



2023 Members

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AmeriGas Propane LP
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Cajun Propane
Ferrellgas
Harrell Gas, Inc.
Herring Gas Co. Inc. of LA
Jim's South Butane Propane
Lacox, Inc.
Lake Arthur Butane Co.
Lampton-Love Gas Co.
Lassalle Gas Co. Inc.
Metro Lift Propane
National Welding Supply Co.
Neill Gas Inc.
O'Nealgas
Pinnacle Propane
Reedgas Propane Co.
Sabine Country Butane Gas

ASSOCIATE MEMBERS

Bergquist, Inc.
Bevolo Gas & Electric Lights
CUI
Dealers LP Equipment
Gas Equipment Co., Inc.
Hercules Transport Inc.
L.E. Klein Co., Inc.
Martin Gas Sales
Meeder Equipment Company
Midstream Transportation Co. LLC
Mississippi Tank Company
NGL Supply
P3 Propane/GenerationNext Propane
Pros/Consumer Focus Marketing
Quality Steel
Rego Products
Tarantin Industries, Inc.
Targa Resources
Terravest Industries

October 2023

E-Newsletter

Happy Halloween!

It's finally feeling like fall y'all! The third quarter LPGA Board of Directors Meeting has been set for Monday, November 13 at 12:00 pm at Rochetto's Pizzeria in Scott, LA (806 S. Frontage Road).

The fourth quarter LPGA Board of Directors Meeting has been set for Wednesday, December 20 at 1:30 pm at Church Street Inn in Natchitoches, LA (120 Church Street). There is a room block reserved for our group at Church Street Inn under Louisiana Propane. Please call the hotel directly at 318-238-8891 to reserve your room. We will also be having a Dutch treat Christmas dinner that evening at Merci Beaucoup at 6:00 pm.

On Friday, October 13, 2023, the FMCSA released its final rule "Clarification to the Applicability of Emergency Exemptions". In the Proposed Rulemaking, FMCSA sought to limit the duration of regional waivers to five days. NPGA submitted a comprehensive comment on the proposed rule, and in the final rule, the duration of regional waivers was set at fourteen days, subject to extension. This duration is the same amount of time provided in the forty-eight state waiver NPGA secured during the winter of 2022-23. Further, FMCSA stated that it could issue a waiver in advance of an emergency when the emergency could be "reliably predicted." NPGA is working with outside counsel and like-minded associations to assess our options with respect to that language, and how we can use it to benefit our members. For questions or more information, please contact Vice President of Regulatory & Industry Affairs Benjamin Nussdorf at bnussdorf@npga.org.

If you have any questions, contact the LPGA office at 225-763-8922.



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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.
Nash Express
Paul's Grocery of Eva, LLC
Paul's Meat Market & Grocery LLC
Petals Inc.
Petro Plus
Philip Food Mart, LLC
Poppingo's Convenience Stores LLC
Raceway 728
Railside Feed & Supply LLC
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

2023-2024 Calendar of Events

November 13, 2023 at 12:00 pm: Third Quarter Board of Directors Meeting, Rochetto's Pizzeria-Scott, LA.

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

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

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

December 20, 2023 at 1:30 pm: Fourth Quarter Board of Directors Meeting, Church Street Inn-Natchitoches, LA.

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.

Commercial Space Heating Needs

Similar to residential buildings, space heating is the most energy intensive application in the majority of commercial buildings too. In the U.S., space heating accounts for 32% of all energy consumed by commercial structures. Unsurprisingly, this figure rises to more than 40% in the Midwest and Northeast, both of which have cold climates. Nationally, 7% of all commercial buildings rely on propane to meet their space heating needs. Notably, across the New England Census Division, this number jumps threefold to 22%. And the gallon size of a typical commercial account is, on average, much higher than a residential one.

Across the country, we still have commercial buildings that burn wood, coal or fuel oil to help meet their energy needs, despite the negative impacts these fuels have on local air quality and the global climate. These businesses are located beyond the reach of natural gas infrastructure and are prime targets for LP marketers. Restaurants, of course, are included in this group. And if your company provides propane for a restaurant's commercial kitchen, but does not provide fuel for their furnace or boiler, that is certainly something to engage them on.

More information on the energy needs of commercial buildings is available from the Energy Information Administration [here](#). For additional materials on commercial propane applications, visit the Commercial Buildings & Construction section on PERC's website. For more information, contact NPGA's Director of State Affairs, Jacob Peterson at jpeterson@npga.org.

