



February 2025

E-Newsletter

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Six More Weeks of Winter!

The south has had its fair share of winter for the first time in a long time! I think most of the United States have gotten more than they bargained for this winter when it comes to cold weather. The snow is long gone for us but there may be a few more cold snaps on the horizon before we can officially welcome spring!

As the transition from CETP to PEP marches on, the need to consolidate processes and procedures will change. Effective February 1, 2025, PERC is no longer partnering with Industrial Training Services (ITS) for selling and processing the remaining CETP Paper Certification Exams or CETP Skill Assessment forms.

You will still order the CETP Paper Certification Exams via the Learning Center. However, the return address will be updated. Likewise, please return all paper versions of the CETP Skill Assessment forms to:

Propane Education & Research Council
200 S. 10th Street, 10th Floor, Suite 1075
Richmond, VA 23219

PERC will manage these processes through the completion of the transition away from CETP. Please contact the Learning Center Help Desk with any questions: Learning@propane.com or 1-800-757-1554.

As always, if you have any questions or need any information regarding the association, please contact the LPGA office at 225-763-8922 or email our Executive Director Randy Hayden at randy@ccilouisiana.com.

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2025 Calendar of Events

March 12: First Quarter Board of Directors Meeting, Fezzo's-Scott.

April 4-6: Southeastern Propane Expo, Charlotte Convention Center-North Carolina.

June 8-10: NPGA Propane Days, Hilton Washington DC Capitol Hill.

June 29-July 1: APGA-LPGA Annual Summer Convention, Perdido Beach Resort-Orange Beach, Alabama.

June 30: Second Quarter Board of Directors Meeting, Perdido Beach Resort-Orange Beach, AL.

September 2025: Third Quarter Board of Directors Meeting, Date and Location TBD.

December 2025: Fourth Quarter Board of Directors Meeting, Date and Location TBD.

Trade War: Temporary Pause and Potential Sector Tariffs

On February 1, the White House declared a sweeping set of new tariffs: 10% on Canadian energy resources, 25% on all other Canadian goods, 25% on all Mexican goods, and an additional 10% on all Chinese goods (on top of 25% already incurred on most Chinese products). Tariffs Fact Sheet Executive Order The definition of energy resources covers propane from Canada.

Just hours later, the Canadian government retaliated, slapping a 25% tariff on \$155 Billion of American goods. Mexican President Sheinbaum stated the country would implement tariff and non-tariff measures.

On February 3, the White House, along with Canada and Mexico, announced a one month pause on all tariff action following concessions on border security.

Cross-border propane sales from Canada into the U.S. are \$1.9 Billion annually, so a 10% tariff equates to \$190 million each year. And of course, parts and equipment for the industry are made in Canada, Mexico, and China. In addition, parts and equipment are made in Europe and the President has made statements suggesting EU tariffs may be on the horizon.

The 30-day pause does not include the additional 10% tariff on Chinese

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Propane Delivers Winning Game-Day Experience

Across the country, football fans are ramping up for the biggest games of the season. Whether you're talking high school, college, or the NFL, the playoffs are always the most exciting time of the year.

As football season enters its apex, fans are enjoying the game-day atmosphere more than ever. One critical component to facilitating this overall experience that is often overlooked is propane. While tailgating grills get the most attention, other important propane uses include portable generators for food trucks and tailgaters, heaters for fans and workers, and event lighting around stadiums. Not only is it a versatile fuel, it's more stable than diesel with significantly fewer NOx and particulate matter emissions.

Let's take a closer look at some of the key roles that propane plays at football games and other sporting events.

Tailgating Grills

Let's start with the most obvious use of propane at games: the tailgating grill. Given their portability, reliability, and clean burning properties compared to charcoal, propane grills are the perfect fit for tailgating. They also come in different sizes depending on your needs. While some folks just need a Coleman stove for a modest meal, others might roll out a full-size propane grill for a big barbecue. Whether it's burgers, hot dogs, or more adventurous tailgating fare, propane ensures that fans can prepare food quickly, consistently and with little hassle.

