



Natural Gas – Utility

**Sourcing is not just a
process — it's a partnership.**

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Experts You Can Rely On

The natural gas market relies on efficiency and effectiveness to remain unstoppable. At Border States, we understand your industry and the tools you need to be successful. We pride ourselves on supplying innovative and customized gas utility services and solutions to help bring your projects across the finish line, so you can focus on what you do best — delivering reliable service to your customers.

And as one of the largest 100% employee-owned companies in the United States, we have teams all over the country that won't rest until you are taken care of.

Our purpose:

We believe unstoppable businesses shouldn't go it alone.

Our commitment to living out that purpose:



People – Increase each employee-owner's ability to achieve their life goals.



Growth – Deliver an experience that compels others to choose Border States.



Excellence – Enable and entrust every employee-owner, every day, to deliver their highest level of performance.



Do Good – Positively impact lives and leave our world better than we found it.





Our Promise

Treat your business as our own.

When the world needs more, you provide.

Your work is complex, time-sensitive and critical.

Your work never stops. It can't.

Our work is to move you forward through a promise to treat your business as our own.

The promise means:

Accountability during the everyday and unrelenting commitment during the not-so-everyday.

Experts alongside you during the first hour of a project, and collaborators you depend on in its eleventh.

Relationships grounded in authentic human connection.

Flexibility to meet you where you are, adapting our approach to your unique challenges.

Transparency that proves your best interest is always our priority.

Our Locations



Located in 29 states
with 120-plus branches.

Natural gas utility vendor alignment

On the other side of the sale are vendors and manufacturers that rely on Border States as their connection to the marketplace. Thousands of companies partner with us. These are just some of our key vendors in the natural gas space.

Knowing who we represent and who we serve is essential in our business, as every employee-owner plays a role in sales. We all have a stake in this company.



GF Piping Systems



Our Role in the Supply Chain

The challenge of the supply chain is cost-effectively moving material from the manufacturer to the point of use — job site or manufacturing. The logistics can be overwhelming. This is why manufacturers value us and authorize us to sell their products.

Wholesale distributor

1

Move product from manufacturers to customers

2

Reduce costs in the channel

3

Provide value-added service

- Material management
- Logistics and delivery service
- Technical support and training
- Credit
- One-stop shop, convenience
- Technology

Border States successfully meets supply chain objectives through our philosophy of sourcing and aggregation, delivery/logistics and knowledge of user needs and friendly handoffs.

Sourcing and aggregation

We believe in a franchise/partnering approach with our vendors. We take them to market. It's knowledge-centered and total-cost based; however, service and total cost are not the objective. We try to achieve a balanced approach with service, price and quality.

Delivery/logistics

We use technology to manage material, inventory and delivery through the supply chain to our customers. Our state-of-the-art systems deliver products when and where you need them. We depend on our own delivery fleet to control shipments and ensure timely and expedient deliveries.

If you have special requests related to how your material is delivered, our Drivers will accommodate. When you need up-to-date information about your shipment, the GPS and onboard communication system we use in our fleet will help us determine precisely where our trucks are and when you can expect delivery.

Knowledge of user needs and friendly handoffs

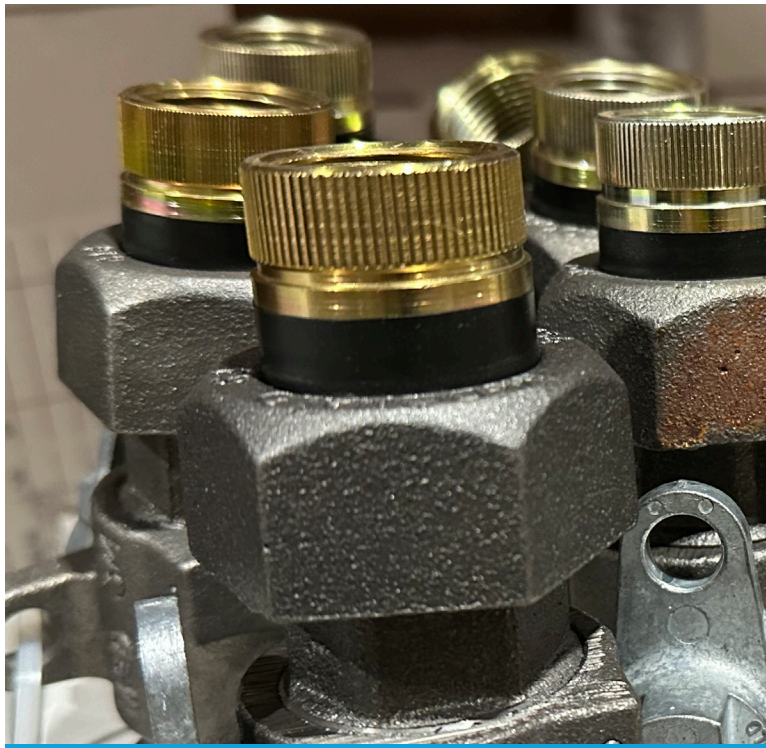
We customize our services to meet your requirements. From technical support to customized field deliveries and packaging, we make it user-friendly and easy.



2" IPS DR 6500
500'
7x500' L-14
20P-6
OP-15

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7x500' L-14
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Natural Gas Products and Tools

Products:

- Anodes
- EFVs
- Flanges
- Gaskets
- Malleable
- Mech fittings
- Meters
- Meter assemblies
- Meter bars
- Polyethylene fittings
- Polyethylene pipe
- Pigs
- Pipe wrap/tape
- Pipeline markers
- Prefab sets
- Regulators
- Risers
- Steel fittings
- Steel pipe
- Stopping/tapping
- Strainers
- Tracer wire
- Tubing
- Valves
- Valve boxes

Tools:

- Electric tools
- Hand tools
- Hydraulic tools
- Instruments
- Plastic material tools
- Pneumatic tools
- Safety equipment
- Tapping equipment
- Tool accessories



Services and Solutions

Job site delivery

Get customized packaging, controlled shipments, minimized damage and on-time deliveries with Border States' job site delivery solutions. We use our own delivery fleet, ranging from small vans for hotshot deliveries to tractor-trailers with self-unloading capabilities, so you get the materials you need right where you need them.

Training sessions

Whether you come to one of our in-house training sessions or we bring training to you, we will help you stay current with the latest products, applications, technology and process solutions.

Valve maintenance

You can work directly with our dedicated gas and pipeline valve maintenance specialists, who will provide technical knowledge, operator qualification and training in all aspects of iron and steel valves and polyethylene pipe and fittings.

Material tracking and traceability

If there is a recall or issue from a vendor, we will find the material, remove it from our inventory and inform you of the defective material, helping you improve safety and minimize cost and risk exposure.

E-commerce and mobile solutions

Order products, access local inventory, print invoices and create project lists and templates — anytime, anywhere and on any device — at borderstates.com.

Local inventory

You can reduce your inventory investment and number of suppliers because we maintain extensive inventories of the products you need throughout our branch network, assuring you have access to fast-moving and hard-to-find products.

About us

Border States supplies products and services to construction, industrial and utility customers. Our 100% employee-owned company is rated the sixth largest electrical distributor in the United States by Electrical Wholesaling magazine. Border States has more than 3,200 employee-owners and 120 branches in 29 states. The Branch Support Center (corporate office) is in Fargo, North Dakota.

For more information, contact your Border States Account Manager or our Natural Gas team at naturalgasinfo@borderstates.com.



borderstates.com

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**BORDER
STATES**