Florida climate.”

➔ Solution



At the MPGA Conference in Orlando, **deBoer Propane met with Metsa Tanks' team**. In a short 20-minute meeting, they explained the paint spec they needed to withstand the Florida Keys environment. **Metsa Tanks' leadership didn't hesitate**. Rather than giving a generic answer, they listened, reviewed photo evidence, and immediately began working toward a solution.

“Robert and Daniel didn't bat an eye. They understood exactly what we were facing and were the first manufacturer who said, ‘Yes, we can do that.’”



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