

DEF Strategy for a Secure Freight Support Facility in Winnie and Beaumont

Executive summary

For North Star Group's planned secure truck yard with diesel and DEF sales, the strongest near-term DEF strategy is a **two-step approach**. Start with **closed-loop 275–330 gallon totes** only if the site opens with uncertain DEF demand or a soft launch. Move quickly to a **1,000- to 2,600-gallon insulated bulk DEF system with secondary containment, dedicated DEF-only materials, and a retail/fleet-compatible dispenser** once demand is steady. That recommendation follows from three facts. First, DEF quality is highly sensitive to heat, sunlight, and contamination; API, Cummins, and ISO-aligned equipment suppliers all emphasize dedicated materials, stock rotation, clean transfer, and temperature control. Second, current local pump prices in the Beaumont/Orange corridor are materially above public bulk and tote benchmarks, which creates room for margin. Third, a secure truck yard can use DEF as a “clean accessory sale” to diesel and overnight parking without the packaging waste, labor, and contamination risk of stacked cartons and jugs. ¹

Current local retail anchors are strong. As of the report date, Love's Beaumont lists DEF at **\$4.88/gal**, Petro Beaumont lists **\$4.899/gal**, and Pilot's Orange fuel-prices page shows **\$4.899/gal**. By comparison, public current bulk benchmarks visible online are much lower: Sloan Implement's bulk DEF program shows **\$2.39/gal for 200+ gallons**, and a public 2026 fuel-bid sheet shows bulk DEF quotes spanning **\$2.49/gal to \$4.00/gal**, depending on vendor and delivery terms. Public mid-fleet benchmarking for delivered totes shows **\$2.95–\$3.45/gal**, with **\$3.25–\$3.85/gal** for delivered 55-gallon drums. Those public figures are not Beaumont quotes, but they are enough to support a planning thesis: if North Star buys well and turns inventory fast, the site should be able to sell DEF below big-stop pump prices while still preserving margin. ²

The engineering recommendation is to size DEF storage from expected diesel throughput, not from a generic convenience-store template. Cummins states that DEF consumption commonly runs about **3% to 5% of diesel fuel used**. On that basis, a site selling **30,000 gallons of diesel per month** should expect roughly **900 to 1,500 gallons of DEF per month**. That makes a **2,600-gallon DEF system** a better long-term fit than a 400- or 1,000-gallon mini-bulk package for a truck-oriented yard, because it gives roughly one to three months of coverage while still allowing frequent turnover in Gulf Coast heat. That is an engineering inference from the cited diesel-to-DEF ratio and DEF shelf-life guidance, not a supplier quote. ³

The decisive risk is **quality**, not chemistry hazard. DEF is widely described by OEM and supplier sources as nonflammable and not regulated by DOT for transport, but OSHA still applies Hazard Communication requirements where employees may be exposed, and contaminated DEF can damage SCR systems. That is why the site should avoid ad hoc containers and “cheap” generic pumping hardware. The right design uses **HDPE or 316 stainless**, DEF-only hose/nozzle/pump components, closed-loop tote or tank connections, routine refractometer testing, and a clear receiving-and-sampling SOP. ⁴

Supply market and procurement

Recommended supply sources serving Beaumont and Port Arthur

The most practical source stack for Winnie/Beaumont is to buy from **Texas-based wholesale fuel marketers that already deliver diesel and lubricants**, supplemented by **national DEF specialists** for backup pricing and equipment programs, and then by **local or regional providers** for surge coverage and startup flexibility. The table below prioritizes firms with visible Texas or Beaumont coverage, published DEF capability, and reachable contacts. All cited sources are the live supplier pages or official location pages, so the citations function as the links. ⁵

