



## 2023 Members

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September 2023

# E-Newsletter

## Fall is in the Air!

Are you ready for some faaaaaalllllll?

After a summer of exceedingly high record temperatures for days on end, we know everyone is ready for some cooler weather and lower humidity. And we're not greedy! I'm just asking for something in the lower 80's or upper 70's to start. We can ease into the lower temps later. According to the farmer's almanac, winter will be colder than normal, with the coldest periods in early December and early and late January. Any winter is a welcome site for our industry and "colder than normal" in Louisiana is a reprieve even the most summer-loving person can get behind.

We have two months left of the Atlantic hurricane season. Luckily, this year has been mostly quiet on the storm front. We'll take what we can get when Mother Nature throws us a bone!

With fall approaching, it's time to talk to your customers about all of the things propane can do to enhance outdoor living! We're not just talking about grills. Propane is so much more than that! Some products include fire tables or pits, portable stand patio heaters and pool heaters. If outdoor living leads more to the outdoor kitchen, propane is still your main man. We're talking pizza ovens, griddle stations, fryers, and boilers. Propane is versatile and able to keep you warm and cozy through all of the upcoming fall nights.

If you have any questions, please don't hesitate to contact the LPGA office at 225-763-8922.



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Xtreme Hardware

## 2023-2024 Calendar of Events

**October 2023:** Third Quarter Board Meeting, Date & Location TBD.

**October 7, 2023:** National Propane Day.

**November 26, 2023, 6-9pm:** LCF Annual Clean Fuel Leaders Awards, LSU Center for River Studies-Baton Rouge.

**December 2023:** Fourth Quarter Board of Directors Meeting, Date & Location TBD.

**December 5, 2023:** Resilience Summit, The Estuary-Baton Rouge.

**December 6-7, 2023:** 2023 Leadership Summit, Courtyard Washington Downtown Convention Center Hotel-Washington, DC.

**March 2024:** First Quarter Board Meeting, Date & Location TBD.

**April 5-7, 2024:** Southeastern Convention & International Propane Expo, Charlotte Convention Center-Charlotte, NC.

**June 24-26, 2024:** APGA/LPGA Summer Convention, Hilton Hotel-Pensacola Beach, FL

**June 25, 2024:** Second Quarter Board of Directors Meeting, Hilton Hotel-Pensacola Beach, FL.

### Game Changer for Propane Marketers

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# Help Farm Customers Prepare to Dry a Robust Harvest

As the days shorten and evenings bring a foreboding chill, rural America is preparing for grain harvest. In the Midwest, farmers are gearing up for what they are hoping will be a large harvest, while in the southern states, the seasonal ritual is already underway.

This year's planted corn acreage was up 6 percent from 2022 levels, the third-highest planted acreage in the United States since 1944. That means lots of bushels for farmers to dry before winter arrives.

Despite a very dry spring to start the growing season this year, rainfall has normalized to give corn and soybeans a chance to develop and produce normal yields across most of the country. Even average drying could result in higher propane gallon consumption in the corn belt this year.

Mike Newland, PERC's director of agriculture development, says marketers can help farm customers plan their propane dryer needs ahead of harvest by using PERC's online tool to compare local crop moisture levels to previous years. The Grain Drying Demand Models found in the For Propane Providers section of propane.com provide timely insights to determine how much propane will be needed for drying within detailed parameters.

"I encourage all marketers to look at the model and see how your area is tracking versus previous years," Newland said. "I am happy to do one-on-one training to help folks learn how to use the tool."

What's the best way for propane marketers to prepare for harvest?

"If you are looking to build a lasting relationship with a farm customer, go walk some fields with them to see what the crop looks like and get a firsthand update on what to expect. I have yet to meet a farmer that doesn't like to walk fields and talk about the growing season," Newland said.

Just as farmers check equipment and replace parts that are showing wear this time of year, they also should be encouraged to fill propane storage before the busy harvest season hits.

As the calendar turns to September, be on the lookout for an invitation to PERC's Propane Presents webinar

on the corn crop in the Midwest and what it means for grain drying. The session will feature an expert guest to discuss important grain dryer maintenance heading into the harvest season.



## Become a Propane Advisor for your local community college/technical school

Applications for the 2024 Technical School Grant Program are open!

