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January 2024

E-Newsletter

2024 is Off to a Cold Start!

I said "Brrr, it's cold in here!" At least, it was earlier this month in Louisiana and much of the south. Some of you were even lucky (?) enough to get snow or as we like to call it sneaux! Winter seems like it's just getting started but we'll know soon enough if we should expect an early spring or a few more cold snaps!

2024 membership dues have gone out. You should have received them by either snail mail or email. They are also available on our website at lapropane.org/join/. Make sure you get your dues payment in as soon as possible so you don't miss out on all of the great things going on at the Association. Also, please remember to submit the membership application form as well, whether your information has stayed the same or needs to be updated. If you have any questions or need any additional information, please don't hesitate to reach out to our office. If you know of any companies who are not on our outreach list and would like to become a member, feel free to send them the information or pass their info on to us and we would be happy to reach out. We are better served when we work together as an industry!

Don't forget, when you renew your membership dues, you should renew or start a new advertising contract for our monthly newsletter. We have 12 issues each year (11 left!) and each issue goes out at the end of the month. Each issue is sent to all members and others in the industry. It is also posted to our website. It's a great opportunity to get exposure and reach your key audience.

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



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2024 Calendar of Events

February 5-1:00 pm: Heat Pump Helper Personal Use Program Webinar via PERC.

February 15: NPGF Scholarship Application Period Closes.

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

March 11-12:00 pm: Louisiana Regular Legislative Session Convenes.

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

June 2-4: NPGA Propane Days, Washington, DC.

June 3-6:00 pm: Louisiana Regular Legislative Session Final Adjournment.

June 12-13: Clean Fuels Summit Conference & Expo, L'Auberge Casino Resort-Lake Charles.

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

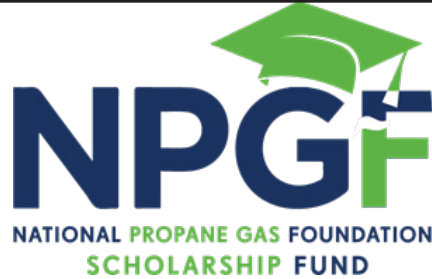
June 25: Second Quarter Board of Directors Meeting, Hilton Hotel-Pensacola Beach, FL.



Save the Date: Propane Days 2024, June 2-4-Washington, DC

NPGA is excited to announce the dates for Propane Days 2024. Propane Days includes NPGA's Annual and Board of Directors Meetings and the association's annual advocacy day on Capitol Hill. As the propane industry faces many legislative and regulatory challenges, we look forward to hosting association members to meet with federal legislators to discuss the most pressing issues impacting the propane industry. The advocacy day includes a legislative breakfast, a briefing on the NPGA's top priorities and best practices for Congressional meetings, in-person meetings on Capitol Hill, and a Congressional Reception.

Registration and hotel details are to follow. We look forward to seeing you in June.



National Propane Gas Foundation Scholarships



The National Propane Gas Foundation (NPGF) Scholarship Fund awards \$1,000 and \$2,000 scholarships to students pursuing any course of study at two- and four-year colleges or technical, trade, or vocational schools. Students pursuing propane-related careers are especially encouraged to apply. Eligible applicants are children of employees of NPGA member companies, state propane associations, or PERC.

Since 1994, the NPGF Scholarship Fund has awarded more than two million dollars in scholarships to 1400+ children of NPGA member company employees!

Key Dates

December 15, 2023

Application window opens

February 15, 2024

Application deadline

[Learn more](#) about this opportunity on NPGA's website, read about the 2023 scholarship recipients, and see a list of the generous donors who make this program possible.

[Apply here](#)

Questions?

Contact us at scholarship@npga.org

Charles M. Fuller Lifetime Achievement 2023 Award

Recipient-Artie Cole

Arthur "Artie" Cole, graduated from Buckeye High School in 1977.

Artie started working in the liquefied petroleum gas industry on March 4, 1979. In 44 years, he worked at one location which had six different owners-AMOCO, Northern Propane, Inc., Norgas Buckeye Gas, Aeropres Propane and Ferrellgas Inc. Throughout his career, Artie worked in propane bulk delivery (3.5 years), propane service and installation (4 years) and propane management (35.5 years). In management, Artie held positions such as Region Safety Manager over Ferrellgas' Southern Region, Director of Operations and District Director.

Through his involvement in the Louisiana Propane Gas Association, he served as president during the terms of 2006-2007, 2013-2014 and 2017-2018. He has also held various board positions including district director, treasurer/secretary and vice president. Artie has been awarded Dealer of the Year, which is voted on by

industry member peers, in 2014, 2017 and 2023.