Priority	Supplier	Why it belongs on the RFQ list	Visible coverage and contact
High	Sun Coast Resources	Texas wholesale marketer with published DEF supply, API-certified AirBlueFluids DEF, and a Beaumont branch , which matters for delivery economics and service response. ⁶	Beaumont: 5255 W. Cardinal Dr., Beaumont, TX 77705, (409) 842-2446 . HQ sales: sales@suncoastresources.com . ⁷
High	3L Energy Solutions	Texas bulk distributor with published DEF delivery , drums, jugs, and bulk service; strong fit if North Star wants one vendor for diesel, DEF, and tank logistics. ⁸	Houston HQ: 12235 Robin Blvd, Houston, TX 77045, 713-434-7600 . ⁸
High	Mansfield Energy	Large national marketer with Houston presence, DEF supply, DEF equipment solutions, and wholesale contracting depth. Best for formal multi-product procurement and indexed programs. ⁹	Houston office: 223 McCarty St., Houston, TX 77029, 800-471-3835 . ¹⁰
High	Noxguard	Texas-focused DEF specialist with Houston plant footprint, bulk delivery, tote refills, and dedicated fleet delivery up to 5,400 gallons. Strong candidate if DEF is separated from diesel purchasing. ¹¹	Houston: 10120 Hirsch Rd., Houston, TX 77016, 281-377-5845 , orders@noxguard.com . ¹²

Priority	Supplier	Why it belongs on the RFQ list	Visible coverage and contact
Medium	Blue Sky DEF	National DEF manufacturer/distributor with Texas manufacturing/distribution footprint and published Beaumont coverage. Good for direct DEF-only comparison quotes. ¹³	Main line: 855-258-7593 . Texas coverage includes Beaumont. ¹⁴
Medium	Airgas Specialty Products AiRx	National industrial distributor with DEF packaging and tote/drum capability, useful as a backup source and for packaged startup supply. ¹⁵	General customer service: 866-935-3370 ; AiRx legacy DEF line: 866-977-4DEF . ¹⁶
Medium	PRO X Beaumont	Local Beaumont-serving supplier advertising bulk lubricant, chemical, and DEF delivery; good for spot and local service pricing. ¹⁷	Beaumont market line: 800-964-0076 . ¹⁸
Medium	Fuel Logic Beaumont	Local/national on-site delivery option advertising DEF delivery in Beaumont, Port Arthur, and Orange; useful for fill-in supply or no-contract startup coverage. ¹⁹	Beaumont line: 866-311-3571 . ¹⁹

For North Star's operating model, the most likely best-value RFQ sequence is: **Sun Coast Beaumont, 3L, Mansfield**, and **Noxguard** first; then **Blue Sky** and **Airgas** as direct DEF-only controls; then **PRO X** or **Fuel Logic** as local contingency vendors. That ranking is an engineering and procurement inference from location, visible DEF capability, and likely logistics efficiency, not an award recommendation. ²⁰

Current price anchors and procurement scenarios

The strongest public cost signal is that **packaged DEF is expensive, mid-volume tote DEF is cheaper, and committed bulk delivery can be cheaper still**. AutoZone currently shows a 2.5-gallon PEAK jug at **\$21.99**, equivalent to roughly **\$8.80/gal**. A publicly listed BlueDEF 55-gallon drum is **\$320.25**, roughly **\$5.82/gal**. A pallet of packaged 2.5-gallon jugs is being shown at **\$4.40/gal**. Delivered tote benchmarks for 275–330 gallon IBCs are currently visible at **\$2.95–\$3.45/gal**, and one current public dealer rate for **200+ gallons** shows **\$2.39/gal** delivered. In short, North Star should avoid cartons and small jugs except for emergency backup or retail guest sale. ²¹

The table below is the most useful planning comparison for the Winnie/Beaumont site. Where exact local delivered quotes are not public, I have labeled the figures as **public benchmark** or **planning assumption**.

