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YOU CAN FIGHT FORCED ELECTRIFICATION

SARAH McLALLEN

What are the real costs of a move to an all-electric world? To start discussions with local or state decision makers on the impact of forced, policy-driven electrification, the National Propane Gas Association (NPGA) recently released a collection of communications tools for the industry.

The new Fight Electrification Issue Kit tells the data-based story that electric isn't always better. The electrical grid is extremely inefficient. At most power plants, only 1/3 of the energy used to generate electricity actually arrives to consumers in the form of useable electricity. That means almost 2/3 of the energy is being lost and wasted. That much waste creates an opportunity for propane. Propane is a direct use energy. Direct use means there is no loss of propane from the tank to the end-use. NPGA wants to help members tell that story.

It is hoped the communications tools will inform policymakers that widespread electrification is a complex and expensive undertaking. It will require enormous investments across our electricity delivery system. The power generation, transmission, and distribution sectors would have to deal with larger electric loads, especially in winter, and respond to new variabilities in demand. After all, if everybody wants to charge their electric vehicles once they get home from work, the grid must be ready.

The materials—which can be downloaded at *https://www.npga.org/membership/my-npga/*—can also be co-branded with the logo of a state association or propane company.

An open, transparent discussion about the environmental impacts, consumer costs, and economic ramifications of policy-driven electrification efforts is needed. It is hoped with the NPGA materials, those discussions can be started more readily.

Sarah McLallen is vice president, communications and member services, with the National Propane Gas Association (NPGA).

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OUR COVER

A program at Lenoir Community College (Kinston, N.C.) ensures that graduates enter into the HVAC, electrical, and plumbing industries with a knowledge of propane and its appliances. Photo courtesy Lenoir Community College

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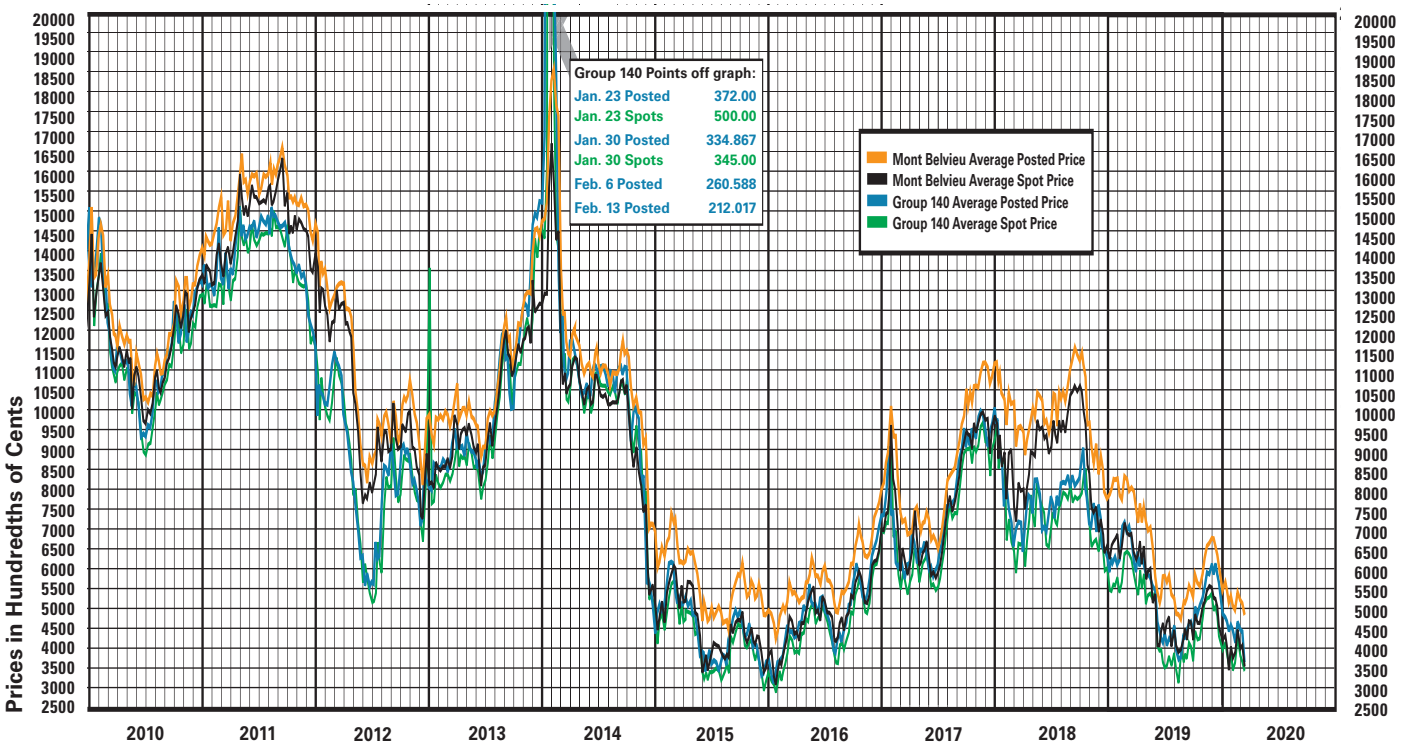


