

Galway Co-Op Record Membership

Company Serves More Than 12,000 Residential and Commercial Customers

Photos by MarkBolles.com



Owner Michael Casadei (front, center) and the rest of the Galway Co-Op team.

by Stephanie Hale-Lopez
Saratoga TODAY

GALWAY — What started as a simple solution to a common frustration has evolved into a constantly-growing business for Michael Casadei, owner of Galway Co-Op — now the largest fuel-buying cooperative in the United States.

After dealing with multiple frustrations from his former propane supplier, Casadei formed Galway Co-Op in 2006 with just 15 members. Today, its membership exceeds 12,000 residential and commercial members.

“I started calling around to different companies and what I found out was disturbing — there is no uniform pricing in the propane world,” said Casadei. “We could be using the same amount of propane from the same vendor and they could be charging us — and they probably are — two different rates. That’s the way the industry is designed. After

learning this, I thought there had to be a better way.”

Through its partnership with Ferrellgas, Galway Co-Op, located at 6049 Fish House Road, sells over 7,000,000 gallons of propane to its members for a lot less than they can buy it through any propane distributor or fuel group in the Capital Region.

Casadei says what makes Galway Co-Op so popular is that members pay a fixed price above the Selkirk propane spot price, which is established by determining the member’s estimated annual usage and whether or not they own their own tank. The spot price is posted weekly on the business’ website and Facebook page, so members are always informed. On average, Casadei says Galway Co-Op is at least \$1 less per gallon than their competitors.

While Galway Co-Op’s membership is expanding daily due to its superior service and affordability, the company itself is

expanding, too. Galway grew from initially only providing propane, to now offering fuel oil.

“We take on between 30 and 40 new members a day,” said Casadei. “We’re thinking about buying oil trucks next year so we can broaden the territory that we cover as far as oil is concerned. We cover eight different counties right now. We’d like to be able to go further out than that. We could go, potentially, downstate quite a ways, or up north all the way to the Canadian border.”

Galway Co-Op’s focus on delivering affordable, quality service has allowed the company to grow beyond the propane and fuel industry. Casadei started a HVAC

division for Galway Co-Op and a roofing company.

“It’s doing extremely well,” said Casadei. “Just recently, we established 518handyman.com and that’s been a huge success. Whatever it is that members want, if enough of them chime in and say they’ve been having a problem with this or that, if we hear it enough, we look at it and if it’s something we can do, we do it.”

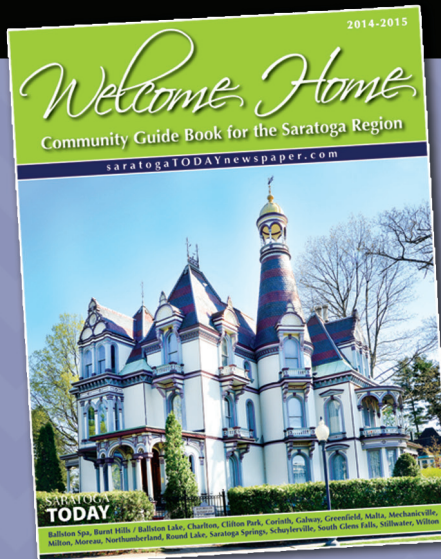
Casadei is looking to enter into the solar energy industry and is currently constructing a 1,600-square-foot

showroom to showcase solar displays, wood stoves, pellet stoves and generators. The showroom is expected to open this spring.



Galway Co-Op is the largest fuel-buying cooperative in the U.S.

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