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June 2025

E-Newsletter

Happy Birthday, America!

Thank you to everyone who joined us this past week in Orange Beach at the Perdido Beach Resort for the annual APGA/LPGA Summer Convention! We were so happy to see so many familiar, friendly faces and, of course, meet new ones! If you missed it, we missed you too! There will be more of a recap in next month's newsletter but in the meantime, we hope everyone had safe travels home and can't wait to do it all again next year!

Congratulations to our 2025 Supplier of the Year Ralph Poole with Bergquist, Inc. and our 2025 Dealer of the Year Kenny Lucero with Cajun Propane. These awards are voted on by our members and nominations are submitted anonymously. We consider these to be very telling to what kind of people we have working in our industry. We are grateful for all of our members-suppliers and dealers, but especially to those who go above and beyond the call of duty! Thank you for all that you do!

We hope everyone has a wonderful extended holiday weekend celebrating the Fourth of July with family, friends and loved ones. Our great nation turns 249 this year! Make sure you celebrate it well but as always, please do it safely.

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

June 29-July 2: APGA-LPGA Annual Summer Convention, Perdido Beach Resort-Orange Beach, Alabama.

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

November 6-7: Leadership Summit, Dupont Circle Hotel-Washington, DC.

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

Alert: Potential Mismarked Aluminum Pipe

NPGA has alerted state associations to be on the lookout for a potential mismarked product being offered to installers to allegedly circumvent a non-permissible material restriction for interior gas line installation without having to request AHJ equivalency determination and approval.

A single manufacturer GasFlex is selling a material marked as permissible for interior gas piping by stating that the material of construction is Aluminum and not PEX / AL / PEX or PE / AL / PE despite the fact that it is clearly manufactured to a different standard.

NPGA is seeking feedback from members to determine in which states this GasFlex material may be being distributed or installed. NPGA needs your support in identifying the prevalence of this apparently misrepresented product. Please report to your State Executive if you have encountered this product.

More generally, PEX / AL / PEX and PE / AL / PE piping for interior usage requires the manufacturer, installer, or interested party to obtain the relevant state or local AHJ for authorization in accordance with alternative methods approval (AMA) processes in NFPA 54-2024 Section 1.4, ICC IFGC-2024 Section 104.2.3, or IAPMO UPC-2024 Section 301.3. AHJ authorization is not required for exterior, underground usage.

NPGA clarifies that manufacturers are allowed to use AMA processes to obtain AHJ authorization prior to materials being included in the US building and safety codes.



Congratulations to the 2025-2026 NPGF Scholarship Winners from Louisiana!



Allison Brown

Joe and Naomi Cordill Scholarship

Hometown: Franklinton, Louisiana

Year: Freshman

School: Southwest Mississippi Community College in Summit, MS

Major: Nursing

Parent: Jodi Brooks is employed by Lampton Love in Franklinton, Louisiana



Lauren Meche

Marie Daniels Memorial Scholarship

Hometown: Port Barre, Louisiana

Year: Junior

School: University of Louisiana at Lafayette in Lafayette, LA

Major: Early Childhood Education (grades pre-k - 3rd)

Parent: Bryce Meche is employed by Reed Gas Propane Company in Opelousas, Louisiana

June Safety Tip of the Week from PERC

•**Week 22 (June 2nd)** – Safety Precautions When Performing Maintenance Activities: When inspecting or servicing bulk plant equipment, always wear appropriate personal protective equipment (PPE) as required by your company...which may include eye protection, hearing protection, footwear, gloves, and head protection.

•**Week 23 (June 9th)** – Handling Cylinders: When lifting, moving, or carrying a cylinder - always try to reduce strain, force, and repetition. Rotate job tasks, use different muscle groups, and try to keep your work positioned between your waist and chest.

•**Week 24 (June 16th)** – Inspecting Cylinders: Carefully examine the overall fitness of each cylinder before filling or loading for transport. Look for cracks or leaks; bulging; dents; damaged or defective valves, foot rings, or pressure relief devices; and any evidence of abuse, heat damage, or excessive rust.

•**Week 25 (June 23rd)** – Filling Vehicle-Mounted ASME Tanks: Before filling an ASME motor and mobile

fuel tank, be sure no one is inside the vehicle and the vehicle ignition is turned off. If filling a motor fuel tank on an RV, be sure to turn off all appliance pilot lights and electronic ignition systems.