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MONT BELVIEU & GROUP 140 AVERAGE THURSDAY PROPANE PRICES

MID-WEEK AVERAGE POSTED/ SPOT PROPANE PRICES

(Cents per Gallon)

Date	Mont Belvieu		Group 140	
	POSTED	SPOT	POSTED	SPOT
2-13-20	49.840	38.375-39.00	41.348	35.75-36.25
2-20-20	54.007	44.00-44.875	46.772	42.125-42.75
2-27-20	52.007	38.750-40.00	44.772	37.00-38.00
3-5-20	51.257	39.625-40.375	44.046	36.25-36.75
3-12-20	43.340	34.50-35.25	36.222	28.50-29.375

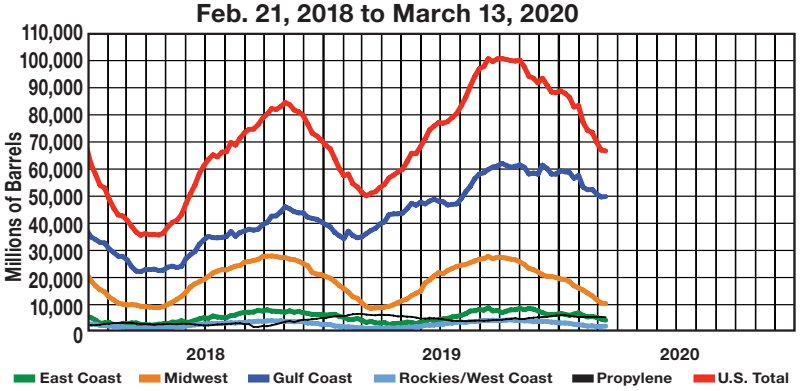
U.S. PROPANE INVENTORIES

Feb. 21, 2020 to March 13, 2020 and One Year Ago

	2/21/20	2/28/20	3/6/20	3/13/20	3/15/19
East Coast	5,651	5,343	4,713	4,279	3,886
Midwest	13,276	11,794	10,620	10,495	8,570
Gulf Coast	52,460	50,892	49,711	49,878	37,376
Rockies/West	2,185	1,922	1,987	2,079	1,278
U.S. Total	73,572	69,951	67,031	66,730	51,110
Propylene	5,439	5,394	5,502	5,351	6,205

U.S. PROPANE INVENTORIES

Feb. 21, 2018 to March 13, 2020



U.S. RESIDENTIAL PROPANE PRICES

(Mid-Month, Cents per Gallon)

Region	Date		
	3-20	2-20	3-19
East Coast (PADD I)	257.3	260.4	319.9
Midwest (PADD II)	153.5	161.0	179.7
Average U.S.	193.5	198.5	241.0

Source: "This Week in Petroleum," Energy Information Administration

CANADIAN INVENTORIES

(March 1, 2020)

Thousand Cubic Meters

PROPANE

Region	3-20	2-20	Change	3-19
Propane—East	151.9	178.2	–14.8%	94.1
Propane–West	243.5	266.9	–8.8%	467.4
Total Propane	**395.4**	**454.7**	**–13.0%**	**561.5**

