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Terravest Industries

May 2023

E-Newsletter

And so Summer begins...

Can you feel it? The summer heat is creeping in. We've had some days of low(er) humidity which is wonderful for us when the temps get high, but we know that won't last long. Soon, temps and humidity will both be sky-high and all you can do is sit back and try to stay as cool as you can.

Tomorrow, June 1, is the official start of Atlantic Hurricane season. It lasts until November 30 with the peak of the season being September 10. The most activity usually occurs between the months of August and October but storms can form anytime. NOAA forecasters with the Climate Prediction Center, a division of the National Weather Service, predict near-normal hurricane activity in the Atlantic this year. The upcoming Atlantic hurricane season is expected to be less active than recent years, due to competing factors — some that suppress storm development and some that fuel it — driving this year's overall forecast for a near-normal season. We are no stranger to hurricanes and tropical storms. Here's to hoping for a mild season because Louisiana and the gulf south could use the break from storms.

This is your friendly reminder to register for the 2023 APGA/LPGA Summer Convention! All of the information can be found in this newsletter or on our website. To access registration and payment directly online, go to: https://propaneeducationampresearchcouncil.formstack.com/forms/2023_al_la_summer_convention. We hope all of you are able to make plans to join us for this annual event June 25-27 in New Orleans!

For any questions, concerns, or additional information, please contact the LPGA office at 225-763-8922 or at marica@ccilouisiana.com.



AFFILIATE MEMBERS

ABC Home Services Inc.

Baker Texaco

Bayou Outdoor Supercenter

Best Stop #3

Best Stop #19

Bronco Stop

Canal Discount Mart Inc.

Cenla RV Center

Chris' Specialty Foods

Da Bait Shop LLC

Dean Food Mart

Depot II, Inc.

Doiron's Landing, LLC

Earl's Cajun Market LLC

Fontaine Lumber Co, Inc.

Fremin's Food & Furniture

Fuel Express Mart

Golson Enyerprises LLC

Guidry's Food Store Inc.

HRM Inc./Maxi Mart

Jammu & Company LLC

K & G on the Geaux

Kornbread Korner

LA 88 Discount Food Mart

Lagneaux's Country Store

Land-O-Pines Family Campground

Livonia Lumber & Farm Supplies Macro Companies Inc.

MRB Inc.

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Riche's Y-Not Stop

River's Fresh Market

RP Custom Trailers & Service

Rockery Ace Hardware

Safe & Sound Storage

Sagona's Hardware & Sporting Goods

Savanne Mini Mart

Southend Country Mart Inc.

Speedy Mac's

Sunshine III LLC

The Fruit Stand, Inc.

The Robberson Thib's

Tickfaw Pit Stop

Vidrine & Vidrine LLC

Whitehall Mall LLC

Wilderness Acres

Xtreme Hardware

2023 Calendar of Events

June 4-7: NPGA Propane Days, Renaissance Washington DC Downtown Hotel-Washington, DC.

June 25-27: APGA/LPGA Summer Convention, Hotel Monteleone-New Orleans, LA.

June 26: LPGA Second Quarter Board of Directors Meeting, Hotel Monteleone-New Orleans, LA.

July 27-29: LA Sports Hall of Fame Induction Weekend, Various locations-Natchitoches, LA.

September: Third Quarter Board Meeting, Date and Location to be determined.

December: Fourth Quarter Board of Directors Meeting, Date and Location to be determined.

We hope everyone had an enjoyable holiday weekend. Let us not forget to honor the men and women who gave the ultimate sacrifice for our country by serving their country. We must always remember that freedom is not free and some gave all for us to be where we are today. Happy Memorial Day!