He held the office of "Justice of the Peace, 11th Ward of Rapides Parish" for 18 years until retirement and was Magistrate for the Rapides Parish Litter Court for six years.

Artie has been married to his wife Renee' Bounds Cole for 44 years. They have a son, Chase, and daughter, Hailey, as well as four grandchildren-Camdyn, Carter, Gavin and Michael. Artie has been a member of Holloway Baptist Church in DeVille, LA for 32 years.

Artie "officially" retired on February 4, 2022, but he continues to work part-time with installation projects and consulting with Ferrellgas.

Congratulations to Artie for being named the 2023 recipient of the Charles M. Fuller Lifetime Achievement Award!



The Need for Clean, Reliable Electricity Can Power Propane Sales

The need for power generation – both primary and backup – is at the top of the list of new gallon sale opportunities in the New Year.

Propane already is playing a key role in the utility and power generation industry with generators and microgrids that offer the cleanest alternative energy for prime and backup power. In particular, propane generator solutions are being used in remote, wildfire-prone locations like California where electric utilities are deenergizing the transmission and distribution lines and installing microgrid solutions to avert forest fires.

Mobile power generation and electric vehicle (EV) charging are two other key applications where propane solutions are changing the game.

Mobile power generation provides resilient energy that helps protect businesses by combatting increased electric grid instability. Diesel generator sales have soared due to electric grid disturbances caused by heightened severe weather events, exacerbating local air quality concerns. Propane can displace those dirty diesels and significantly improve local air quality by mitigating nitrogen oxides and particulate matter emissions.

The flexibility of propane offers ideal power solutions in remote locations targeted for new construction as well as at sites that aren't supported by adequate infrastructure.

When the grid fails, electric vehicle fleets are indefinitely grounded from servicing delivery routes. Propane's clean, reliable power solutions can recharge fleets with DC level 3 fast chargers independent of the grid.

A portable propane skid solution is significantly less expensive than traditional EV charging infrastructure since it doesn't require the same site prep, permanent housing, or other costly charges that are incurred with permanent infrastructure. It's fully portable, scalable, runs reliably regardless of the weather, and can be installed in as little as 24 hours.

"As an industry, we're not just limited to just those two applications. We know that propane-powered

equipment can be the solution for businesses, fleets, farms and homes across the country to provide scalable solutions that are clean, reliable and affordable," says PERC President Tucker Perkins.

"We have technology today to power EV charging stations, both mobile and stationary prime power, as well as backup power and standby generators for homes, farms and businesses. I encourage you to become familiar with your current customers' needs for electricity demand as well as backup power and investigate how propane can be a solution."



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PROPANE-POWERED GENERATORS

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When electric grid outages strike, generator sales soar. Whether for primary or backup power, propane generators are quiet, efficient, and environmentally friendly, while offering reliable power and reduced emissions.



COMBINED HEAT AND POWER TRAINING: A PROPANE REVOLUTION IN RELIABILITY

As both the cost of electricity and the potential for power outages continue to climb, homeowners are turning to CHP (Combined Heat & Power).

Sign up for this training program to learn about CHP systems and which markets offer the most potential for future growth.

EPA Clean School Bus Rebates Program Deadline Extended

The EPA has announced an extension of the deadline for applications for the 2023 Clean School Bus Rebates Program. Applications are now due February 14 at 4PM ET.

\$500 million dollars in funding is available through the Clean School Bus Rebates Program which aims 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.

Applications will be accepted from state and local governmental entities that provide bus service. 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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PROPANE SCHOOL BUSES LOVE COLD WEATHER



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

With millions of Americans facing sub-zero temperatures this winter, school systems need reliable transportation that operates well in cold weather.

Cold Weather Performance

Cold weather should not be a constant barrier to getting children to and from school. Thankfully, the 1,000+ school districts operating propane school buses are consistently and seamlessly transporting 1.3 million students to school safely every day — even in the harshest of conditions.

In the Blue Bird Vision Propane school bus, propane remains in a liquid state until it reaches the cylinder. This cutting edge technology alleviates cold-weather start issues associated with vapor technology propane systems of the past. In fact, the new fuel system provides for unaided cold weather start ups to minus 40 degrees Fahrenheit.

Transportation directors across the country and in Canada share that, in cold weather conditions, buses fueled by propane autogas start and operate better than their diesel and EV counterparts, where the fuel may gel or range may be compromised. Let's see how districts in the coldest parts of North America are faring with propane school buses.

