



February 2020

# E-Newsletter

## 2020 Members

### DEALER MEMBERS

AmeriGas Propane LP  
Blossman Gas, Inc.  
Cajun Propane  
Delta Fuel Company, Inc. \*  
Harrell Gas, Inc.  
Herring Gas Company of LA  
Jim's South Butane Propane  
Lacox, Inc.  
Lake Arthur Butane Co.  
Lampton-Love Gas Co.  
Lasalle Gas \*  
Metro Lift Propane \*  
National Welding Supply Co.  
Neill Gas, Inc.  
O'Neal Gas, Inc.  
Reedgas Propane Company  
Sabine Country Butane Gas  
Southern LP Gas, Inc.

Wise Choice Investments, Inc.

### ASSOCIATE MEMBERS

Arcosa Tank, LLC  
Bergquist, Inc.  
Bevolo Gas & Electric Lights Inc.  
CUI Distribution  
Dealers LP Equipment \*  
Dufour Marketing  
Enterprise Products  
Gas Equipment Company \*  
Hercules Transport Inc.  
Hexagon Ragasco North America \*  
Martin Gas \*  
Meeder Equipment Co. \*  
Midcoast Energy \*  
Midstream Transportation Co.  
Mississippi Tank Company \*  
M Tank Co. Supply \*  
P3 Propane Safety  
Quality Steel Corp.  
Squibb Taylor Inc. \*  
Tank Services, LLC  
Targa Transports \*

## Happy Mardi Gras!

Ole Punxsutawney Phil did not see his shadow this year on Groundhogs Day, thus predicting an early spring. If you know anything about Louisiana, you know no one can predict the weather here unless they say it's going to rain and be hot! We would love an actual winter or, heck, several days in a row of cold weather would suffice! We know better living in Louisiana. Thankfully, it's not the cold weather that most people come and stay here for!

The weather has been a factor, though, in predicting this year's crawfish season will probably be one of the most plentiful we've seen in over a decade. The warm weather from late summer and early fall have given the mudbugs time to grow and get ready for harvest! They started popping up early in the season and show no sign of stopping or running low soon. Remember, the best months for crawfish are late February through May, but they may hang around until as late as July. And what's a crawfish boil without efficient, clean-burning propane! Just add corn, potatoes, onions and sausage and you'll be sure to be the talk of the neighborhood when it comes to crawfish boils!

Please make plans to join us for the first quarter LPGA Board of Directors meeting on Thursday, March 19 at 1:00 pm at the Best Western in Alexandria. All are welcome and invited to attend!

For any questions, concerns or additional information, please contact the LPGA office at 225-763-8922 or at [marica@ccilouisiana.com](mailto:marica@ccilouisiana.com).

**HAPPY VALENTINE'S DAY!**

THIS YEAR GIVE YOUR LOVED ONE THE GIFT OF A LOW ELECTRICITY BILL BY USING COST-EFFICIENT PROPANE AS YOUR CHOICE OF ENERGY!

## AFFILIATE MEMBERS

Amigo Beauty Mart LLC  
Bet R Store  
Big Boss Travel Plaza  
Cajun Campground  
Cheema Three LLC  
Coteau Holmes Quick Stop  
Darlington Grocery  
Delhi Texaco  
East Over Market  
Fast Track Food and Fuel  
Ferrellgas  
First Stop #3  
G6 LLC LaCamp Grocery  
Gas Lane  
G&E Seafood  
Gillis Hardware & Farm Supply LLC  
HRM Inc.  
H&L Grocery LLC  
J & F Discount Mart  
Jakarta Quick Stop  
L 88 DFM  
Lakeview Discount Inc.  
Linda Mart, LLC  
M&S Oil Services LLC  
McManus Auto  
Melrose Food Mart Inc.  
MKB Inc.  
Party On Us LLC  
Paul's Grocery of Eva  
Plaza Latina LLC  
Quick E-Z Inc.  
Round Express LLC  
Skye Mart  
South-end Country Mart Inc.  
Start Ventures  
Steve-N-T, LLC  
Sureway Super Mart  
Swami Mahant 2017 LLC  
The Fruit Stand, Inc.  
Usama Services Inc.  
Wesco Gas & Welding Supply Inc.  
Xtreme Hardware  
Yogi Bear's Jellystone Park

