



PROPANE

Newsletter

First Quarter Edition

www.louisianapropane.com

March 2009

2009 LPGA Members

As of March 11, 2009

This roster is updated regularly and will be printed throughout the year as membership renewals are received.

DEALER MEMBERS

Buddy's Home Gas
Delta Fuel Company, Inc.
Greenville Automatic Gas Co.
Jim's South Butane-Propane
Lacox Propane
Lake Arthur Butane Co.
Lassalle Gas Co., Inc.
Macon Ridge Propane Service
Neill Gas
O'Neal Gas
Red Ball Oxygen Co., Inc.
Reed Gas Inc.
Sabine Country Butane Gas, Inc.
Southern LP Gas Inc.

ASSOCIATE MEMBERS

American Welding & Tank LLC
Bergquist, Inc.
Bevolo Gas & Electric
BP Products
Clean Fuel USA
Dufour Petroleum L.P.
Energy Propane LLC
Enterprise Products
Gas Equipment Company
Hercules Transport, Inc.
J&P Services
Martin Gas Sales
Meeder Equipment
Mississippi Tank Co.
Quality Steel Corp.
Targa Resources
Trinity Industries

A Message from the LPGA President

A new year, a new president, a new economy and a new commission. The industry is going through some changes and we need to remain united in keeping the main focus on safety and growth. Considering the national economic situation and this mild winter, our Louisiana propane industry is not doing too badly. Many dealers are saying margins are still good even though the overall market is down. The good news is that PERC and NPGA are working hard to position propane as a major player in the energy debate in Washington. Hopefully this will translate into a new market and more gallons sold. I am also hopeful that our market development funds will soon be released and we can use our money for its intended purpose this year; a rebate program that will put those dollars plus some back into our pockets. Good for dealers and consumers.

I know I speak for other dealers when I say that we are sorry to lose Charles Fuller as Executive Director of the LP Gas Commission. He resigned in February. Fuller has done a wonderful job for our Association over the years and has been an asset to the industry. I hope his successor will be just as active in the industry and the Association.

Dominique Monlezun, LPGA President

Roush Introduces Two New Propane Trucks

Roush Performance, with support from the Propane Education & Research Council (PERC), introduced two alternative fuel vehicles available through Ford dealers in the United States and Canada.

The 2010 Roush propane-powered Ford F-250 and 2010 Roush propane-powered Ford E-250 achieve lower carbon and greenhouse gas emissions. These vehicles reduce greenhouse gas emissions by 18 percent; create 20 percent less nitrous oxide; produce up to 60 percent less carbon monoxide; and fewer particulate emissions, compared to conventional gasoline. These vehicles follow the introduction of the Roush propane Ford F-150 in 2007, putting Roush at the front of the "green-collar revolution."

The Ford F-150, F-250 and E-250 are based on the 5.4L, three-valve Ford V-8 powertrain, each using a Roush liquid propane injection fuel system, including new fuel rail assembly and fuel injectors. The propane trucks sustain no loss of horsepower, torque or towing capacity as compared to a comparable gasoline-powered vehicle.

With F-250 deliveries anticipated to start in the third quarter, customers can choose a complete Roush-assembled 2010 F-250 with a three-year/36,000-mile warranty or conversion kit that fits the 2009 and 2010 trucks. The additional cost for a Roush-assembled F-250 is \$8,995, and the vehicle qualifies for a federal tax credit of up to \$4,500. At the pump, propane prices per gallon are normally lower than gasoline or diesel, and with the proper infrastructure in place, a fleet user can qualify for a 50-cent tax credit per gallon consumed.

Article originally published by LP Gas Magazine, February 2009

Propane can Lower Fleet Costs

Increased Miles Per Dollar

When you take a look at the costs of running a standard gasoline fleet; infrastructure, maintenance, ownership, operation, fuel – and compare those with the total cost of running a propane fleet, you'll find that propane fleet operating costs are typically 5 – 30% less. Propane consistently costs less per gallon than gasoline, according to historical data. You can build a propane fueling station for one-third the cost of building a compressed natural gas (CNG) station, and for about the same as or less than a gasoline system.