•**Week 26 (June 30th)** – Using Cylinder Dollies and Lift Gates: Dollies and lift gates are essential equipment for delivering and moving cylinders. By understanding how to maintain and use them properly, you can help ensure safe deliveries and prevent personal injury.



Forklift Safety

June is Ideal for Forklift Cylinder Safety Reminders. The safety of customers, employees and the communities that they serve should always be paramount to marketers overseeing the delivery, storage and use of propane to power homes, businesses, fleets and farms.

The material handling industry places an extra focus on forklift safety during the month of June. Throughout the month, manufacturing, warehousing, logistics, and other industries that rely on forklifts are encouraged to review their forklift training and safety guidelines throughout their entire organization.

Since propane forklifts are used all over the country every day, here are a few things to keep in mind when working with propane forklifts and propane cylinders.

The Occupational Safety and Health Administration (OSHA) requires that only properly trained personnel operate forklifts. Once certified, operators must:

- Wear personal protective equipment. Contact with liquid propane can damage the eyes and cause frostbite on the skin, so wear safety glasses and proper gloves.
- Inspect the replacement tank before installing it. Look for leaks, dents, gouges, or heavy rust, and check the condition of the O-ring, forklift hose, and fittings for signs of damage.
- Position the tank on the locating pin. This ensures that the pressure relief valve is in the vapor space and that the fuel gauge will read correctly.
- Make sure the tank valve is turned off before making a connection. If the hose coupler is screwed on with an open tank valve, it could leak propane.
- When storing forklift cylinders, there are national fire codes that must be followed.
- Outside propane storage areas must be 20 feet away from any opening into a building – like a door, window, or vent – and in a location that minimizes exposure to physical damage, tampering, or excessive temperature rises.
- Storage areas must have at least one properly sized and rated fire extinguisher.
- Storage areas should never be located near exits or in areas used to reach an exit.

Given propane's prominence in the forklift industry, now is the perfect time for the propane industry to revisit and share safety resources for your forklift customers and employees. Find some time in June to share these

PERC's safety resources with your forklift customers to ensure they're keeping themselves and their crews safe:

- Poster: Send this poster to your customers and encourage them to put it in a high-traffic area to remind everyone about essential safety tips for forklifts.
- Safety Handout: Have your customers distribute this to their entire crew for quick reference.
- Videos: Use these quick animations on your website or social channels.

It's also a great time to remind your employees about the training courses available in The Learning Center related to forklift safety:

- Cylinder Delivery Driver
- Dispensing Propane Safely



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Raising the Standards on Forklift Safety

June is National Safety Month and June 10 is National Forklift Safety Day, making this month the perfect opportunity to connect with your current and prospective customers in manufacturing, warehousing, logistics, ports, and other industries. Start meaningful conversations by leveraging PERC's free resources to review forklift training and safety guidelines or highlight how you can support their material handling needs, while positioning yourself to grow your forklift gallons in 2025.

REINFORCE SAFE CYLINDER DELIVERY PRACTICES WITH YOUR DRIVERS

Use this opportunity to remind your delivery drivers of the best practices for safely delivering forklift cylinders to your customers.



AI in Oil & Gas Market Worth \$3.54 Billion in 2025: Revenues Forecast to Reach \$6.4 Billion by 2030

The AI in Oil & Gas Market size is estimated at USD 3.54 billion in 2025, and is expected to reach USD 6.4 billion by 2030, at a CAGR of 12.61% during the forecast period (2025-2030).

The oil and gas industry is witnessing a surge in AI applications, spanning reservoir analysis and drilling optimization to safety monitoring and emissions reduction. This AI wave is set to reshape exploration, production, and environmental sustainability, propelling market growth.

Artificial intelligence, particularly in the form of predictive maintenance, is reshaping asset management in the oil and gas industry. This trend is poised to be a key driver of market growth by bolstering reliability and mitigating operational risks.

In October 2023, C3 AI, a leading Enterprise AI software firm, announced a collaboration with Shell, integrating predictive maintenance software into the C3 AI reliability application. This strategic partnership underscored the increased adoption of AI platforms in the oil and gas industry, underpinning market expansion.