Scenario	Current benchmark	Where it works	Advantages	Disadvantages	Practical recommendation
Closed-loop tote program	\$2.95–\$3.45/gal delivered for 275–330 gallon totes in current public benchmarking. Tote hardware packages are publicly visible around \$2,100–\$2,200 before containment and sitework. ²²	Startup, uncertain demand, or below ~300 gal/month	Low initial commitment; quick to deploy; minimal civil scope; can be enclosed and locked. ²³	More handling, more labor, more frequent reorders, poorer economics than steady bulk; still some packaging waste.	Best for launch or pilot phase only.
Bulk tank with distributor delivery	Public current examples range \$2.39/gal for 200+ gallons to \$2.49–\$4.00/gal in public bid data, depending on contract structure, vendor, and delivery terms. A prudent planning assumption for Southeast Texas before live quotes is roughly \$3.00–\$3.60/gal delivered for resale inventory , which is my inference from the cited public data and local freight uncertainty. ²⁴	Stable truck yard demand, especially above ~500–600 gal/month	Lowest labor per gallon; avoids cardboard; best fit for truck-stop style dispensing; best quality control if closed-loop. ²⁵	Requires pad, power, controls, containment, dispenser integration, and receiving SOP.	Recommended operating model once demand is proven.

Scenario	Current benchmark	Where it works	Advantages	Disadvantages	Practical recommendation
Third-party cardlock or revenue-share supplier	Site economics depend on partner terms, not just product cost. Current local retail pump price anchors are \$4.88–\$4.899/gal. Some turnkey DEF suppliers advertise no-upfront-capex, revenue-share models. ²⁶	If North Star wants to test DEF retail with minimal capital	Minimal capex; partner may handle equipment, maintenance, and supply. ²⁷	Lowest strategic control; weaker differentiation; partner may capture most margin.	Use only if capital must be minimized in Phase 1.

If North Star is buying **for resale**, Texas lets a seller accept a properly completed **Form 01-339 resale certificate** instead of collecting sales tax at purchase. That means DEF **landed-cost modeling for your resale inventory should normally be built without Texas sales/use tax at purchase**, while freight should be included. If North Star buys DEF for its own fleet consumption rather than resale, that tax treatment should be reviewed separately with the company's tax adviser. ²⁸

Storage and dispensing system design

Recommended storage architecture

For this site, the best technical fit is a **dedicated DEF island module** adjacent to diesel lanes, but physically and operationally separate enough to keep the DEF system clean. The preferred setup is **one insulated bulk tank with secondary containment, closed-loop fill connection, sheltered dispenser cabinet, DEF-only hose/nozzle, and cardlock/POS integration**. DEF should never share funnels, hoses, containers, fittings, or pumps with diesel or lube products. API explicitly recommends dedicated equipment, periodic stock rotation, and cleaning only with distilled/deionized water followed by a DEF rinse; Cummins recommends polyethylene, polypropylene, or **316 stainless steel** for DEF-contact components and warns against carbon steel, copper, zinc, lead, aluminum alloys, magnesium alloys, and nickel-coated materials. ²⁹

For Gulf Coast operation, **heat control matters more than heavy winterization**, but you still want freeze resilience. API and ISO-aligned guidance show that DEF shelf life deteriorates rapidly as storage temperature rises: about **36 months at 50°F, 18 months at 77°F, 12 months at 86°F, 6 months at 95°F**, and **test before use above 95°F**. DEF freezes at about **12°F**, and API notes it can expand by up to **7%** when frozen. Beaumont/Port Arthur engineering weather data show a hot design environment, with a **0.4% dry-bulb of 94°F and 99% cold around 32°F**, which supports a design that prioritizes **shading, insulated enclosure, light-colored exterior, and turnover discipline**, while still providing a heated cabinet or heat tracing for rare cold snaps. ³⁰