75th Expo Big Success

The Southeastern Convention and International Propane $Expo^{TM}$ returned to the Music City Center in Nashville on April 23 – 25. The 75th Expo included:

- •3800+ attendees
- •210+ exhibitors showcasing their products and services
- •40 sessions and workshops providing attendees with education and professional development

NPGA hosted Lounge 1075 which featured a retrospective of the past seven decades of the propane industry to celebrate the 75th anniversary of Expo and recognize the accomplishments of the industry. The exhibit space included a 60-foot wall with historical photos and a display of vintage propane industry artifacts on loan from several exhibitors.

Expo included a welcome session with NPGA President & CEO Steve Kaminski and NPGA Chair Michelle Bimson Maggi; the PERC Update from Propane Education & Research Council President & CEO Tucker Perkins; and a keynote address from best-selling author Jon Acuff.

Save the date for the 2024 Expo, being held at the Charlotte Convention Center in Charlotte, North Carolina on April 5 – 7.

2023 Clean School Bus (CSB) Grant

The Environment Protection Agency (EPA) has announced \$400 million dollars in funding to incentivize and accelerate the replacement of existing school buses with clean school buses, including propane buses. Propane buses are eligible for up to \$35,000 per bus. While NPGA continues to fight for increased funding, we are glad to see a small but incremental advancement towards parity with electric buses: between 2022 and 2023, propane bus funding rose an average of 19% across categories, electric rose an average of 4.25%, and CNG stayed flat with no increases.

Eligible applicants under this grant include state and local governmental entities; eligible contractors; nonprofit school transportation associations; Indian Tribes, and Tribal organizations. Private school bus fleets cannot apply directly for funding. However, eligible applicants listed above can enter into a contractual arrangement with a private fleet that owns and operates buses to replace buses that serve a public school district. Application packages must be submitted electronically to EPA through Grants.gov by Tuesday, August 22, 2023.

Questions? Consult the Fight Electrification tab on your NPGA member dashboard for FAQs about the grant program, a template letter to send to eligible entities, or contact NPGA Director of Regulatory Affairs Kate Gaziano at KGaziano@npga.org.



2022 Sales Report Deadline Extended

The reporting period for the 2022 calendar year sales report has been extended to Thursday, June 15.

Propane retailers are asked to respond to the annual retail propane sales report on PERC's website at propane.com/salesreport, directly and confidentially. If you're the person at your company that can provide annual retail gallon sales by state, please visit propane. com/salesreport and complete your company's report for calendar year 2022. If you're not sure who that person is at your company or if you need to claim access, please contact us at salesreport@propane.com.

Please note, the new deadline will not be extended beyond June 15.

Thank you to the many companies who have already completed their 2022 sales reports. We hope everyone makes the effort to complete their company's report as it directly affects funding to our state.



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Propane Autogas Fuels Fleets and More Sales

Propane marketers can significantly increase autogas sales by targeting three growing, profitable audiences. Like the school bus market, these fleets are ideal autogas conversion opportunities that use medium-duty vehicles and central refueling locations, and run routes requiring 400 miles of travel per day.



Paratransit Fleets

Nearly 5,000 paratransit vehicles nationwide use an average of 600 gallons each month.

Parcel & Package **Delivery Fleets**

Independent contractors fulfill 75% of the country's 93,000 USPS routes, averaging 1,000 gallons per month.

Get ready to grow your gallon sales with propane autogas, by visiting propane.com and using the resources below.

of 450 gallons.







Propane: A Bridge Fuel, or the Destination?



By: Todd Mouw, Executive Vice President of Sales and Marketing of ROUSH CleanTech

With recent rulings by the Environmental Protection Agency and California Air Resource Board related to tightening NOx standards, we collectively understand that we must head toward a cleaner destination. These new regulations are driving a significant shift in class 4-7 vehicles from diesel engines to something cleaner and lower cost. But what does that look like in real, day-to-day business operations?

The candid discussions around the challenges that come with battery electric vehicles at this year's ACT Expo really support the message we've been preaching for more than a decade: propane autogas is a viable solution to make the transition to net zero emissions possible, and will help us sidestep some of the challenges with EVs.