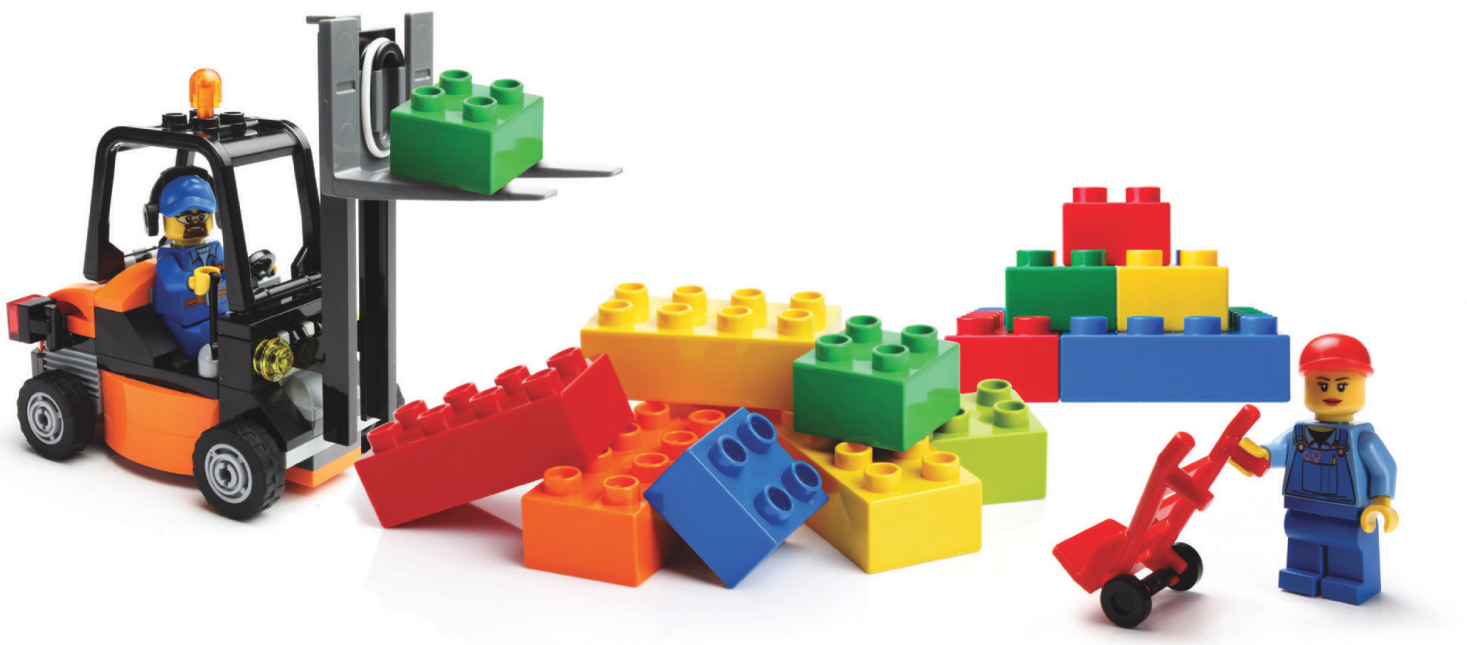
BUTANE

Butane—East	64.2	100.2	–35.9%	230.0
Butane—West	218.3	197.5	+10.5%	685.0
Total Butane	**282.5**	**297.6**	**–5.1%**	**915.0**

Source: Canada Energy Regulator

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LPG TERMINAL OPENS IN GWADAR

Gwadar Port in Pakistan has opened its first LPG terminal, reports Maritime Standard. The new facility was recently inaugurated by the Chinese counsel general in Karachi, Li Bijian. Operations began with the arrival of the carrier *Gas Esco*, transporting 3900 tonnes of LPG on a voyage from Sohar in Oman.

The terminal development project is the result of close cooperation between Al-Qasim LPG Gas (Islamabad) and the China Port and Holding Co. "Today a new era of economic development has commenced from Balochistan's port city Gwadar as international LPG trade starts," Li said.

The terminal would, he added, help generate greater economic activity in Gwadar, which in turn benefits the local population through the creation of more jobs. Port and China Port and Holding Co. officials lauded the initiative, saying that Gwadar would soon become a hub of international trade.

ADNOC, PERTAMINA SIGN AGREEMENTS

Abu Dhabi National Oil Co. (ADNOC) said in January it has signed agreements with Indonesia's state-owned oil and natural gas corporation Pertamina, Southeast Asia's biggest energy consumer, and with the country's Chandra Asri Petrochemical, on potential projects in Indonesia. The deals include a petrochemical project and supply of naphtha and LPG, S&P Global Platts reports.

A memorandum of understanding (MOU) with Pertamina is for the potential development of a crude-to-petrochemicals project in Balongan, as well as a sales agreement to supply Pertamina with up to 528,000 metric tons of LPG by the end of 2020, ADNOC said. An MOU with Chandra Asri Petrochemicals is to explore the potential supply of naphtha to the company, with the product used as feedstock for a current and new cracker complex in Indonesia.

"The agreements signed with Pertamina and Chandra Asri will potentially help ADNOC to secure additional in-market presence in one of Southeast Asia's fastest-growing economies, enabling new domestic value-creation opportunities across the hydrocarbon chain," ADNOC Group CEO Sultan al-Jaber said in a statement. The potential crude-to-petrochemicals complex would build on the comprehensive framework agreement signed by ADNOC and Pertamina in 2019. The LPG sales agreement would allow for both free onboard sales, in which customers collect the product from Abu Dhabi, and cost, insurance, freight sales, in which ADNOC delivers product to customers.

"The agreements with ADNOC will strengthen Pertamina's ability to carry out its national duty, realizing Indonesia's energy security in a challenging and complex environment," said Nicke Widyawati, Pertamina CEO. "We expect that both the potential refinery development at Balongan and the direct LPG supply will allow us to optimize Indonesia's oil and gas value chain, better serve the domestic market through our vast distribution networks across the whole archipelago, and access new opportunities to meet growing global demand for petrochemical products."