Stadium Heating

All fans, players and coaches know that as the playoffs near, it's time for "football weather." That term can mean something different in Green Bay than it does in Tuscaloosa, but temps will be cooler no matter where the games are played. Propane heaters are commonly used to keep tailgaters, workers and players warm and comfortable. Large space heaters in and around tents ensure a pleasant tailgating experience, while smaller portable units help outdoor workers like parking attendants endure the cold. For players, NFL teams often use propane blower heaters so teams can warm themselves and their helmets on the sidelines.

Portable Generators

Propane is commonly used in portable generators, which power the fancy tailgates that feature TVs,

kitchen appliances and music. They're also essential for powering various electrical systems during football games. These generators can provide backup power for stadium scoreboards, sound systems, and even medical equipment if necessary. Propane's reliability, portability and clean-burning qualities are major benefits for these backup uses.

Event Lighting

Propane generators are also used in some lighting setups around stadiums. Besides the big tailgates, they can provide critical backup for stadium lights to keep the game going during an outage. Propane-powered torches or lanterns are often used to add to the atmosphere around the stadium and for lighting pathways or creating visual effects during pre-game or halftime shows.

Food Service

For concession stands or food trucks outside the stadium, people often use propane for cooking and food preparation. These mobile units rely on propane-powered stoves, fryers, and ovens, making it possible to serve a variety of menu items to large crowds. Propane's efficiency allows food vendors to operate in remote locations without needing to rely on electrical infrastructure, which might not be available in many stadium parking lots or tailgating areas.

Overall, propane's versatility makes it an essential resource at sporting events, whether it's for cooking, heating, or powering critical equipment. By providing efficient, clean energy in outdoor settings, it provides the foundation for an enjoyable experience for fans, players, and event organizers. Whether you're grilling up some pre-game burgers or enjoying a warm space hanging out with fellow fans, propane is there helping make the experience pleasant and memorable, even if your team isn't victorious.



Industry Adoption of Autogas

Propane autogas is the fuel of choice for more than 60,000 vehicles across the United States, including many of the same vehicles used in propane industry fleets.

Propane autogas provides the lowest total cost of ownership of any fuel and is a clean alternative fuel that can meet sustainability goals and is reliable. The most profitable way to combat the high cost and increased down time of diesel is to make the switch to using propane autogas.

Having propane vehicles deliver propane to our valued customers is a win/win for our industry and our customers. Not only can propane marketers increase the demand for autogas, but they can also help reduce emissions in their service territories and show their customers their confidence in propane autogas as a fuel source.

The same fuel propane marketers sell is perfectly suited for the versatile demands of virtually all the vehicles that our industry relies on: bobtails, cylinder exchange trucks, cranes, tank setting trucks, service trucks, and most other medium duty vehicles.

Whether propane marketers are running a short route to a residential customer, whether they need to safely load, transport, or unload cylinders and tanks, or whether they need to be prepared to respond on time every time to those routine or unexpected maintenance service calls, propane autogas is perfectly suited for all fleets.

Lastly, increasing the number of propane vehicles not only helps propane marketers' bottom line and makes their communities cleaner and quieter, but it also increases the availability of refueling locations and service technicians in their markets as the demand around propane autogas increases.

Need help making the switch? Find out more about what medium- and light-duty vehicle applications are available for your fleet and how to convert your fleet by visiting the Powering Our Industry and Our Fleets webpage on propane.com. Other resources, like PERC's General Maintenance Brochure in the resource center, contain valuable information to share with your fleet customers on how they can improve their operations by making the switch.

You can also visit PERC's Learning Center to view the training module, Proven Power for Your Bottom Line: Autogas Adoption. This eLearning course provides basic understanding, testimonials from some early autogas adopters, tools to calculate savings in switching to autogas, industry fleet information, answers to some perceptions you might have believed in the past, and many other resources to save and use while planning your switch.