DOE Proposes Severe Consumer Gas Furnace Restrictions

The U.S. Department of Energy (DOE) has issued the “pre-publication” version of its final consumer furnace rulemaking. NPGA – along with natural gas coalition partners – submitted four separate and extensive comments on this proposal in 2022. The 575-page rule would be effective in late 2028 and eliminate non-condensing gas furnaces. The rule will remain in “pre-publication” until at least November 13th, after which NPGA will be able to respond.

NPGA has been tracking this rulemaking diligently and is disappointed in the DOE’s action. It would directly harm consumers by forcing costly retrofits or fuel switching, thus disproportionately impacting socioeconomically disadvantaged communities.

NPGA has geared up its regulatory, legal, lobbying, engineering, and economic experts, as well as cemented a response coalition. **Rest assured, combatting any and all anti-gas furnace rules is NPGA’s number 1 priority.**

On the Congressional front, NPGA has already worked with Representatives Fallon (TX) and Fischbach (MN) to introduce an amendment to the U.S. House of Representatives Energy and Water bill that would “prohibit any funding to be used to finalize, implement, or enforce the proposed rule.” The amendment is Number 35 on Page 8. NPGA will push for traction on this amendment across the halls of Congress.

Some highlights of note on the Final Rulemaking include:

- The Final Rule establishes an Annual Fuel Utilization Efficiency of 95 nationwide, which a non-condensing furnace cannot achieve.
- The DOE acknowledges that 58.4% of current furnace shipments do not meet the standard established in the Final Rule.
- The DOE acknowledges that 18.7% of consumers would experience a net added cost for a new furnace as a result of the new standards, and the real cost of installing a new non-condensing furnace could be as high as \$6,336.
- In the Final Rule, the DOE chose not to modify their emissions analysis to distinguish between natural gas and propane emissions, despite receiving a comment highlighting that propane emits lower carbon dioxide levels compared to natural gas.
- The DOE considered regionalizing the Annual Fuel Utilization Efficiency, consistent with the regional

requirements on furnaces from ENERGY STAR, but chose a nationwide standard despite different product designs for different regions and heating needs.

NPGA is evaluating strategy for the propane industry, alongside other impacted industries, and will be active in response following the publication of the Final Rule.

For questions, please feel free to contact:

Steve Kaminski, NPGA President & CEO: SKaminski@npga.org

Ben Nussdorf, NPGA VP of Regulatory Affairs and General Counsel: BNussdorf@npga.org

Michael Baker, NPGA VP of Legislative Affairs: MBaker@npga.org

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On-Road Electric Vehicles Surpass 2.13 Million

Last week the Energy Information Administration announced that in 2021, the number of U.S. registered light-duty electric vehicles (EV) on the roads surpassed 2.13 million. This was a sharp uptick from the less than 100,000 electric vehicles that were on the roads in 2012.

Electric vehicles have become increasingly popular in the U.S., particularly in the luxury sector. The EV industry also enjoys a bounty of government subsidies intended to increase uptake. This includes EV purchase incentives, zero emission vehicles sales requirements, fuel economy standards, and funding through the Infrastructure Investment and Jobs Act.

It should be noted that as the number of EVs on the road increases, so does the need to charge them. This increasing number of EVs simply increases the aggregate pressure on the grid. For example, on June 17 the California Independent System Operator issued a "Flex Alert," encouraging citizens to avoid charging their electric vehicles or using major appliances between 5 and 10 p.m. to reduce energy usage and prevent outages.

The inclusion of propane Autogas not only takes aggregate pressure off of the grid, but is a favorable environmental alternative. The national average carbon intensity of grid electricity is 130 grams/megajoule (g/MJ), whereas the national average of carbon intensity of conventional propane is 79 g/MJ. Government agencies should take the full fuel cycle into consideration when considering subsidies for EVs, including the total carbon dioxide emissions from extracting resources (such as coal, natural gas, minerals needed for battery composition, etc.), generation of electricity, and end usage in charging. Propane Autogas is a clean, alternative fuel and its inclusion in the transportation mix lowers emissions from the transportation sector and reduces upward pressure on the electric grid.

For more information, please contact NPGA Manager of State Government Affairs, Austin Wicker at awicker@npga.org.



Deliver More Than Propane — Deliver Satisfaction

Today's environment offers more opportunities than ever to find sales success with propane – especially when you offer superior customer services. We should be so much more than just gas delivery.

For generations, personal customer care has set us apart from faceless utility competitors. We are a vital part of the communities we serve. It helps us better understand and tend to our customers' needs and desires in a way that creates a trusting bond of loyalty.