AI technologies promise heightened operational efficiency in oil and gas, enabling companies to identify patterns, automate decisions, and analyze vast datasets from sensors and machinery. Equipped with AI, predictive maintenance solutions can preempt equipment breakdowns, allowing businesses to plan maintenance, minimize downtime, and optimize asset utilization.

The market is primarily driven by the oil and gas industry's need to lower production costs. Faced with volatile oil prices, companies are turning to AI to streamline operations, enhance efficiency, and cut costs.

As AI adoption accelerates, especially in the oil and gas industry, companies are leveraging its capabilities to extract deeper insights from their data. By optimizing their operations, these firms are not only cutting costs but also boosting productivity.

Russia faced an energy crisis following the 80 billion cubic meters (BCM) cut in pipeline gas supplies to Europe after its Ukraine invasion. This, in turn, hampered the

operations of midstream and downstream players in the oil and gas industry, stalling market growth.

The European Union's push for energy self-sufficiency through renewable sources poses a challenge to the traditional oil and gas industry. This shift indirectly curtails the scope for AI solutions in the region's oil and gas industry, impacting market growth.

The global oil and gas industry, already navigating market dynamics, faced a severe setback during the COVID-19 pandemic. The ensuing global shutdown and reduced economic activities led to a significant drop in oil demand, plummeting international crude oil prices. Consequently, production and exploration activities in the industry were hampered, affecting the adoption of AI technologies.

AI in Oil & Gas Market Trends

The Upstream Operations Segment is Expected to Witness Significant Growth

Upstream operations in the oil and gas industry encompass exploration activities, from geological surveys and land acquisition to onshore and offshore drilling. A key challenge in this phase is the search for new oil reserves and seeps by geologists and exploration teams.

The integration of AI in oil and gas, particularly in exploration, is gaining traction. Advanced AI algorithms can process vast datasets, including seismic surveys, geological formations, well logs, and satellite imagery. This enables precise identification of potential oil reservoirs, both on land and in the ocean.

ExxonMobil, a prominent player, exemplifies this trend by harnessing AI for oil exploration. By deploying AI models, the company can analyze real-time seismic data and historical drilling records, enhancing its ability to detect natural oil seeps in oceanic settings.

Major global oil and gas corporations are increasingly turning to AI to bolster the efficiency of their exploration endeavors. By leveraging AI tools to digitize records and automate geological data analysis, these companies can swiftly identify issues like pipeline corrosion or

heightened equipment wear.

Huawei, for instance, developed a specialized cloud for oil and gas exploration. By harnessing AI and Big Data, the company reanalyzed a massive 10 PB of historical exploration data for a customer, extracting new value and revolutionizing seismic data collection.

Advancements in cloud-based analytics and the rise of digital twins are reshaping predictive maintenance in the oil and gas industry. Notably, industry giants like BP, ExxonMobil, and Shell are utilizing predictive maintenance to assess equipment conditions and anticipate maintenance needs.

As per OPEC's April 2024 data, the demand for crude oil is on a consistent growth trajectory, reflecting the escalating production needs in the oil and gas industry, which bodes well for the market's future.

With a heightened focus on environmentally friendly practices, the oil and gas industry is increasingly turning to AI for early hazard detection. By analyzing aerial photos, satellite imagery, and remote sensing data, companies can swiftly identify oil spills and pipeline leaks, curbing environmental damage and limiting pollutant spread. These factors collectively underpin the market's projected growth.

North America Holds the Largest Market Share

North America is a pivotal hub for AI, particularly in terms of its robust oil and gas industry. The region's economic prowess, coupled with widespread AI adoption among oilfield entities, a rich landscape of top AI suppliers, and substantial joint investments from both public and private sectors, propels the demand for AI in oil and gas. With oil and gas production and investments increasing, the market's potential is expected to expand further.

The United States is poised to lead North America's AI in oil and gas market, owing to its expansive oil and gas industry and a notable uptick in AI integration. According to data from the US EIA, the United States outpaced all other nations in crude oil production for six consecutive years. In 2023, the United States hit a record high, producing an average of 12.9 million barrels of crude oil daily, surpassing the previous record of 12.3 million set in 2019. This abundant supply lowered energy costs and catalyzed private investments, further bolstering the nation's economic landscape.