Propane-powered vehicles can carry equivalent or greater amounts of fuel as their gasoline or diesel counterparts allowing them to travel equal or greater distances. There are a variety of incentives that can help you save even more, including the federal 50-cent-per-gallon tax credit for alternative fuels that applies to propane. This could save fleets thousands.

Lower Emissions, Greater Environmental Benefit

Propane produces far fewer greenhouse gases than gasoline or diesel fuel. It is an approved alternative fuel per the energy Policy Act of 2005. It also has the lowest greenhouse gas emissions levels of major fuels like gasoline and diesel. A well-maintained propane engine with new, computer-controlled systems can substantially reduce emissions. It emits up to 70% less smog-producing hydrocarbons than gasoline. Propane fleets also emit up to 60% less carbon monoxide, 20% less nitrous oxides and up to 96% fewer carcinogens. Additionally, propane fleets carry fuel in a sealed, pressurized system eliminating the toxic spillage found with gasoline and diesel refueling.

Fueling the Fleets of Today

Propane fuels 11,000,000 vehicles worldwide. It is used by fleets of buses, taxis, police cruisers, delivery trucks and maintenance vehicles. More than 90% of propane used in the U.S. is produced domestically reducing our dependence on foreign oil. Propane fleet vehicles deliver superior performance in vehicle power, acceleration and cruising speeds.

Safety First

Worldwide use of propane, per capita, shows it has one of the best safety records of any fuel. Propane tanks are 20 times more puncture resistant than conventional fuel tanks. Propane vehicles adhere to regulations established by the National Fire Protection Association and meet or exceed the same safety standards other vehicles are required to meet.

This information was provided by the Propane Education and Research Council.

2009 Summer Convention Reminder

Don't forget to complete and fax in your summer convention forms! Registration brochures were mailed out the first week of March. If you have not received one and are interested in attending, please contact Candace Garcia at the LPGA office, 225-763-8922 or by email: candace@ccilouisiana.com.

* **Hotel reservation deadline is April 30, 2009.**

* **Registration deadline is May 29, 2009.**

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2009 Calendar of Events

- **March 7 & 8:** Capital Area - Habitat Home & Garden Show
- **March 13 & 14:** Southwest Louisiana Home Show
- **March 31:** Board of Directors meeting at the Best Western in Alexandria, Louisiana @ 2:00 pm.
- **June 8-10:** Propane Days in Washington, D.C.
- **June 23—26:** Summer Convention at L'auberge du Lac in Lake Charles, Louisiana
- **September 1:** Board of Directors meeting at the Best Western in Alexandria, Louisiana @ 2:00 pm.
- **December 10:** Christmas Board of Directors meeting. Location TBA.

Safe Grilling Tips

- Before grilling, check for leaks. When the grill is cold, turn on the cylinder valve or gas and spray the connections with a leak-detection solution (a 50/50 mixture of water & liquid soap) to check for tightness. If bubbles appear, tighten the connections where the bubbling occurs.
- Keep the grill top open until you are sure the grill is lit.
- Do not smoke while handling a propane cylinder.
- When a grill is not in use, cover disconnected hose-end fittings with plastic bags or protective caps to keep clean.
- Always follow grill manufacturer's instructions and keep written materials accessible.
- Never pour an accelerant such as lighter fluid or gasoline on the grill.
- When finished grilling, turn off the burner controls and close the cylinder valve.

PERC Raising Propane's Profile in Energy Debate

Initiative Includes Advertising, Public Relations, Public Education, and Industry Engagement

The Propane Education & Research Council (PERC) approved the details of a \$6.2 million plan designed to establish a strong brand position for propane as a clean fuel that is readily available to reduce greenhouse gas emissions while meeting basic energy needs.

Reviewed and recommended by an industry task force earlier this month, the National Energy Conversation initiative consists of four elements:

- Advertising
- Public relations and media outreach
- Public education
- Industry engagement

One important product of the initiative will be an umbrella message about propane; clean, reliable energy that is available now. This should help the entire propane industry and complement PERC's marketing plans.