Tank options and planning ranges

Supplier literature shows a wide hardware spectrum. Snyder publishes DEF tank compatibility for **22 to 16,500 gallons**, with IBCs from **120 to 550 gallons**, HDPE or stainless construction, and **115%-120%** secondary containment on its containment systems. KleerBlue's island-friendly systems provide a **400-gallon** tank at about **38" W x 150" L x 68" H**, a **1,000-gallon** system around **46" W x 144" L x 104" H**, and larger **2,600- and 4,400-gallon** turnkey units around **102" x 145"** and **130" x 178"** footprints, respectively; the 8,800-gallon class stretches to roughly **130" x 266"**. ³¹

Public visible pricing is best for small and medium systems. A 275-gallon DEF tote dispensing package is currently listed around **\$2,100**, a 330-gallon package around **\$2,200**, an IBC containment stand around **\$1,200**, a 597-gallon DefCube tank around **\$10,980**, a 1,000-gallon heated Northern EasyTank system around **\$12,079**, and heated 400- to 660-gallon cube packages are currently visible around **\$17,653 to \$18,459**. A standalone DEF dispensing unit is listed around **\$4,491**, and a Bennett retail DEF dispenser is publicly listed at about **\$8,060** before integration and sitework. Those are **equipment-only public markers**, not installed project quotes. ³²

For North Star, the best fit by volume is:

Expected DEF throughput	Recommended storage class	Why
Under 300 gal/month	275-330 gal closed-loop tote in a lockable insulated enclosure	Lowest capex and simplest startup. ³³
About 300-900 gal/month	1,000 gal insulated mini-bulk	Better control, fewer reorders, fits early truck-yard demand. ³⁴
About 900-3,000 gal/month	2,600 gal turnkey bulk unit	Best balance for a truck yard selling fuel and DEF, assuming frequent turnover in Gulf Coast heat. This sizing is an engineering inference from DEF consumption and shelf-life guidance. ³⁵
Above 3,000 gal/month	4,400 gal or larger with formal distributor contract	Appropriate only if diesel volume is high enough to keep DEF turning. ³⁶

Dispensing equipment and contamination control

The dispenser should be specified like a mission-critical emissions-fluid system, not like a generic water pump. Strong current examples include the **Wayne Select DEF dispenser**, which uses DEF-compatible hydraulics, a built-in **5 micron filter**, and heated/insulated cabinet components; **Gasboy AtlasX**, which is offered in warm- and cold-weather DEF models; **KleerBlue Apex**, which is designed to work with major POS/site controllers and can include a card reader or third-party integration; and **Bennett** retail DEF dispensers, which advertise retail displays and NIST/weights-and-measures compatibility. ³⁷

Anti-contamination features should be treated as mandatory. The system should use **closed-loop connections** such as Micro Matic's DEF valve/coupler architecture, DEF-only hoses and nozzles, lockable cabinets or tote enclosures, protected nozzle boots that do not let the nozzle rest on the ground, and clear DEF-only labeling on every component. Micro Matic and KleerBlue both emphasize closed systems for purity control and contamination avoidance, while Wayne, API, and Cummins all emphasize cleanliness and dedicated equipment. ³⁸

The site should also include **tamper resistance**. For a secure truck yard, that means the tank sits **inside the secure service zone**, the fill point is lockable, the tote or bulk enclosure is lockable, the dispenser cabinet is lockable, and inventory monitoring is tied into the site controller or at least a digital level display. KleerBlue's 1,000-gallon XL unit includes a digital product level display and 2-inch bung for a monitoring probe, and its tote enclosures are specifically marketed for protection from unwanted tampering and dispensing. ³⁹

Inventory control, operations, and compliance

Inventory management and loss prevention

North Star should manage DEF like a **perishable, contamination-sensitive utility fluid**. API recommends rotating stock regularly, using the oldest product first, asking suppliers for a **Certificate of Analysis or Quality** with each shipment, and cleaning with deionized or distilled water rather than tap water. Cummins recommends **periodic inspection of tank necks and vent filters**, visual inspection for crystals or debris, and using a **refractometer** to check in-tank or stored DEF quality. Brenntag's testing guidance likewise points to refractometer checks for urea concentration. ⁴⁰