The role of AI in the oil and gas value chain is profound, especially in an industry marked by dynamic energy production. AI has reshaped companies' operations, ranging from reservoir valuation to tailoring drilling strategies and assessing well risks. Given North America's advanced infrastructure, it is expected to lead the global market. Moreover, the surge in AI investments among start-ups is set to amplify market growth in the near future.

The infusion of AI in oil and gas exploration has ushered in a new era of precision and efficiency, fundamentally altering how companies locate and extract hydrocarbon resources. Consequently, as investments in oil exploration activities rise, the utilization of AI in the industry also increases.

Major US players like ExxonMobil and Occidental Petroleum are making use of this AI wave. They are channeling billions into diverse oil exploration ventures and consolidating their positions through substantial mergers and acquisitions.

In March 2024, an advanced AI program developed by Corva LLC took the reins at a remote Nabors Industries Ltd rig. Leveraging satellite communication, this AI made split-second decisions, enhancing drilling speed by at least 30% and potentially reducing human operator commands by 5,000. The primary aim behind this technology is to cut costs and maximize oil extraction. With such bold strides in AI adoption, especially in oil exploration, US companies are poised to reshape the market landscape.

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Tracy Wells

NPGA Files Seasonal Hours of Services Petition with FMCSA

On Friday, May 23rd, 2025, NPGA applied for a five year hours of service waiver from the Federal Hours of Service regulations. The waiver, if approved, would allow:

- Drivers to waive the 60- and 70-hour rule in 395.3(b) during the exemption window (December 15th to March 15th) with prior notice by NPGA to FMCSA detailing the conditions precedent justifying the waiver.
- A period of six consecutive days during the exemption window (December 15th to March 15th) with prior notice by NPGA to FMCSA detailing the conditions precedent justifying the waiver may end with the beginning of an off-duty period of 24 or more consecutive hours.
- A driver may drive up to 12 hours per day, and be on duty up to 15 hours a day, deviating from the requirements in 395.3(a), during the exemption window with prior notice by NPGA to FMCSA detailing the conditions precedent justifying the waiver.

- A driver may waive the 34 hours off-duty period in 395.3(c), to be replaced by an off-duty period of 24 hours during the exemption window (December 15th to March 15th) with prior notice by NPGA to FMCSA detailing the conditions precedent justifying the waiver.

FMCSA will be publishing the application in the Federal Register, where NPGA encourages comment in support of the application. For questions, please contact NPGA General Counsel Benjamin Nussdorf at Bnussdorf@npga.org.



The “Hows” and “Whys” of Propane Conversion Kits

Why Propane Conversion is a Smart, Sustainable Investment

Professionals in the commercial landscaping and flooring industries face mounting pressure to increase productivity, control costs, and reduce environmental impact. Rising fuel prices, tightening emissions regulations, and unexpected equipment downtime can erode profits and hinder job completion. That’s why a growing number of businesses are investing in propane conversion kits.

Propane conversion kits transform conventional gasoline-powered machines into cleaner, more efficient propane-powered workhorses. For companies that rely on zero-turn mowers, walk-behind units, ride-on polishers, burnishers, and grinders, this single shift can mean significant savings, reduced maintenance, and a smaller environmental footprint. Propane conversion kits deliver a healthy return on investment while solving many common pain points with gasoline equipment.

What Are Propane Conversion Kits?

A propane conversion kit is an aftermarket solution that allows a gasoline-powered engine to run on propane. Rather than replace your entire fleet, these kits enable you to retrofit existing machines or purchase converted equipment directly from your dealership.

These kits typically include:

- Fuel regulators and mixers
- Carburetor adapters or fully replaced carburetors
- Mounting hardware and fuel lines
- Propane tank fittings

These components are specifically engineered to integrate with the small engines found in commercial landscaping and construction equipment. Whether you’re cutting acres of turf with a zero-turn mower or polishing concrete floors, there’s likely a conversion kit tailored to your equipment’s engine manufacturer.

Equipment dealers often work directly with kit manufacturers to order, install, and certify these systems before delivering the finished product to end users. This makes adoption simple for businesses that require plug-and-play solutions without additional complexity.

Leading Conversion Kit Providers

Three major companies offer propane conversion

kits space for commercial landscaping and flooring equipment.