For the third year, PERC is offering up to \$10,000 to educational institutions or career centers in the United States that are willing and able to expand their HVAC or plumbing classroom lab and curriculum to include propane specific material and hands on resources.

Each awarded school must appoint a Propane Advisor. The Advisor's role is to not only make sure the appliances and equipment are installed correctly, but also to build a relationship with the school and the next generation of propane professionals. They can offer their unique perspectives to help educate students about propane applications and the career opportunities that propane can offer.

Reach out to the local schools in your area that you think would benefit from implementing a propane specific program and encourage them to apply! Become their Propane Advisor to ensure a successful implementation and continuation of the curriculum and equipment.

For more information on the requirements of being a Propane Advisor, explore the Participant Commitment tab on the Technical School Grant Program page.

# Get Ahead of Grain Drying Demand

Despite a dry start to the growing season, recent rainfall is increasing corn yield across the country. This year, planted corn acreage was 6% above 2022 levels, marking the U.S.'s third-highest acreage level since 1944 – and that means many bushels that need drying before winter. With PERC's online tools, you can help your farm customers plan their propane dryer needs ahead of harvest.

▶ Scan below to quickly compare crop moisture levels, year-over-year.



# Remember: Target New Construction

In 2022, 1.66 million permits for new, privately-owned residential buildings were authorized in the U.S., the majority of which were for single-family homes. Home construction, of course, is not equally distributed across the country. In fact, last year it ranged from a high of 263,054 permits in Texas to a low of a 578 in Alaska. Home building was especially robust in the South and West.

New construction, particularly homes situated beyond the reach of natural gas systems, offers ample opportunities to acquire new customers and grow gallons. And it's important for LP marketers to take note of requested building permits in their area, as it's better to engage with developers and builders before final decisions on energy have been made. Newly built homes open up additional gallon growth opportunities, including space and water heating, clothes drying, fireplaces, cooking, pool heating and generator applications. Given that space heating gallons are tied, in part, to heating degree days, engaging customers on applications that are less weather dependent can compensate for warmer winters.

Unsurprisingly, new construction is quite strong in states that are attracting new residents. And, critically, of the 20 states that grew faster than the national average between 2010-2020, 11 of them now have energy choice laws on the books, thereby ensuring that propane remains an energy option for these new builds.

For additional information on the benefits of building a home with propane, visit the Residential Construction page on PERC's website. For more information, contact NPGA's Director of State Affairs, Jacob Peterson at [jpeterson@npga.org](mailto:jpeterson@npga.org).



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Tracy Wells

# Introducing the OPIS Carbon Offset NGL/LPG Index

Amidst growing concerns about carbon emissions, NGLs and LPG have emerged as cleaner energy alternatives. However, assessing the real cost of carbon-neutral NGLs has been a challenge – until now.

Enter the OPIS Carbon Offset NGL/LPG Index, a tool from OPIS (Oil Price Information Service) designed to bridge the knowledge gap surrounding renewable NGLs. This index relies on OPIS Spot Gas Liquids price assessments and core carbon credits evaluations, making it a great tool for understanding renewable fuel pricing with carbon credits involved. What sets this index apart is its daily reporting, providing real-time data on the environmental impact of NGLs and LPG. By incorporating carbon credit assessments, it offers a comprehensive view of their carbon neutrality, enabling stakeholders to make informed decisions.

The OPIS Index will benefit producers, distributors, and environmentally-conscious consumers. It empowers stakeholders to choose cleaner energy options, propelling us towards a more sustainable energy future and providing an understanding of the market.

For those eager to stay ahead in the renewable NGLs market and understand the real cost of carbon-neutral options, daily reports are accessible by clicking [here](#). You will need an OPIS account to access the report.

For more information on the report, please contact OPIS Customer Service at [energy@opisnet.com](mailto:energy@opisnet.com) or +1-301-966-7270.



## PERC Earns Accreditation Distinction

PERC has earned the distinction of being named an accredited provider by the International Accreditors for Continuing Education and Training (IACET).

The accreditation authorizes PERC to offer IACET continuing education units (CEUs) for select online training and educational materials that comply with the American National Standards Institute/IACET Continuing Education and Training Standard.