**An \* indicates a  
2020 membership  
renewal has not yet  
been received and/or  
processed. Updated  
as of 2.28.20.**

## 2020 Calendar of Events

**March 9, 10:00 am:** Louisiana Legislative Session convenes, State Capitol-Baton Rouge.

**March 13, 8:30 am:** Louisiana Clean Fuels Golf Classic, Pelican Point Golf & Country Club-Gonzales.

**March 14-15:** Bayou Home Show, Houma Civic Center-Houma.

**March 19, 1:00 pm:** First Quarter Board of Directors Meeting, Best Western-Alexandria.

**April 5-8:** NPGA Southeastern Convention & International Propane Expo, Music City Center-Nashville, TN.

**April 23-26:** Zurich Classic of New Orleans, TPC-Louisiana-Avondale.

**June 1, 6:00 pm:** Louisiana Legislative Session adjourns.

**June 14-17:** APGA/LPGA Annual Summer Convention, Perdido Beach Resort-Orange Beach, AL.

**June 15:** Second Quarter Board of Directors Meeting, Perdido Beach Resort-Orange Beach, AL.

**June 15-17:** NPGA Propane Days, Omni Shoreham-Washington, DC.

**June 25-28:** Louisiana Farm Bureau Federation Annual Convention, Marriott-New Orleans.

**June 26-27:** Louisiana Sports Hall of Fame Induction Weekend, Natchitoches.

**July 26-30:** Louisiana Sheriffs' and Wardens' Annual Conference, Hilton Sandestin-Destin, FL.

**August 13-15:** Plumbing-Heating-Cooling Contractors Association of Louisiana Annual Convention, Pontchartrain Center-Kenner.

**August 20-21:** PERC Can-Do Marketing Conference, Marquette Hotel-Minneapolis, MN.

**September-TBD:** Third Quarter Board of Directors Meeting, Best Western-Alexandria.

**December-TBD:** Fourth Quarter Board of Directors Meeting, Chateau Saint Denis Hotel-Natchitoches.

# FMCSA Formally Publishes Two-Year Delay to Entry-Level Driver Training

The Federal Motor Carrier Safety Administration formally published a two-year delay to the compliance deadline for the Entry-Level Driver Training (ELDT) program, which is available in the Federal Register (<https://www.federalregister.gov/documents/2020/02/04/2020-01548/extension-of-compliance-date-for-entry-level-driver-training>). On January 29th, FMCSA announced the delay on the agency's homepage. The delay changes the compliance deadline for all participants from February 7, 2020 to February 7, 2022. In July 2019, FMCSA proposed a two-year delay to parts of the ELDT program applicable to state licensing agencies; however, the agency received significant feedback to delay the entire program for all stakeholders.

FMCSA was congressionally mandated to create ELDT through the Moving Ahead for Progress in the 21st Century Act (MAP-21), and the agency concluded the rulemaking process in December 2016. NPGA advocated against several components of FMCSA's initial proposal, like a minimum number of hours behind the wheel, which were ultimately removed from the final rule. After finalization, NPGA partnered with the Propane Education & Research Council (PERC) to identify how we can develop materials to assist the propane industry to comply with the ELDT program.

ELDT applies to new Commercial Driver's License (CDL) applicants or new Hazardous Materials Endorsement (HME) applicants. It does not apply to currently licensed drivers or Commercial Learner's Permits obtained before the compliance deadline, unless the CDL holder is seeking an HME. It also applies to all other endorsements, such as passengers.

ELDT includes a two-part curriculum that must be completed before the applicant sits for the CDL or HME exam with the state license office: classroom or 'theory' curriculum, and behind the wheel training (range and public road). The classroom education includes a written/electronic exam that the applicant must pass with a score of 80 percent. The person providing behind the wheel training (trainer) must 'self-certify' or attest to satisfactory performance of vehicle operations by the applicant. The trainer must have a CDL at or above the level sought by the applicant. A similar classroom and exam format apply to CDL holders seeking an HME.

The classroom and behind the wheel training must be provided by an entity or person registered in FMCSA's Training Provider Registry, which is a database subject to recordkeeping requirements and audit.