For this site, the practical turnover target should be **faster than the shelf-life table suggests**, because Southeast Texas heat is punishing. A good operating target is **30 to 90 days of supply on hand**, not six to twelve months. That is not because DEF suddenly "spoils" at day 91; it is because the Gulf Coast climate, frequent pump cycling, and open-door service activity all increase risk. This is an engineering recommendation derived from the API/ISO shelf-life curve and the local hot-climate design data. ⁴¹

Loss prevention on DEF is different from diesel. The biggest threats are **cross-contamination, nozzle abuse, heat exposure, and quiet inventory drift through evaporation or poor housekeeping**, not dramatic theft. Use a closed-loop system, log every receipt by lot number, retain the CoA in the operating file, test each incoming load or tote with a quick refractometer check, and isolate any off-spec lot before sale. If the site must begin with totes, use a lockable, insulated tote enclosure and forbid "open-top" drum or tote pumping. ⁴²

Waste reduction is also straightforward. The best way to avoid cardboard and empty-jug clutter is to **sell DEF from bulk or tote storage, not from stacks of 2.5-gallon cartons**. Supplier pages show that the market supports bulk, totes, drums, and jugs, so the site can buy bulk for the lane system and keep only a small emergency packaged reserve. That lowers labor, reduces packaging waste, and lowers contamination exposure from repeated small-container handling. ⁴³

Regulatory and safety requirements

The regulatory picture for DEF is lighter than diesel's, but it is not empty. DEF is described in SDS documentation as **not regulated for DOT transport**, and EPA's current DEF page confirms that DEF is part

of the SCR emissions system used on modern diesel vehicles. OSHA states that its **Hazard Communication** standard applies to potential exposures to DEF and ammonia vapors, and employers must provide training and keep SDS/MSDS information readily accessible. ⁴⁴

Because DEF is **not oil**, the EPA **SPCC** rule—the oil spill rule—does not govern the DEF tank itself. EPA's SPCC coverage explanation is explicit that SPCC applies where a facility stores, transfers, uses, or consumes **oil or oil products**. That said, a freight-support facility that also stores diesel will likely have SPCC implications from the diesel side, and the DEF system still needs sensible spill-control and stormwater management so product does not run to soil, drains, or waterways. SDS guidance from Yara/Airgas tells operators to avoid discharge to drains and waterways and to contain and collect spillage. ⁴⁵

Texas and local rules matter in three places. First, if the site is in **Chambers County**, the Fire Marshal's published process says fuel storage tanks and fuel station pumps require permit review and inspection, and pumps must be tested for emergency shut-off. Second, if the site is in **Beaumont city limits**, Beaumont has adopted the **2021 International Fire Code, 2021 IBC**, and **2020 NEC**, with local amendments. Third, if North Star sells DEF by the gallon through a commercial dispenser, the metering device should be coordinated with **Texas motor-fuel metering and quality** oversight and device registration requirements. TDLR's device-registration page shows **\$31** for a single-product diesel or other non-gasoline nozzle registration, plus a device performance review requirement before service. ⁴⁶

The minimum operating file for the DEF system should therefore include: current SDS, site SOPs, employee training records, receiving log with lot numbers and CoAs, maintenance log, spill-response materials, and meter/device paperwork. That package is not stated on a single source page as a DEF checklist; it is the practical compliance bundle implied by OSHA HazCom, local fire-code inspection, and commercial metering oversight. ⁴⁷

Economics and pro forma

Planning-level CAPEX and OPEX

Public equipment pricing shows enough to build a defensible **planning budget**, but not enough to replace live quotes. At the equipment level, a tote program can be assembled around roughly **\$2.1k–\$2.2k** for the tote package plus about **\$1.2k** for containment hardware, while a small heated mini-bulk package is visible at about **\$10.9k–\$18.5k** depending on storage form, enclosure, and included pumping hardware. A standalone DEF dispenser can add roughly **\$4.5k–\$8.1k** before metering integration, cardlock, pad work, electrical, bollards, crash protection, and commissioning. ⁴⁸