Despite its strong record as a sustainable, readily available alternative fuel, propane is often referred to as a "bridge fuel" to a fully electric future. While the team at ROUSH CleanTech agrees that propane could pave the way for other fuel technologies to become mainstream, we must ask the question: How long is that bridge?

We're really bullish on the future of electrification, but we also understand that the challenges related to upfront costs, supply chain, materials, charging infrastructure and grid resiliency may cause the adoption curve to be slower than experts predict.

Because of these headwinds and the emergence of a significant renewable propane supply, we believe that propane is no longer a "bridge" but rather a destination for transportation energy.

Propane has staying power for so many reasons. With

more than 100 years on the market, propane is a widely available and commonly used source: 700 million gallons are used in the transportation industry. In fact, the global propane market is the same size as the aviation fuel market as well as the marine fuel market. Not only is propane inexpensive to manufacture, it's cost-effective to store and economical to transport.

And, as we gaze into the future, let's not forget that renewable propane will soon be crossing that bridge. Once fleets adopt renewable propane — either as a stand-alone fuel or as a drop-in fuel — they'll operate with the same power and reliability as conventional propane, but with even lower carbon emissions. Renewable propane has an ultra-low carbon intensity, and at the point of combustion it's actually carbon neutral.

There's no silver bullet. We need all available options — battery electric, hydrogen fuel cell, propane, natural gas and renewable diesel — to help fleets make the required transition.

Todd Mouw is executive vice president of sales and marketing of ROUSH CleanTech, an industry leader of advanced clean 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.



Coal-electric School Buses Deserve a Look Behind the Plug

Op-Ed by: Tucker Perkins

A recent Bloomberg article highlighted the virtues of electric school buses in Montgomery County Public Schools. The article included statements like "school buses are perfect for electrification," and that "U.S. school districts are eager to electrify their bus fleets."

This piece deserves a second look as the statements made and conclusions drawn by the reporters fall short of providing an objective picture. To understand the tradeoffs of transitioning to electric school buses, Montgomery County Public School decision makers should look behind the plug.

First, let's agree that eliminating diesel fuel is a good goal. Diesel fuel has a high carbon intensity, and when used, it emits ground level air pollution that isn't healthy for people. Here's a surprise though — electrification might solve some of that problem, but it doesn't actually address the climate change issues we face today.

Montgomery County is largely serviced by Potomac Electric Power Co.In its 2021–2022 Fuel Source Information statement, the utility reported an energy fuel mix of coal (21.3%), natural gas (38.7%), nuclear (33%) and renewable sources (6.8%).

This means 60% of every volt of electricity used to power electric school buses in Montgomery County is fossil-fuel derived. If you're also anti-nuclear, then you'll be upset that more than 90% of the electricity the buses would use is from sources other than renewables.

Unfortunately, the electric grid is not as clean as some might think. The average carbon intensity for electricity produced in the U.S. is 137 gCO2eq/MJ. Conventional propane, for comparison, has a carbon intensity of 79, and renewable propane, made from plants and now coming to market in volume, has a carbon intensity of just 20.

Leaving conventional diesel behind is a good move, and it can happen today. Let's not pretend, however, that electric power is a magic cure-all.

One fact the article did get correct is the cost of a school bus. At \$375,000 each, buses with charging

infrastructure cost three times more than a diesel or propane-powered bus. EPA funding to subsidize the cost doesn't change the math, it merely shifts the cost to taxpayers.

The cost prohibitive nature of electric school buses means school districts might only be able to convert a portion of their fleets, especially in disadvantaged communities where budgets are often constrained. By choosing propane-powered buses, school districts can replace three times the number of buses, which translates into greater CO2 reductions.

Another fact was rightly stated: The more electric buses a school district has, the more complicated it is to deploy them. Montgomery County Public Schools might be able to pay a partner to tackle this for them, but can other districts? If not, it's not an equitable solution.