"Propane has a natural advantage as a low-carbon fuel," said PERC President and CEO Roy Willis. "The purpose of PERC's public education campaign is to make certain that propane is recognized favorably across multiple audiences for the contribution it can make — immediately — toward reducing carbon emissions."

At a meeting in December, the Council authorized PERC and its lead communications agency, Colle+McVoy, to begin the research, measurement, and planning elements of the National Energy Conversation initiative. The latest action authorizes the rest of the plan.

The Council also approved funding to support the next API Survey, to develop a protocol for state appliance rebate programs, and to conduct a study of propane infrastructure and deliverability.

The Council approved funding for the following grants:

- **Docket 15731** — National Energy Conversation Initiative, \$6,200,000
- **Docket 15861** — API Survey, \$183,662
- **Docket 15871** — State Appliance Rebate Protocol, \$75,000
- **Docket 15911** — U.S. Propane Infrastructure and Deliverability Study, \$155,000

The Council will next meet on April 2nd and 3rd in Atlanta, Georgia.

Safety & Training Update: 2009 Safety Schools

LPGA is developing a 2009 Safety School program as we have in the past. We will offer three of PERC's Certified Employee Training Program courses - Basic Principles and Practices, Bobtail Delivery and Appliance Installation. Through CETP, we will help satisfy training requirements mandated by DOT, OSHA and NFPA.

These courses will be offered in Ruston, Lafayette and Alexandria. Courses will begin mid-summer. Specific details regarding exact times, locations and costs will be announced soon.

These courses will be offered through a small business grant from the Department of Labor, which means the training will be free for employers. To be eligible:

- Your business must be Louisiana based with fifty or fewer employees.
- Employers must have been in business in the state for at least three years, contributing and in full compliance with state unemployment tax laws.
- Employers cannot receive IWTP Small Business Employee Training and IWTP customized training concurrently.
- The request for training must be in labor demand occupations as defined by the Workforce Investment Act.

To apply for the grant, employers need to complete and submit the SBET Application online and send the signature page to the Louisiana Workforce Commission. The application can be found at www.laworks.net under Business>Incumbent Worker Training Program>Small Business Employee Training. In order to receive reimbursement for training, employers must submit invoices for training expenditures along with:

- Proof of payment
- Proof of completion from the training provider
- Proof that wages were paid to the participant during training hours **OR** proof that the participant received a wage increase within 30 days upon the completion of the training.

For help or more information on the application process or grant information please contact Candace Garcia, LPGA Safety School Coordinator at (225) 763-8922.

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Consumer Safety Tips

- When the cylinder is refilled, have the supplier check for dents, damage, rust or leaks.
- After filling or exchanging, take the cylinder home immediately. Keep the vehicle ventilated and the cylinder valve closed and capped.
- Always use or store cylinders outdoors in an upright (vertical) position.
- Do not use, store, or transport cylinders near high temperatures (this includes storing spare cylinders near the grill).

Cathodic Protection Program Underway

With the demand for placing propane tanks underground, the industry's need for information on how to safeguard those tanks from corrosion has increased. Fortunately, a new Cathodic Protection program is now available for all propane marketers.

This program contains training materials for propane technicians who install residential and small commercial underground ASME tanks and piping. It provides basic knowledge and requirements for the technician to properly and efficiently provide cathodic protection for underground steel ASME tanks and piping from corrosion. The program also includes a quiz with answer key and a skills evaluation form.

The Cathodic Protection program is also available through the Propane Resource Catalog (www.propanecatalog.com or 1-866-905-1075).

For more information on coursework, please contact Stuart Flatow at PERC at (202) 452-8975 or by email: stuart.flatow@propanecouncil.org.

If you are interested in having this program added to LPGA's 2009 Safety School, contact Candace Garcia at the LPGA office at (225) 763-8922 or by email: candace@ccilouisiana.com.

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