Using those public markers, the most realistic **planning-level installed cost ranges** are:

System class	Public equipment markers	Planning installed range	Notes
Closed-loop tote startup	Tote package \$2.1k–\$2.2k , containment about \$1.2k . ⁴⁹	\$7k–\$18k	Includes pad, enclosure/lockability, short electrical run, signage, spill kit, and startup instrumentation. This installed range is an engineering estimate.
1,000-gallon mini-bulk	Public package around \$12.1k ; some heated small/medium cube systems visible up to \$17.7k–\$18.5k . ⁵⁰	\$22k–\$45k	Includes pad, bollards, power, cabinet/dispenser integration, startup testing, and basic controller tie-in. Planning estimate.
2,600-gallon turnkey bulk	No reliable public installed quote found; dimensions and turn-key literature are public. ⁵¹	\$45k–\$95k	Budget only. Must be confirmed by vendor quote and local electrical/civil pricing.
4,400-gallon turnkey bulk	No reliable public installed quote found; public dimensions and turn-key literature available. ⁵²	\$75k–\$150k	Appropriate only if the site truly has the turnover to justify it. Planning estimate.

For OPEX, a practical pro forma should carry at least these line items: electricity for dispenser heating/cabinet controls, preventive maintenance, replacement filters and wear parts, refractometer/testing supplies, periodic housekeeping and spill materials, merchant/cardlock processing cost, shrink and write-off reserve for stale or contaminated product, and the metering-device registration fee. TDLR's current fee is modest, but the real cost is labor and maintenance discipline. For planning, I would carry **\$0.15–\$0.45 per gallon** in site OPEX depending on volume. Lower-volume tote programs sit toward the high end; higher-volume bulk systems sit toward the low end. That OPEX range is a planning inference, not a published tariff.

⁵³

Margin scenarios

The clearest way to think about DEF margin is to anchor sale price to live local retail, then back into landed cost. Current big-stop market prices near the site are about **\$4.88 to \$4.899/gal**. Public current delivered benchmarks suggest North Star's own landed cost could plausibly fall somewhere between **about \$3.00 and \$3.60/gal** in Southeast Texas once freight, volume, and quote terms are known, if you buy for resale and use a serious bulk or tote program. That planning range is inferred from the cited public delivered data, not from Beaumont quotes. ²

A useful planning matrix looks like this:

Planning case	Assumed landed cost	Sell price	Gross spread	Less site OPEX	Contribution margin
Conservative small-volume case	\$3.60	\$4.59	\$0.99	\$0.35	\$0.64
Mid-volume bulk case	\$3.25	\$4.59	\$1.34	\$0.22	\$1.12
Competitive undercut case	\$3.25	\$4.49	\$1.24	\$0.22	\$1.02
Strong-buy case	\$3.00	\$4.49	\$1.49	\$0.18	\$1.31

Those contribution figures are **modeled**, not quoted. Their point is strategic: **DEF can remain a meaningful gross-margin category even if North Star prices below the local big stops**, provided the site buys through bulk or tote channels, keeps contamination near zero, and avoids slow-moving packaged inventory. The sale becomes even more powerful when paired with secure yard access and parking fees because the customer is already on site and the incremental sale is easy. ²

Landscape infographic content and technical appendix

Infographic-ready summary

Suggested hero title:

DEF That Works Like the Yard Works

Bulk, clean, secure, and built for high-turn truck operations in the Winnie–Beaumont corridor. This synthesis is based on current local pump pricing, OEM handling guidance, and Texas-ready supply options. ⁵⁴

Four callouts for the landscape graphic:

Price advantage: Big-stop DEF is currently about **\$4.88–\$4.90/gal** nearby; public bulk and tote benchmarks are materially lower. ⁵⁵

