

Class 1 Railroad Eliminates Winter Propane Delays with EspriGas

Real-time visibility and national supply coordination across 32,500 route miles

A leading Class 1 railroad operates one of the most expansive and complex freight networks in North America, where even small disruptions can cascade across thousands of miles of track. During the winter months, propane supply interruptions used to cause two to three train delays per season, creating operational risk, labor inefficiencies, and unnecessary downtime.

By partnering with EspriGas and implementing its telemetry platform, EspriVision, the railroad eliminated propane-related delays entirely and gained real-time visibility across 32,500 route miles.



Meet the Class 1 Railroad

One of the largest Class I railroads in North America operates an expansive network spanning multiple states and supporting some of the nation's most critical freight corridors. With thousands of miles of track and complex, weather-sensitive operations, the company needed a reliable, nationwide gas partner capable of delivering consistent service across diverse, remote locations. This scale makes proactive fuel management and dependable supply essential to keeping key rail lines running safely and efficiently.

At a Glance



Products
Propane



Industry
Class 1 Railroad



Scope
32,500 route miles across
28 U.S. states

The Challenge

A Class 1 railroad needed to maintain a propane tank supply on a seasonal basis, mitigating delays and keeping rail operations moving, especially during colder weather conditions. Operating with an average of two to three train delays per winter season, the railroad enterprise needed a propane gas supply provider who could:

- > Enhance visibility into propane tank usage
- > Reduce costly delays and decrease labor costs
- > Provide consistent communication
- > Improve Class 1 Railroad decision-making and efficiency



The Solution

EspriGas stood out by leading with technology and operational intelligence – not just a standard supplier conversation. From the start, EspriGas focused on telemetry, real-time visibility, and proactive prediction, which earned the railroad’s confidence and demonstrated the ability to scale nationwide.

The Class 1 railroad selected EspriGas, the nation’s largest gas supply network, to implement its real-time tank monitoring and visibility telemetry platform, EspriVision. This combined approach enabled EspriGas to deliver on proactive planning and uninterrupted service, even across remote, weather-sensitive locations.

As an all-in-one platform, EspriVision, combined with EspriGas’ monitoring and coordination capabilities, provided improved consistency, proactive planning, enhanced operational intelligence, and complete visibility.

EspriGas helped to:

- > Eliminate propane-related delays in 2024
- > Expand services by bringing in 1,022 propane tanks to seven areas within the Rocky Mountain region in 2024, and 1,200 to nine regions within the Upper Midwest in 2025
- > Provide real time visibility into live tank levels, usage data, fill history, and localized weather conditions
- > Enable proactive planning by working with local suppliers to ensure tanks stay at proper levels with no service interruptions, even across remote and weather-sensitive locations
- > Eliminate the need to manually check tank levels and enable faster, more informed decision-making
- > Introduce a national account feel to local suppliers under one umbrella for better service, supporting both the railroad and local communities

“Our team at EspriGas worked closely with the Class 1 railroad to provide complete visibility, proactive prediction, and peace of mind when it comes to their gas supply – even during the harshest winter months. They no longer have to worry about propane outages and can instead focus on other aspects of their business.”

– Tom Cullen, Vice President of Finance and Strategy at EspriGas

Before EspriGas

- > Manual tank checks
- > 2–3 delays per winter
- > Limited visibility

VS.

After EspriGas

- > Real-time monitoring
- > Zero delays
- > Optimized supply chain

Meet EspriVision: EspriGas' Technology-Enabled Secret Weapon

EspriVision provides you with everything you need to know about your gas volume, usage trends, and deliveries across all sites. We simplify your gas operations—so you can stay focused on your business.

- > A telemetry dashboard that provides real-time visibility into gas supply
- > Monitor volumes, track deliveries, receive alerts, and identify opportunities to optimize supply and usage – all in one, easy-to-use platform
- > Reduce runouts, improve efficiency, and manage entire gas supply chains
- > Stay proactive and optimize operations with real-time volume monitoring, alerts and thresholds, usage rates, and site performance comparisons
- > Receive full visibility, every day, at every site



EspriVision delivers:



Reliable Supply

Always have the gas supply you need when you need it.



Complete Visibility

Know what's happening across your business at every site, every day, from our all-in-one platform.



Optimized Operations

Avoid disruptions, detect issues earlier, and uncover cost savings.

The EspriGas Difference

EspriGas has a long history of success in helping industrial businesses eliminate complexities in their gas supply and simplify operations. EspriGas simplifies and streamlines the complexities of industrial gas procurement, eliminating uncertainties around supply chain dynamics. By combining the largest gas supply network in the U.S. with innovative technology, like EspriVision, EspriGas gives businesses confidence that their supply chain is reliable, optimized, and cost-efficient.