The journalist H.L. Menken once said, "For every complex problem, there's a solution that is simple, neat, and wrong." It's not wrong to try and eliminate things like diesel fuel because cleaner, affordable alternatives are available.

At the same time, solving complex problems like climate change will take a combination of efforts and a thousand smart ideas. We ought to avoid being dazzled by fun animations and embrace more objective analysis as we move through the energy transition.

Tucker Perkins is president and CEO of the Propane Education and Research Council. He is host of the Path to Zero podcast.



Focus on the road ahead.

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NATIONAL PROPANE GAS ASSOCIATION

EV Batteries Just Might Take a Page from Cylinder Exchange

The laundry list of difficulties the electric vehicle market faces is nothing short of monumental, but top of the list is EV plug-in recharging infrastructure and headaches for drivers when it comes to locations, charging time, and lines. One alternate concept gaining traction is battery swaps at gas stations and C-stores that could resemble the 20 lb cylinder exchange business model.

In the early 2010s, a start-up company called Better Place raised \$1 Billion of seed money on the business model of 5-minute battery replacement at dedicated stations. By 2013, it had gone bankrupt. In 2015, Tesla dipped a toe into the battery swap water by building a single exchange station in California, but the response was tepid. Both of those ventures had approached the swap-model by replacing the entire battery an extremely expensive proposition, not to mention battery blocks can weigh well over a thousand pounds.

A newcomer is seeking to disrupt the market: Ample Inc. has designed modular "Lego-like" EV batteries. Modular portions of spent batteries are unscrewed and can be replaced with charged ones from a cabinet. Sounds familiar! Ample is backed by major oil companies in Japan and Thailand as well as a Shell venture that seeds start-ups. Apparently these majors are sensing a shift in the passenger vehicle paradigm and don't want to be left in the cold.

Of course, a drop-in battery component replacement model has many challenges, not the least of which is that just about every characteristic of an EV's battery shape, location, design, and chemical formulation varies among manufacturers and even models. But the battery module maker is seeking to convince automakers to divide up battery blocks into Ampleformatted modules.

This start-up model bucks Biden's \$7.5 Billion roadside plug-in recharging station plans—isn't it fascinating that capitalism and entrepreneurship have come up with a potentially better solution than then the Feds.

Stephen Kaminski, NPGA President & CEO This post is my take on an article by David Ferris in EnergyWire.



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The Alabama and Louisiana Propane Gas Associations are holding their joint Summer Convention at the Hotel Monteleone in New Orleans on June 25-27, 2023. We hope you will take advantage of this opportunity and join us for a spectacular event.

You will see the convention is packed with excellent opportunities to network, gain industry knowledge and have a ton of fun. Load up and head our way. You will not be disappointed! We look forward to seeing you there!

The convention will start Sunday evening with the Welcome Reception sponsored by both states' Supplier Members. You will have plenty of time after the reception to enjoy dinner on your own and catch up with friends, old and new. The reception is open to all.

Monday morning, we will begin with the Alabama Suppliers meeting followed by a joint breakfast for industry members. The membership will be provided with an address from NPGA Chairman, Jeff Stewart followed by a presentation from Bryan Cordill, Director of Residential and Commercial Business Development for PERC. Randy Hayden, Executive Director of LPGA & President of Creative Communications, Inc., is our main presenter this year and his presentation will be on REAL Media and Public Relations: How to Calm a Crisis & Profit from Public Relations (CE credits available for LPGA members.) After the joint seminars, each state will hold their respective general membership and board meetings separately.

Monday afternoon, there are a few group activities to choose from. First, there's a Swamp Airboat Tour through Jean Lafitte National Historical Park and Preserve. Enjoy an authentic Cajun Country adventure through the bayous and lakes of Louisiana with this third generation, family owned and operated outfit.

If the swamp is not your thing, you can board the historic Steamboat Natchez and float down the mighty Mississippi River. Journey back in time, stroll the deck, and snap picturesque shots of the beautiful sights and urban coastline of New Orleans on this family friendly excursion.