Engineered purity: DEF should touch only **HDPE, polypropylene, or 316 stainless**, never shared diesel hardware. ⁵⁶

Climate fit: Shelf life drops sharply above **86°F**, so Gulf Coast DEF needs shade, insulation, and fast turnover. ⁴¹

Operations fit: Best long-term operating model is a **1,000- to 2,600-gallon bulk system** with closed-loop transfer, secure cabinet, and cardlock/POS integration. That is my engineering recommendation based on the cited storage, pricing, and throughput data. ⁵⁷

Suggested benefit blocks:

For the driver: DEF at the lane, no boxed-jug mess, no guesswork, no contamination anxiety. ⁵⁸

For the yard: less packaging waste, fewer manual touches, better inventory control, cleaner housekeeping. ⁵⁹

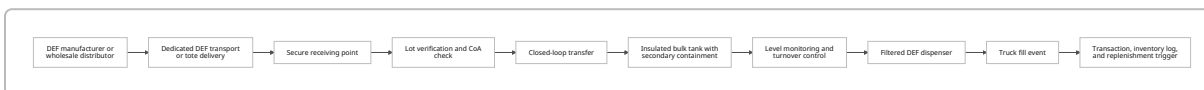
For the operator: better gross spread than packaged DEF, strong attach rate to diesel/parking, scalable from tote to bulk. ⁶⁰

For compliance: SDS-ready, TDLR-metered, fire-code reviewed, OSHA-trained. ⁴⁷

Mermaid supply-chain flowchart

The flow below reflects the most robust DEF supply chain for this market: manufacturer or national distributor, closed-loop transport, secure receiving, tested storage, then metered dispensing. That chain is based on supplier offerings, Micro Matic's closed-system guidance, and OEM/API handling requirements.

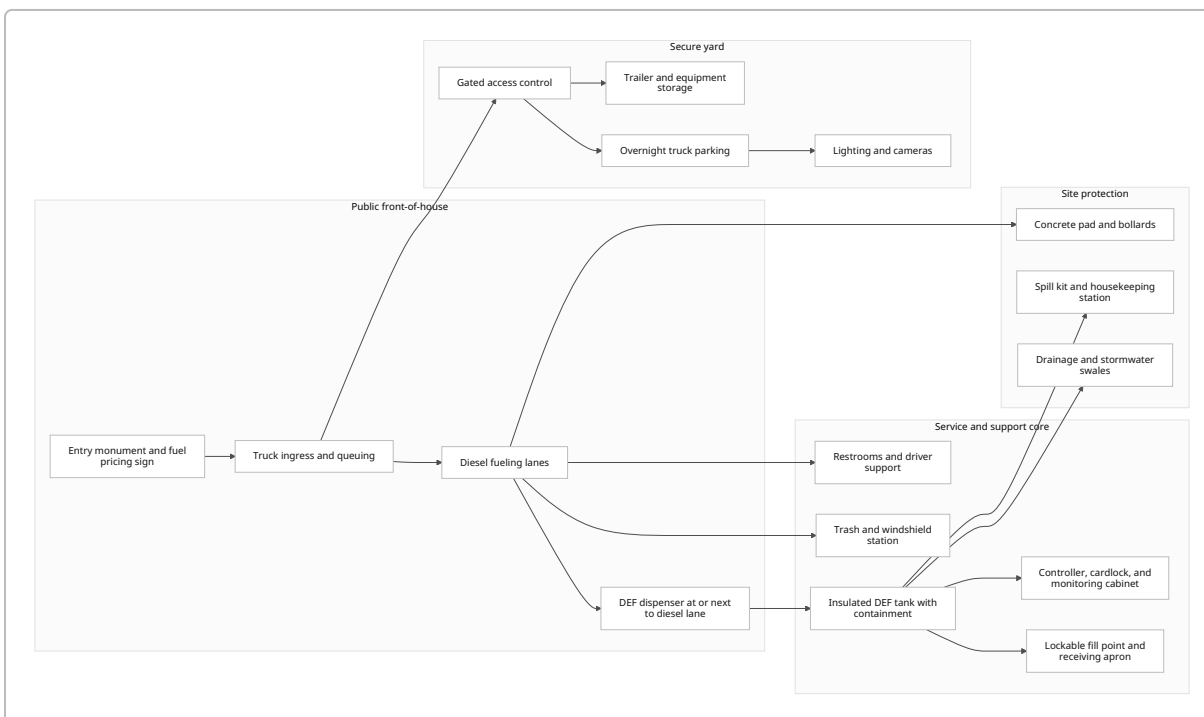
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Mermaid architectural program diagram