The fact is, we are energy providers. We sell energy as a service, and that personal relationship is our most valuable asset to assure continued business success.

Committing to becoming a full-service energy company can keep your business ahead of the competition, increasing both revenue and market share. It takes thoughtful, strategic planning to grow beyond the traditional propane delivery business model to leverage opportunities that didn't even exist not so many years ago.

Is your company ready to respond to the fast-changing competitive landscape? Ask yourself these questions to see how you measure up:

Are you thinking about ways to disrupt your standard gas delivery business, incorporating new technology that helps support better customer service, better use of your storage tanks, and automate as many processes as you can?

Are you ready, willing, and able to install, maintain and repair equipment? If not, do you have partnerships in place to provide those services?

Are you able to provide products and services that support power generation, such as standby generators, combined heat and power units, and even micro grids? This fast-growing business segment aligns with the escalating demand for climate solutions, and offsets the inevitably unattainable demands of the fragile electric grid.

PERC has added resources to help companies transition to the promising energy service model. Download the free Energy for Everyone brand card from the catalog on propane.com. These handy cards are designed for customer service representatives and drivers to

help strengthen the industry's voice and assert our commitment to reducing emissions and ensuring energy equity.

Complete the Expanding Residential Sales through Customer Service online training module in The Learning Center. Course objectives include:

- Break down the residential market opportunity.
- Explain how you can use propane as a whole home solution.
- Communicate the benefits of propane over electricity or heating oil.
- Demonstrate how to ask questions to uncover the customer's true needs.
- Match the customer needs with the right solution.
- Demonstrate how to effectively communicate the value of the solution.

To receive more targeted PERC resources to help distinguish your company as a full energy service provider, complete your marketer profile.

2024 Leadership in Energy Ambassador Program

PERC invites propane marketers to apply for its second cohort of Leadership in Energy Ambassadors in 2024. We are looking to identify individuals across the country to join the 44 energy ambassadors that were inducted into the program in 2023 and play a key role in telling propane's story. This educational program provides critical content, competency development, and tools to inspire our industry members to become ambassadors for our energy in the national energy conversation. The select group of individuals who will be accepted into this program must seek nomination from their Company CEO or owner, agree to pre-and post-meeting work, and be enthusiastic about the opportunity to engage with their communities and other industry colleagues. Applications are now open until December 1st, apply here: <https://propane.com/leadership-in-energy-ambassador-program/>



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Today's environment offers more opportunities than ever to find sales success with propane — especially when you offer your customers service beyond traditional delivery. Committing to becoming a full-service energy company can keep your business ahead of the competition, increasing both revenue and market share. Among the most effective services to offer:

- ▶ Installation
- ▶ Backup Power
- ▶ Repair & Maintenance
- ▶ Remote Tank Monitoring
- ▶ Sustainability
- ▶ HVAC or Allied Partners



Download the "Energy for Everyone" brand card to strengthen the industry's voice and help ensure energy equity



Complete the PERC online training module on "Expanding Residential Sales Through Customer Service"



2023 Clean School Bus (CSB) Rebate Program

The Environment Protection Agency (EPA) has announced \$500 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 an incremental advancement towards parity with electric buses: between the previous 2023 grant funding program and this rebate program, propane bus funding stayed the same while electric bus funding was reduced by \$50,000 per bus.

Applications will be accepted from state and local governmental entities that provide bus service, including public school districts; eligible contractors; nonprofit school transportation associations; Indian Tribes, Tribal organizations, or Tribally-controlled schools responsible for the purchase, lease, license, or contract for service of school buses or for providing school bus service for a Bureau of Indian Affairs (BIA) funded school. School bus dealers, original equipment manufacturers (OEMs), school bus service providers, and private school bus fleets that meet specified criteria

are eligible contractors.

The 2023 Clean School Bus (CSB) Rebates process includes SAM.gov account registration, rebate application submission, and review and selection by EPA. Selectees will then submit purchase orders to request payment and then receive payment, which is followed by new bus delivery, existing bus replacement, and project close out. The program guidance and application process differ from prior EPA school bus rebate programs. View the summary of program requirements and the detailed Program Guide.

Questions? Consult your NPGA member dashboard for an FAQ about the rebate program, a template letter to send to eligible entities, or contact NPGA Director of Regulatory Affairs Kate Gaziano at kgaziano@npga.org.



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- 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, or contact ACE at **202-466-7203** or eldt@npga.org.

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