February Safety Tips of the Week from PERC

- Week 1 (Feb. 3rd) – Using Good Body Mechanics: Always factor in personal limitations before performing a job, and secure assistance when you need to do so. Even with the best techniques, some jobs should not be performed on your own.
- Week 2 (Feb. 10th) – Reducing Slips, Trips, and Falls: Always perform a personal risk assessment for every job. This should take into account weather conditions, route and travel issues, and any special requirements of particular job sites. Examine your surroundings as soon as you arrive to know in advance if surfaces are wet or icy or if there are any other factors that could pose potential dangers.
- Week 3 (Feb. 17th) – Properties of Static Electricity: The smallest static spark we can see or feel (about 3,000 volts) has double the energy required to ignite propane. Make sure you understand how to control static generation and provide safe grounding paths. If you have questions, ask your Supervisor.
- Week 4 (Feb. 24th) – Static Discharge Prevention Tips: Most static electricity comes from the friction between materials, even if they are non-conductive. Review your facility's processes and activities and take action to reduce any apparent risk.



**propane
autogas**



DRIVE SUCCESS WITH YOUR FLEET USING PROPANE AUTOGAS

Making the switch to propane autogas for your company's fleet benefits your business and your bottom line. By adopting autogas, you're setting a positive example and building trust in propane as a clean, environmentally friendly fuel option. Additionally, converting delivery and service trucks to propane autogas can reduce total costs up to 53% per mile compared to diesel, delivering you significant savings.

DISCOVER HOW AUTOGAS DELIVERS PROVEN POWER FOR YOUR BOTTOM LINE

Learn more about converting your own fleet to autogas with additional facts, tools, and testimonials from other propane marketers in PERC's Autogas Adoption eLearning module in The Learning Center.



Propane's Role in the Misunderstood Quest for Energy Independence

The concept of energy independence frequently resurfaces during political campaigns and energy price spikes. But what does it mean to be energy independent, and how realistic is this goal?

Dr. Harrison Fell, an energy economics expert and associate professor at North Carolina State University, explains that energy independence is often misinterpreted in political discussions. It is commonly defined as the ability to produce domestically all the energy consumed within the U.S., thus eliminating reliance on foreign sources. While this may seem achievable in certain sectors, such as electricity, where most energy is generated and consumed domestically, it is far less relevant in globalized markets like oil.

"The oil market is so interconnected globally that even if we produce more than we consume, we're still susceptible to international supply and demand shocks," says Fell. For example, geopolitical disruptions, such as Russia's invasion of Ukraine, have ripple effects on oil prices worldwide, including in the U.S.

Similarly, the technical constraints of refining impact the interconnected nature of oil markets. Many U.S. refineries, particularly on the East Coast, are designed to process specific types of "heavy" crude oil imported from regions like the Middle East. Adapting these facilities to handle exclusively domestic "light" crude would require billions of dollars in investments. This prevents the United States from being truly independent from foreign oil sources.

Natural Gas and Propane: Contributing to Energy Independence

The U.S. energy landscape has transformed over the last 15 years due to advancements in hydraulic fracturing (fracking) and shale drilling. This revolution has significantly increased domestic production of oil, natural gas, and propane, reducing reliance on foreign imports.

The production of propane, a byproduct of natural gas processing and oil refining, has more than doubled in the past decade. Propane is a clean option because it produces no methane, almost no nitrogen oxides, virtually zero particulate matter, and less CO₂ than

diesel.

According to Dr. Fell, these energy sources are less exposed to global market shocks compared to oil. "There's a lot more supply on the market now," he says. "The more sources you have from a greater number of places, particularly places that are not hostile to you, is going to reduce some of the vulnerabilities."

The domestic abundance of these fuels provides stability, particularly in sectors like electricity generation and heating. The use of natural gas and propane is also growing in industrial processes and increasingly powers transportation fleets.

Climate Solutions and Bridging to Renewables

The increased domestic production of lower carbon energies like natural gas and propane extends beyond helping the United States reduce its dependency on foreign energy imports.

For Drew Bond, an energy expert who served as a Senior Advisor for President George W. Bush at the U.S. Department of Energy, the advent of fracking unlocked the American and global potential for reducing greenhouse gas emissions faster than any other technology. Bond is currently co-founder, president & CEO of C3 Solutions (Conservative Coalition for Climate Solutions).