This diagram is intentionally **programmatic**, not aerial. It shows the recommended relationships between diesel lanes, DEF equipment, secure yard functions, driver support, trash handling, and stormwater controls. The arrangement is based on the cited storage, heating, locking, and permitting requirements and is suitable for landscape infographic translation.

62



Exact quotes and local contacts to obtain

The biggest data gap is **live Southeast Texas delivered DEF pricing**. Public web data are good enough for feasibility but not for final underwriting. North Star should obtain the following quotes before locking the site economics.

63

Ask each of **Sun Coast Beaumont**, **3L**, **Mansfield Houston**, **Noxguard**, and **Blue Sky** for the same RFQ package so the comparison is clean:

- Delivered price for **275–330 gallon tote**, **1,000 gallon drop**, and **2,600 gallon drop**.
- Minimum order quantity, freight basis, surge pricing, and emergency-delivery fee.
- Whether the vendor provides **closed-loop tote hardware**, fill couplers, level telemetry, or tank loan/rental.
- Whether they issue a **lot-specific CoA** with every shipment.
- Whether they will quote a **turnkey 1,000- or 2,600-gallon system** with dispenser and startup commissioning.
- Whether they will support **POS/cardlock integration** or prefer third-party hardware. ⁶⁴

The specific contacts visible in the reviewed sources are:

Organization	Contact to use first	Why
Sun Coast Resources	Beaumont branch (409) 842-2446 or sales@suncoastresources.com ⁷	Best local-first wholesale marketer candidate
3L Energy Solutions	713-434-7600 ⁸	Strong Texas multi-product distributor
Mansfield Energy	Houston 800-471-3835 or main 800-695-6626 ⁶⁵	Best large-program benchmark
Noxguard	281-377-5845 , orders@noxguard.com ¹²	Texas DEF-specialist benchmark
Blue Sky DEF	855-258-7593 ⁶⁶	Manufacturer/distributor comparison
Airgas Specialty Products	866-935-3370 or legacy AiRx line 866-977-4DEF ¹⁶	National backup and packaged startup source

The other gap is **equipment-integration pricing**. North Star should get one quote each from a **KleerBlue**, **Wayne/Gasboy**, and **Bennett** channel partner for a single-hose retail/fleet DEF dispenser with pulse output, gallon metering, and cardlock/POS compatibility. It should also get a separate quote for **Micro Matic closed-loop hardware** and for the local **pad, bollards, power, controller conduit, and startup testing** package. Public sources confirm the hardware families and some equipment-only price points, but not a Beaumont installed project price. ⁶⁷

Bottom-line recommendation: If North Star expects DEF sales to exceed roughly **600 gallons per month** after opening, move directly toward a **1,000- to 2,600-gallon enclosed bulk system** and treat totes as a startup bridge, not the end state. If early demand is uncertain, launch with a **closed-loop tote enclosure**, prove the attach rate to diesel and overnight parking, then upgrade once turnover is visible. The strategic thesis is strong: in this corridor, a clean, secure, properly engineered DEF offer can be priced under the big truck stops while still contributing meaningful margin. ⁶⁸

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