1. Alliance Small Engines: Alliance specializes in kits for Kawasaki, Kohler, and Honda engines—staples in commercial mowers.

2. Propane Power Systems (PPS): PPS focuses on converting Vanguard and Briggs & Stratton engines, both widely used in commercial mowers and indoor machines.

3. Onyx Systems: For flooring professionals, Onyx Systems caters to indoor flooring equipment like ride-on polishers, propane burnishers, and concrete grinders.

Making the Switch

Before converting your gasoline-powered equipment, it’s important to weigh a few critical factors:

- Engine Compatibility: Not every small engine can be converted to propane. Always verify compatibility with your engine model before purchasing a kit. Alliance, PPS, and Onyx offer customer support to help you determine the right fit.

- Professional Installation: A quality installation is vital. Poorly installed kits can compromise safety, void warranties, and reduce equipment performance. Work with authorized dealers or trained technicians to ensure your equipment is properly converted.

- Certification: All propane conversion kits used in commercial settings should be certified by the EPA and CARB (California Air Resources Board). Certifications guarantee that the kits meet strict environmental standards and won’t run afoul of local regulations. Propane conversion kits that are not EPA certified are illegal. All kits from Alliance, PPS, and Onyx meet these standards.

- Return on Investment: While there is an upfront cost, most propane conversions pay for themselves within one or two seasons. Reduced fuel costs, lower maintenance needs, and improved uptime all contribute to a faster ROI.

The Benefits of Propane-Powered Equipment

Propane conversion kits offer plenty of advantages that address the most pressing challenges in commercial landscaping and flooring:

- Enhanced Performance:** Propane is cleaner than gasoline, leading to more complete combustion and less carbon buildup. This translates into smoother engine operation, fewer spark plug issues, and reduced wear on internal components, extending equipment lifespan.

- Cost Savings:** Fuel is one of the largest ongoing costs for contractors and landscaping operations. Propane tends to be significantly cheaper and more stable in price than gasoline, providing predictability in budgeting. Over time, operators often see notable reductions in fuel spending.

- Sustainability and Compliance:** Propane emits significantly fewer emissions than gasoline. For indoor equipment—especially in enclosed spaces like schools, hospitals, and retail centers—reduced emissions create a safer working environment. Additionally, propane-powered equipment contributes to broader sustainability goals. With growing emphasis on reducing carbon footprints, businesses that convert to propane position themselves as environmentally responsible.

Conclusion

Whether you're mowing thousands of acres of turf or polishing indoor surfaces, propane conversion kits offer a simple yet transformative solution. Trusted suppliers like Alliance Small Engines, Propane Power Systems, and Onyx Systems are making it easier than ever to convert, maintain, and benefit from propane-powered operations. Propane conversion kits aren't just an upgrade—they're a competitive edge.

For more information on propane commercial mowers, visit Propane.com.



Propane Days and NPGA Annual Meeting

NPGA hosted its Annual Meeting and Summer Board of Directors Meeting and Propane Days June 8-10.

Highlights from the jam-packed time in Washington, DC include:

Tom Van Buren passed the gavel to Michael Hopsicker, the new Chair of the Board of Directors. Several members received awards and citations:

- Immediate Past Chair Tom Van Buren awarded Chair's citations to six individuals who exemplify excellence in the propane industry: Christina Armentano, James Devens, Heather Granzin, Stephanie Hennen, Arthur Ogden, and Jeff Stewart.

- NPGA awarded the State Director of the Year Award to Nash McMahan of Maryland.

- Rufus Youngblood of Ferrellgas received the Safety Award.

During Propane Days, 270 NPGA members and staff met with over 300 Congressional offices across the House and Senate. The successful day concluded with a reception in the Dirksen Senate Office Building where

NPGA members and staff welcomed lawmakers and their teams.

Each of Louisiana's senators and representatives' offices opened their office doors to the Propane Days contingent to discuss a number of issues. The group met with staffers in the offices of Senators John Kennedy and Bill Cassidy as well as Representatives Troy Carter, Clay Higgins, Julia Letlow, Speaker Mike Johnson and Leader Steve Scalise. The group was honored to meet directly with first-term Congressman Cleo Fields. The meetings were overwhelmingly positive and the group was even treated to a special photo opportunity with Speaker Mike Johnson.