Monday evening, make your way to the Dessert Extravaganza to indulge yourself. This spectacular event provides support for the David Reaves, Don Haden and Bill Montgomery Scholarships in Alabama and the Marie Daniel Scholarships in Louisiana. All registrations include One (1) Raffle Ticket per person. We encourage you to buy additional raffle tickets though! The last ticket out will win \$1,000 in cash (additional prizes will be distributed throughout the drawing). We will also have Silent Auction items up for bid.

Tuesday, we hope to have an activity option to appease all registrants! You can choose from touring the National WWII Museum, attending a private cooking class at the New Orleans School of Cooking or playing 18 holes at TPC Louisiana for the Chris Connally Memorial Golf Tournament. We have something for everyone!

Tuesday evening, we will close with our Voodoo on The Bayou-I Put a Spell on You! President's dinner. Not only will we experience a great buffet, but we will also be treated to an exciting family-friendly magic show performed by the Magical Acts of Vaudeville Entertainment. To make this party even better...dress up as a voodoo king or queen, wizard, fortune teller, tarot card reader, psychic, witch, warlock, witch doctor or your favorite magic act. Prizes will be awarded for best costumes. Come out to enjoy a first-class meal and magic show while relaxing and enjoying a wonderful evening with good friends! It's all good fun, no dark magic allowed!

Advanced Registration

Alabama/Louisiana Convention Hotel Monteleone, New Orleans, LA JUNE 25-27, 2023

Name:
Spouse/Significant Other:
Company:
Cell Number:
Email:
Spouse Email:

Single Registration

\$450

\$

(includes 1 Reverse Raffle Ticket, Welcome Reception, Meetings, Dessert Extravaganza and Dinner)

Couple Registration

\$775

\$

(includes per person 1 Reverse Raffle Ticket, Welcome Reception, Meetings, Dessert Extravaganza and Dinner)

CONVENTION ACTIVITIES

MONDAY		NUMBER	
Extra Reverse Raffle Ticket	\$50		\$
Swamp Airboat Tour (Deadline to register is June 1, 2023.)	\$95		\$
Steamboat Natchez Sightseeing Tour	\$35		\$
TUESDAY			
World War II Museum Tour	\$40		\$
New Orleans School of Cooking (Deadline to register is June 1, 2023.)	\$150		\$
Golf Tournament	\$150		\$
<u>Names</u>		<u>Handicap</u>	

TICKETS WILL BE COLLECTED AT THE DOOR FOR THE MONDAY & TUESDAY NIGHT EVENTS.

<u>ADDITIONAL TICKETS</u> available for family members/guests not involved in the propane industry and therefore not paying convention registration fees.

MONDAY

Extra Adult Ticket	\$50	 \$
Child Ticket (17 and under)	Free	
TUESDAY		
Dinner (included in registrations above)		
<i>Extra</i> Adult Ticket	\$200	 \$
Young Person's Buffet (10-20)	\$160	 \$
Child Buffet Ticket (9 & under)	\$100	 \$
Child Chicken Plate (12 & under)	\$50	 \$

Total Registration Amount

Dessert Extravaganza (included in registrations above)

\$

NON-MEMBERS - Individuals from non-member companies will be charged a \$200 additional convention registration fee. Please add this charge to your Total Registration Amount.

MasterCard	VISA	American Express	Discover
Name on Card:			
Card Number:			
Exp. Date:		Billing Zip Code:	
CVV#:	(last 3	digits on back or 4 digits on fr	ont above # for AmEx)
Signature:	,		ŕ

Cancellation Policy

Since we must give a guaranteed number of attendees for events several days in advance, the cancellation policy will be as follows:

- Full refund on or before May 25th
- 1/2 refund on or between May 26th - June 9th
- No refund on or after June 10th **If you fax or email your registration form, you are considered pre-registered and must call to cancel your registration.