NPGA and PERC continue to work together through the delayed compliance deadline to develop compliance materials for the propane industry. NPGA is collaborating with PERC to create the basic classroom curriculum and behind the wheel training materials that a propane marketer needs in order to provide in-house training. In addition, NPGA is working on an administrative service that would allow NPGA to serve as the official training provider subject to FMCSA recordkeeping and audit.

Please direct any questions to Sarah Reboli, NPGA Deputy Counsel, Regulatory Affairs, at [sreboli@npga.org](mailto:sreboli@npga.org).

**Thank you to our 2020  
advertisers!**

**Bergquist, Inc.  
Gas Equipment Company  
Meeder Equipment Co.  
MTankCo Supply  
Tank Services, LLC**

*Don't delay! You still have 10 more opportunities to get your message out there. Contact us today to reserve your advertising space in a future E-newsletter edition.*

# Hot Water On Demand!

## Rinnai Tankless Water Heater

Increased Hot  
Water Supply and  
Temperature Control

Call for Pricing and  
Product Information



# Rinnai

Residential and Commercial Appliances Available.

# Industrial Regulators

First Stage  
High Pressure  
P627C



Second Stage  
Spring Loaded  
P202



First Stage  
Direct Acting  
P99



Second Stage  
Spring Loaded  
1813C



www.gasequipment.com

Atlanta GA  
(800) 241-4155

Chandler, OK  
(800) 763-0953

Dallas TX  
(800) 821-1829

Fayetteville NC  
(800) 447-1625

Houston TX  
(800) 334-7816

Indianapolis IN  
(800) 241-1971

Kansas City MO  
(800) 821-5062

Little Rock AR  
(800) 643-8222

Orlando FL  
(800) 821-0631

Richmond VA  
(800) 368-4013

St. Louis MO  
(800) 423-4685

Gas Equipment Co. TV - [www.youtube.com/GasEquipmentTV](http://www.youtube.com/GasEquipmentTV)



Tracy Wells

What is

# MARDI GRAS

without some crawfish?



Remember to use propane when cooking up your crawfish!



# ROUSH<sup>®</sup>

## CLEANTECH

### Propane Autogas Geared for the Future



I recently attended the World Propane Gas Association's Innovation for Growth Summit in Washington, D.C. The meeting gathered industry leaders from around the globe to exchange ideas and discuss investment to drive innovation that will expand the use of this clean and versatile energy source.

Across the world, more than 27 million vehicles travel with propane autogas in their fuel tank. Yet, the impact of propane reaches everyone. In the United States, about 50 million households use propane for hot water, clothes dryers, back-up power generation and other energy needs. Businesses use propane forklifts and propane mowers. More than 1 million kids will ride on a propane school bus tomorrow morning. Worldwide, several billions of people depend on propane. In China, more than 50 percent of the country's urban population cook with it daily. And, according to the WLPGA, the propane industry employs millions of people around the globe.

The impact of propane is wide-reaching. It was clear from my discussions at the summit that the propane industry is poised for the future and not resting on its successes over the past 100 years. Innovations in transportation fuels, such as renewable propane and DME / propane blends, will bring the carbon intensity value close to carbon neutral and ensure propane has a place in the new "low carbon" economy.

That's been the motivation behind our company since its inception — to take harmful emissions to new lows in order to foster healthier communities. When fueled with renewable propane, our vehicles equipped with .02g NOx propane engines bring emission levels to near zero. And, we will continue to innovate and push the limits.

A continued focus on the decarbonization of our

transportation system is a must, but we have to do it in a way that is fiscally responsible. Sustainable energy solutions, like renewable propane, provide the environmental and economic results while emerging tech, like battery electric and hydrogen, continue to mature. Give us a call today at 800.59.ROUSH. We would love to discuss how we can help transition your fleet closer to being carbon neutral.

*Todd Mouw is president of ROUSH CleanTech, an industry leader of alternative fuel vehicle technology. Mouw has more than two decades of experience in the automotive and high-tech industries. As former president of the NTEA Green Truck Association, Mouw helped set standards in the green trucking industry. To learn more, visit [ROUSHcleantech.com](http://ROUSHcleantech.com).*

## The Better Dispensers

by Bergquist

**The finest dispensers,  
all designed with you in mind.**



the 'Original'  
the 'Compact'  
the 'Walk-In'  
the 'Skid Mount'  
the 'Hybrid Dispenser'



  
**Bergquist**

800.448.9504  
[bergquistinc.com](http://bergquistinc.com)

Your questions answered by the people who know propane equipment.



