



# Custom Tank Engineering Drives Business Growth

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



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.





# The Challenge

## Eco Power Equipment

Available tanks that accommodated their CIPR-76W-MFT mobile fuel trailer did not fulfill code requirements for transportation. Standard tanks failed to meet weight distribution needs or comply with GVWR (Gross Vehicle Weight Rating) limits for dual-axle trailers.

## Gas Equipment Company

Faced limitations using standard tanks that required excessive piping and elbows—resulting in increased chances of leaks and pressure drops. They needed a cleaner, safer, more user-friendly solution for mounting gauges on dispensing stations.

***Retrofitting standard tanks often leads to over-engineered piping systems and workarounds, increasing safety risks and reducing system efficiency.***

# Metsa's Custom Solutions

## Eco Power Equipment

- Metsa Tanks delivered custom ASME-coded tanks that solved weight distribution challenges through multiple collaborative sessions between engineering teams.
- The team successfully embedded 516 US-gallons of autogas propane directly onto a dual-axle trailer without exceeding the 12,000 lb GVWR, while achieving 100% code compliance.
- Rapid engineering collaboration provided quick turnaround on drawings, clear weld-procedure records, and proactive code guidance.
- Delivery happened exactly as promised in the original quote.

## Gas Equipment Company

- Metsa collaborated on creative solutions to integrate the entire valve and gauge system on the lead head of the tank.
- Leveraged vendor relationships—including with Rochester—to meet exclusive requirements.
- A Sunday-night text exchange between Metsa and GEC sparked a practical design breakthrough: mounting all valves and gauges on the front head.
- This dramatically improved safety and workability, allowing users to see tank levels and access connections without awkward positioning or climbing.



# Business Growth Results

## Eco Power Equipment

- ✓ Enabled multi-day runtime and reduced on-site refueling logistics
- ✓ Certified for road use in both Canada and the U.S.
- ✓ Booked two rental fleet orders within six months
- ✓ Customers report ~19% fuel cost savings versus comparable diesel units
- ✓ 15% reduction in CO<sub>2</sub>e emissions per unit per year
- ✓ Simplified compliance with CSA B149, ASME, Transport Canada/DOT
- ✓ Zero field-service incidents

## Gas Equipment Company

- ✓ Increased visibility and new market share
- ✓ Faster serviceability and fewer repairable lines
- ✓ Safety improvements recognized as the new industry expectation
- ✓ Gauge placement eliminated persistent pain points for users, delivering a cleaner, more intuitive product experience

## What Partners Are Saying

*“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.”*

**– Gene Morrison, Product Manager, Gas Equipment Company**

*“We were able to deliver a tank that didn’t require the end user to adapt to us—and that’s what makes people happy. The solution is cleaner, sleeker, and easier to use.”*

**– Robert Kenney, CEO, Metsa Tanks**



# Strategic Partnership Approach

Metsa focuses on developing specialized solutions for fast-growing segments like autogas and power generation. While Metsa's operations are optimized for high-volume production, the team embraces the added complexity of custom builds for these markets.

Custom tanks aren't easy on a mass-production line—but the long-term value of learning, adapting, and innovating alongside customers has made these projects worth the effort.

*“Customized tanks are not our operations team’s favorite orders. They’re time consuming, laborious, and cost prohibitive—until you fulfill the learning curve.”*

— Robert Kenney, CEO, Metsa Tanks

Companies in these sectors often struggle to adapt standard tanks to their systems, resulting in underperformance, inefficiency, and safety gaps.

Metsa's collaborative approach allows partners to launch products that improve safety, functionality, and aesthetics. Instead of forcing companies to adapt to existing tanks, Metsa helps build solutions that position them as leaders in design and performance.

## Customer Expectations Are Changing

**Industrial buyers are now comparing tanks to EV infrastructure—and smart equipment design is becoming a competitive differentiator.**

“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

These once-niche product lines are now growing into meaningful business units—because the demand is real, and the engineering delivers.

## Ready to Design a Tank That Works for You?

Let's talk about how Metsa can help you break into new markets with safer, more efficient, and code-compliant custom tanks.