"If you're trying to reduce greenhouse gas emissions as fast as possible, we've got these resources here and right now. Why don't we use it as much as we can while we innovate for the future?" Bond said during an interview on the P20 Podcast with Tucker Perkins. "It's a way for us to ramp down our emissions dramatically, reduce our dependency on foreign oil, and help fuel the world in many cases."

U.S. Liquefied natural gas (LNG) and propane exports hit record highs in 2024 as natural gas production continues to soar.

"Natural gas and propane have many benefits," said Bond. "They're highly energy-intensive in terms of getting a lot of bang for your buck for that molecule."

When is theft more than just a crime?

Is theft just a simple act of taking something that does not belong to you or something more? This is a very difficult question to answer, but something we need to consider as hazardous material or hazardous material adjacent distributors. Consider this: an entity attempts to steal a propane cylinder, is this a police activity? What if it is 20? 100? 1000? Is police notification sufficient? What if someone steals a gallon of propane out of your bobtail? What if they steal the bobtail?

What about abnormal or questionable purchases? What if a person actually pays for your material but the purchase doesn't make sense? Do you have a duty to report, or can you just write it off as; "people do funny things"? What is your risk threshold?

Recently several manufacturers and distributors have experienced product thefts or diversions. In one recent case a truckload of propane cylinders was ordered. The theft initiated with a credit application from an established company in one state and the cylinders were to be delivered to a remote area of a distant state. The credit application was approved and delivery scheduled. Thankfully, a vigilant third-party transporter was hired to ship the product and based on a previous theft experience in the same area that resulted in lack of payment for materials and delivery, the transporter warned the manufacturer. This resulted in a stop sale, notification of local authorities, and an internal investigation. So, what happens next? How do you protect yourself? If nothing was stolen, what actions do you expect from the local authorities and what can you do to protect yourself in the future from repeat attempts?

As a hazardous materials shipper or hazardous materials component manufacturer you have a number of options to protect yourself from thefts or product diversions. Large thefts of product have the potential to impact the supply chain, be utilized for more nefarious acts including smuggling or terrorism, or be part of international crime rings. Actual inappropriate purchases which are less likely to raise red flags have the potential of similar consequences. The propane industry has a number of valuable resources at our disposal to support or drive immediate and commensurate action to protect the public, your brand, and the industry, but you have to be willing to enact them when the risk is beyond your tolerance.

Here are a few things to consider:

- Establish a baseline threshold that meets your company's risk tolerance.
- Establish relationships with your state or regional FBI Weapons of Mass Destruction Coordinator.
- Establish a relationship with your state or regional DHS Terrorism Liaison and Education Officer.
- If you are impacted by an actual or suspected criminal act, always report it to your local police department first and let them get the ball rolling for you.
- Contact the FBI and or Department of Homeland Security for assistance if you feel local authorities are not taking sufficient action or the situation merits immediate escalation.
- Contact NPGA for help connecting with the appropriate official if you do not have a point of contact with your federal partners and need assistance after a theft, suspicious purchase or activity, or other criminal concern related to a hazardous material.



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Your questions answered by the people who know propane equipment.

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goods. China has stated they will file an action before the World Trade Organization and has initiated retaliatory tariffs of 15% on LNG and 10% on crude oil. NPGA trade counsel has confirmed the Chinese tariffs do not cover propane.

In addition, the White House is continuing to analyze sector tariffs—these are not country-based tariffs, but rather tariffs on categories of product, regardless of country of origin. Energy products have been mentioned by the President as on the list of potential sector tariffs. The White House has indicated that it may announce sector-level tariffs on February 18. These would be stacked with any country-level tariffs on the same goods.

NPGA has sophisticated trade counsel that has been advising on numerous questions and is poised to seek exclusions should that process become available. Trade counsel has already advised NPGA's Propane Supply & Logistics committee and NPGA is currently scheduling a Zoom with trade counsel for NPGA's Manufacturers section members.

NPGA will continue to advocate and educate across Congress and the Administration alongside our partners, including the Canadian Propane Association (CPA) and like-minded industries as the trade war continues. A joint NPGA-CPA statement is available for dissemination.

Tariffs action will continue to evolve and NPGA will continue to relay information to the industry. For questions, please contact NPGA President and CEO, Steve Kaminski at SKaminski@npga.org.



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