

Ask the Expert

Why Propane Retailers Should Schedule Spring Safety Trainings Now

Jodi Moore, Marketing & Brand Specialist at P3 Propane, recently had the chance to sit down with Brent Cammett, Director of Safety & Training Services at P3 Propane. They discussed propane safety training and the importance of scheduling Spring training now, before the heating industry launches headlong into the busy season.



Moore



Cammett

Jodi Moore: Brent, many retailers think of safety training as something they'll worry about once Spring arrives. Why do you believe scheduling safety training now is so important?

Brent Cammett: Timing is absolutely critical. Even though the sessions themselves won't take place until Spring, putting them on the calendar right now is the smartest move that propane providers can make. Both on-site and virtual safety training appointments and certification programs book up months in advance, and waiting too long puts you at risk of losing your preferred dates. Plus, early scheduling avoids conflicts with the busy peak-demand season and shows customers and employees that you're committed to their safety.

Moore: You and your colleagues are constantly traveling the country to provide hands-on training to propane marketers. How does that factor into why early booking matters?

Cammett: Hands-on training is extremely effective because they give technicians real-world, onsite experience, which leads to better engagement and retention. Since these types of trainings require coordinating trainers, equipment and scheduling compatibility, locking them in early makes the entire process smoother and easier to schedule and follow through.

Moore: Outside of scheduling, are there other, more operational benefits for retailers who plan their Spring training now?

Cammett: Yes, planning ahead gives management time to adjust employee schedules, so normal operations aren't disrupted to accommodate the training calendar. It also ensures seasonal workers don't get left out of critical training. Ultimately, retailers who schedule ahead of time will have a clearer roadmap for staffing, compliance and operational procedures over the coming months.

Moore: Speaking of compliance, safety regulations seem to adjust and adapt each year. How do you recommend propane retailers stay up to date on this information through the use of propane safety training?



Cammett: Regulatory requirements are becoming more stringent, and documented proof of training readiness is key to safety, compliance and liability reduction. By planning now, retailers avoid the last-minute scramble where rushed training might compromise quality or attendance. Planning ahead also demonstrates a leadership stance that safety isn't optional—it's part of the company culture.

Moore: What other benefits can propane providers expect to receive by scheduling early?

Cammett: There are financial and strategic advantages, too. Budgeting is easier because costs can be spread over time, instead of hitting all at once. I've also seen early scheduling help companies avoid rising program or travel costs in the Spring. Also, being proactive strengthens ties with training providers and industry organizations, which benefits both short-term goals and long-term strategy.

Moore: Propane safety seems to play a big role in customer satisfaction. Does planning safety training early give companies an edge?

Cammett: It does. Residential, commercial and agricultural customers notice when a retailer is proactive about safety. It signals professionalism, reliability and leadership within a sea of competitors the customer can choose from. In fact, companies that secure training early often find themselves setting the bar for safety standards.

Moore: At the end of the day, what is your advice to propane retailers reading this interview?

Cammett: Don't wait. Call your training providers this month to book those Spring sessions. Every day matters, and delaying could mean missing out on prime dates or creating bottlenecks later. Remember, safety training isn't just an event—it's the foundation for running a reliable and trusted propane business that your customers can rely on to provide them with the safety and security they need. **ICM**

About the Expert: Brent Cammett is the Director of Safety & Training Services at P3 Propane Safety, and Jodi Moore is the Marketing & Brand Specialist. They can be reached at P3Propane.com.