Hotel Information

To make your room reservation at the Hotel Monteleone for JUNE 25th-27th call:

1-800-217-2033

Be sure to indicate that you are with the Alabama/Louisiana Propane Gas Association Convention.

Online Reservations

You must use the link below to get the special group rate.

Book Your Room Now!

Room Prices Starting at \$165

ROOM RESERVATION DEADLINE May 25, 2023

Return Form and Payment to:

Alabama Propane Gas Association 173 Medical Center Drive Prattville, AL 36066 334-358-9590 334-358-9520 FAX laural@alabamapropane.com



Rinnai 2023 National Propane Rebate Consumer Claim Form

Product Type	Model Numbers	Rebate Amount
SENSEI™ and Condensing Tankless Water Heaters	RU199iP, RU199eP, RU180iP, RU180eP, RU160iP, RU160eP, RU130iP, RU130eP, RUR199iP, RUR199eP, RUR160iP, RUR160eP, RSC199eP, RSC160iP, RSC199iP, RSC160eP, RUCS75iP, RUS75eP, RUCS65iP, RUS65eP	\$100
RE•SERIES [™] Non-Condensing Tankless Water Heaters	RE140iP, RE140eP, RE160iP, RE160eP, RE180iP, RE180eP, RE199iP, RE199eP, REP160iP, REP160eP, REP199iP, REP199eP, RL94iP, RL94eP, RL75iP, RL75eP	\$100
Non-Condensing Value Series Tankless Water Heaters	V94iP, V94eP, V75iP, V75eP, V65iP, V65eP, V53eP	\$50
Commercial Water Heating Products	CU199iP, CU199eP, CU160iP, CU160eP	\$100
Condensing Boilers-Natural Gas	i060SN, i090SN, i120SN, i150SN, i060CN, i090CN, i120CN, i150CN	\$100
EnergySaver® Direct Vent Furnaces	EX38CTP,EX38CTWP,EX22CTP,EX22CTWP,EX17CTP,EX11CTP,EX08CTP	\$100
Hydronic Air Handler	AH083CP, AH084CP, AH125CP, AH166CP, AH206CP, AH083P, AH084P, AH125P, AH166P, AH206P	\$100
Vent-Free Fan Convectors	FC510P,FC824P	\$50
Infrared Patio Heaters*	RSE1S35BP, RSE1S35BN, RSE1S35SP, RSE1S35SN, RSE1S50BP, RSE1S50BN, RSE1S50SP, RSE1S50SN, RSE2S50BN, RSE2S50SN, RSEP1S25P, RSEP1S25N, RSEP1S35P, RSEP1S35N, RSEP2S50N	\$100

Required Documentation:

- ☐ Invoice for purchase and installation of qualifying product including multiple units (one claim per household)
- ☐ Invoice confirming National Propane customer

How to claim your Rebate:

- ☐ Purchase a Rinnai qualifying product between January 1 December 31, 2023 AND install by January 15, 2024.
- ☐ Submit Rebate by going to: www.rinnairebate.com or scanning the QR Code on the right.

(Submission Deadline: February 15, 2024)

Limit to one claim per household for any Qualifying Products. Please allow 4-6 weeks for processing.

To check the status of your rebate, visit www.rinnairebate.com.

Customer product registration for the Manufacturer Warranty will NOT be fulfilled when submitting rebate.



TERMS AND CONDITIONS:

See your Rinnai independent dealer for complete program eligibility, dates, details, and restrictions. This offer cannot be combined with any other Rinnai offer, promotion, or special pricing. All sales must be to homeowners in the United States. Rebates will be paid by Mastercard Debit Card in U.S. dollars. Void where prohibited. Rinnai America Corporation reserves the right to alter, change or discontinue this promotion at any time. Rinnai may use information obtained through this rebate program in accordance with its Privacy Policy located at www.rinnai.us.

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