Howard-Winneshiek Community School District, Iowa

Howard-Winneshiek Community School District in Cresco is located in northeast Iowa. The district's school buses travel up to 15,000 miles each per school year on long rural routes. The weather can be extreme, with cold-weather months of negative 30 degree temperatures and abundant snowfall. The district's fleet consists of nine propane buses and 23 diesel models.

"Our propane buses perform flawlessly," said Director

of Transportation Brian Swestka. "They warm up substantially quicker than our diesel buses. The propane buses are ready to go in just a few minutes compared with 20-30 minutes for diesel to warm up."

For the school district's diesel buses to operate during the winter months, the maintenance crew plugs the engine block heater to an electrical outlet at night, costing both time and money. This is not needed for the propane buses.

"Every time we do any type of service, it costs us money. Propane buses require less maintenance than our diesel buses, and that means lower costs," added Swestka, who said the school district's yearlong data showed the average cost per mile for its propane buses to be about 60 percent lower than its diesel buses.

Cost savings benefit the school district, but the biggest difference for the drivers and the passengers has been the warmer and quieter performance of the propane buses. On very cold days, the school district's diesel buses often don't get warm enough to get to a comfortable temperature inside the bus, which is not the case with the propane models. Also, the school district's drivers can hear traffic around the propane buses better and hear the students inside the bus with more clarity.

Brandon School Division, Manitoba, Canada

Brandon School Division in Manitoba covers a landscape containing both urban and rural areas. Temperatures average in the mid-80s in the warmer months, and down to negative 35 degrees Fahrenheit in the colder months, with wind chills as low as negative 60. Average yearly snowfall is 40 inches. Its school bus fleet is made up of 12 propane buses and 31 diesel buses.

The propane buses have performed consistently for the school district. "We get temperatures from extreme cold to quite hot, and there is no change in how the propane bus performs, which is consistently great," said Supervisor of Transportation Ron Harkness.

Prior to purchasing its first propane bus, the school

district tested a demo propane bus for its cold-weather performance. It found that the demo bus did not need to be plugged into block heaters and that they started right up. The diesel models are always kept plugged.

The drivers are equally impressed with the propane buses. “The propane buses heat up quickly, which our drivers appreciate,” said Harkness. “The student and driver comfort is fantastic. Students even need to tell the drivers to turn the heat down — that never happens with the diesel buses.”

Proctor Public Schools, Minnesota

Proctor Public Schools in Proctor, Minnesota, operates a school bus fleet of 30 with nine Blue Bird Vision Propane buses. The buses travel rural and mountainous terrain. Nearly three-quarters of the area is serviced by gravel roads and the elevation significantly changes throughout the district. During the summer, temperatures reach into the 90s, with temps dipping to as low as negative 30 degrees during the winter with negative 50-degree wind chill. Average snowfall is 75 inches annually.

Transportation Supervisor Curt Benassi has found that his propane school buses are outperforming their diesel buses in these conditions. “When it’s cold out, our diesel buses take forever to warm up and we need to check them to see if they work,” Benassi said. “Even when it’s 40 below, our propane buses start up with no trouble and no additional time needed.”

Benassi says that on cold days lower than 20 degrees, his maintenance crew must dump fuel conditioner into the diesel fuel to avoid it from being turned into a wax. Each bottle of condition fuel is \$9 per bus per time. Sometimes in the district’s diesel buses, a block heater doesn’t work to warm up the antifreeze, and they can’t use the bus. He often has diesel buses that don’t start up due to cold weather. In comparison, Proctor Public Schools’ propane buses do not need fuel conditioner or electric block heaters to start.

The school district’s school bus drivers and students also benefit from the ability of the propane buses to start up and stay warm inside the cabin. “Our drivers love how warm the propane buses get,” said Benassi. “From front to back, the temperature remains at a consistent 70 degrees. Students sometimes tell the driver to turn the heat down, which never happens in diesel. Compare that to the front of the diesel bus that might be only 30 degrees — throughout the entire bus route. Drivers

often cover themselves with blankets in diesel buses, and, on extremely cold days, almost all of the floor is covered with frost during the route.”

During cold-weather months, propane school buses across North America are proving to perform consistently and economically at temperatures well below zero, satisfying drivers, students, technicians, parents and district leadership.

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.





Register TODAY!

Golf Tournament to Benefit the NPGF Scholarship Fund

Thursday • April 4, 2024
(before Expo)

1:30 pm Shotgun Start
Springfield Golf Course
Fort Mill, South Carolina

Registration and sponsorship information available [HERE](#).

Registration includes:

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Questions?
Contact NPGF Scholarship Program Manager
Maril Olson at molson@npga.org.



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