1140 Connecticut Ave. NW, Ste. 1075  
Washington, DC 20036

T 202-452-8975 | F 202-452-9054

**For More Information:**

Gregg Walker  
Propane Education & Research Council  
202-452-8975  
[gregg.walker@propane.com](mailto:gregg.walker@propane.com)

## Propane Council Strengthens Business Development, Industry Relations Teams

WASHINGTON (February 12, 2020) — The Propane Education & Research Council has added four staff members to its business development and industry relations units, according to President and CEO Tucker Perkins

“The newest additions to our team — Stephen Whaley, Joseph Calhoun, Erin Lee, and Rachel Hrabik — make us stronger in at least two key areas, business growth, and customer service,” Perkins says. “They bring experience, expertise, and drive to their work on behalf of the propane industry.”

### **Stephen Whaley, Director of Autogas Business Development**

Stephen Whaley manages the over-the-road market portfolio for PERC. He is responsible for growing propane autogas market share in on-highway light-, medium-, and heavy-duty vehicle markets. He focuses on new product research and development, product launches, maintenance and growth in existing market segments, and potential new market development opportunities.

Whaley ran his own consulting company for the last four years. Before that, as eastern U.S. regional sales manager for Agility Fuel Solutions in North Carolina, he helped develop class 7 and 8 vehicle fleet markets for natural gas. He also trained and supported heavy-duty truck dealers with their fleet customers’ adoption into CNG and LNG implementation. Whaley was formerly director of business development for Roush CleanTech and oversaw research and business development for Blossman Propane. He was director at the Graphic Arts Institute and Printing Industries of Northern California.

Whaley has a bachelor’s degree in industrial arts education from Virginia Polytechnic Institute & State University, and a master’s degree in industrial education from Clemson University. He has lifetime post-secondary teaching credentials from the State of California.

### **Joseph Calhoun, Associate Director of Business Development**

Joseph Calhoun leads PERC initiatives to grow propane demand by working directly with partners across multiple industries. He is responsible for business development, product development, and



1140 Connecticut Ave. NW, Ste. 1075  
Washington, DC 20036

T 202-452-8975 | F 202-452-9054

market development activities, which includes outreach, communications, education, research, product development, technical integrations, and product commercialization.

Before coming to PERC, Calhoun worked for RegO Products as business development manager for the propane and industrial gas markets. Before RegO, he was national business development manager for Robinson Pipe and Vessel in De Pere, Wisconsin. Calhoun has also served as the business development manager at TransTech Energy in Rocky Mount, North Carolina, regional sales manager for Ray Murray, director of corporate business development with Paraco Gas, and manager of customer service and logistics at American Welding and Tank.

Calhoun holds a bachelor's degree from Franklin & Marshal College and an MBA from Eastern University. He has been CETP certified, is a former board vice president of the Mid-Atlantic Propane Gas Association, and has been a member of the Pennsylvania Propane Gas Association.

#### **Erin Lee, Industry Relations Coordinator**

Erin Lee provides customer support for the fulfillment center and provides primary support for grant administration by performing initial application review and final report analyses. She also performs general administration duties and assists with preparation and planning for industry programs and meetings.

Lee was senior quality assurance specialist with SoundExchange in Washington, D.C., for seven years. There she led Salesforce CRM training programs, developed business rules and processes, and provided customer service, among other duties.

#### **Rachel Hrabik, Business Development Coordinator**

Rachel Hrabik administers PERC incentive programs and supports the business development team. Most recently she was sales associate for the Farm Bureau Financial Services in Syracuse, Nebraska, for four years. Prior to that, Hrabik was an account manager with Swanson Russell, where she worked on the PERC account. She has also been a family services specialist with the Department of Health and Human Services.

Hrabik has a bachelor's degree in communications from the University of Nebraska at Omaha, where she majored in advertising and public relations with an emphasis on digital media and photography.

###

**About PERC:** The Propane Education & Research Council is a nonprofit that provides leading propane safety and training programs and invests in research and development of new propane-powered technologies. PERC is operated and funded by the propane industry. For more information, visit [propane.com](http://propane.com).