Having IACET accreditation will give local jurisdictional authorities, insurance carriers, and regulatory authorities improved confidence that PERC materials meet a very high standard for the instructional design, development, and delivery of content and programs. This designation will benefit the propane industry in many ways.

The accreditation will not change existing programs. CETP programs and certification will still be available through The Learning Center or instructor-led classes, with newer programs awarding CEUs.

Accreditation indicates PERC has completed a rigorous audit and evaluation of its courses, policies, and processes to ensure all training and educational materials deliver top quality instruction to users. The ANSI standard is internationally recognized by companies, state agencies, regulatory boards, colleges, and universities.

A second phase of accreditation for in-person classroom training programs is underway, including a PERC train-the-trainer program that will certify instructors to issue CEUs. A pilot test for the train-the-trainer program will be delivered at the 2024 National Propane Education & Training Conference Feb. 21-22 in Orlando.

More details are available in The Learning Center.



# PROPANE IS THE WINNER ON THE TICKET



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

Today, let's engage in a healthy debate between two heavy duty fuels in the world of transportation: diesel and propane autogas. While the upcoming four years has the potential to hold political and economic changes, one thing remains constant: propane is an affordable, clean, steady solution for transportation needs in nearly every industry.

Let's get the lineup started by comparing diesel and propane in three key areas: price per gallon, emissions and availability.

## **Price Per Gallon**

In one corner, we have diesel — a fuel that's been a longstanding favorite in the transportation industry. Despite its historical popularity, diesel costs more per gallon than most other fuels. At \$4.46 per gallon today, it's painful to fill up with diesel.

Over in the other corner, propane autogas delivers a strong punch to diesel at the pump. Propane consistently costs dramatically less per gallon than diesel, and fleet managers can take advantage of alternative fuel tax credits, grants and built-in low-price contracts with propane suppliers to drive down the price even further. With ever-fluctuating fuel prices today, the low cost of propane can have a significant positive impact on your bottom line for years to come.

## **Emissions**

Now, let's talk about emissions. Diesel emissions are widely known to cause respiratory distress in young children and have been labeled as carcinogens by the World Health Organization.

On the other hand, propane vehicles that use ROUSH CleanTech's innovative technology are 90% cleaner than the EPA's strictest standards. Propane is non-toxic, non-carcinogenic and reduces harmful emissions by 64% compared to diesel.

Moderator's note: It's true that both propane autogas and diesel meet EPA and CARB standards but diesel requires costly and complex aftertreatment.

## **Availability**

There's one final hot topic we need to address: consumer availability. Diesel is incredibly abundant and can be found on nearly every street corner. Fleets that choose diesel certainly have easy access to it.

But, you may not know that propane isn't too far behind. Made right here in the U.S., propane is also abundant. There are more than 2,000 public propane autogas fueling stations in America. Propane is publicly available in every state, making it a practical and accessible choice for every fleet.

## **Conclusion**

Let's outline the results of the lineup today: while diesel may have the upper hand in terms of availability, propane comes out on top when it comes to cost savings and emissions.

No matter what the next few years hold in terms of political landscape or government subsidies, propane is a steady, reliable solution for most transportation needs. It's a cleaner and more cost-effective option that's readily available across the nation.

*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](http://ROUSHcleantech.com).*



# You Need Drivers.

[npga.org/ace](http://npga.org/ace)

Getting drivers licensed is an ongoing issue for our industry. The ACE Services Program is proven and effective at getting drivers on the road quickly, easily, and safely.

## How can ACE help my company?

The ACE Services Program guides individuals through the Entry Level Driver Training (ELDT) requirements set by the Federal Motor Carrier Safety Administration (FMCSA).

## What does ACE do?

Serving as the FMCSA Registered Training Provider, NPGA handles:

- FMCSA paperwork and filings
- FMCSA audits
- Training materials and training equipment guidance to meet FMCSA requirements

## States Benefit Too!

State/Regional associations receive 10% of ACE revenue generated by propane marketers in their state using the ACE program.



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For more information about **ACE Services** and how you can enroll your drivers, please visit [npga.org/ace](http://npga.org/ace), or contact ACE at **202-466-7203** or [eldt@npga.org](mailto:eldt@npga.org).

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# ACE Gets Drivers on the Road.