Indonesia is seeking to attract investments in its energy and petrochemical industry in a bid to boost domestic output and lower dependence on imports of products. ADNOC, which pumps most of the United Arab Emirates' (UAE) 3 MMbbld, is expanding its footprint with investments in Asia in order to secure supply for its products as it raises its oil production capacity to 4 MMbbld in 2020 and 5 MMbbld by 2030.

ADNOC signed an agreement with Pertamina in 2019 to look into possible collaboration in the oil and gas industry, both locally and globally. Projects may include participation in the UAE's upstream oil and natural gas sector, as well as refining and petrochemicals, LNG, LPG, aviation fuel, and retail fuel opportunities in Indonesia. In addition, the two partners will explore working together in transportation, trading, and storage in the UAE, Indonesia, and globally.

Abu Dhabi-owned Mubadala Investment Co., which manages $225 billion in assets, and Austria's OMV, in which Mubadala has a 25% stake, last year signed an MOU with Indonesian petrochemical companies PT Chandra Asri Petrochemical and PT Chandra Asri Perkasa to explore collaboration in the petrochemical field in the Asian country.

PHOENIX TANKERS ADDS NEW CARRIER

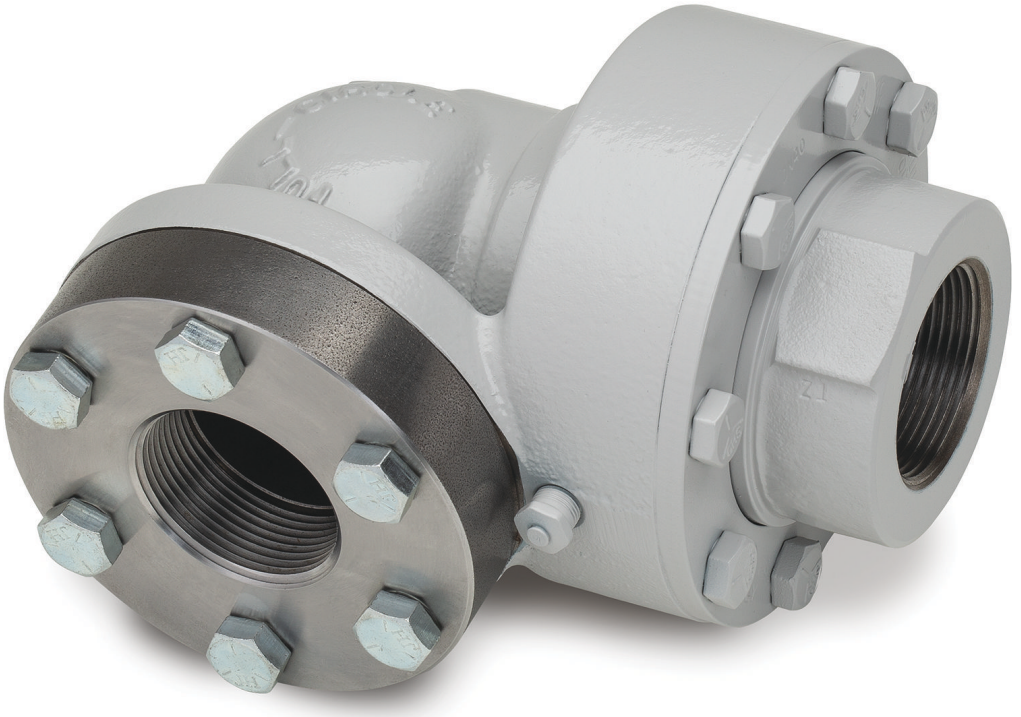
Japan's Kawasaki Heavy Industries has delivered the *Phoenix Gaia*, an 82,200-cu-meter capacity very large gas carrier (VLGC) to Phoenix Tankers Pte. Ltd. (Singapore), reports *Maritime Logistics Professional*. According to a press release by the shipbuilder, the vessel is the 60th LPG carrier and the 11th of the same type build by the company.

The VLGC adopts Kawasaki's in-house-designed bow shape called SEA-Arrow, which significantly improves propulsion performance by minimizing bow-wave resistance. Kawasaki said the main power plant is an energy-efficient, electronically controlled, ultra-long-stroke, two-stroke, low-speed diesel engine.

In addition, the Kawasaki rubber bulb system with fins and the semi-duct system with contra fins contribute to reducing fuel consumption. Four independent cargo tanks are installed in the cargo holds for carrying LPG. The tanks are designed to provide optimal thermal insulation and absorb low-temperature contraction.

The cargo tanks are made with special cryogenic steel for loading LPG with a minimum temperature of minus 46°C, or -14.8°F. The tanks are wrapped in urethane foam for thermal insulation. The vessel is designed to be able to navigate the newly expanded Panama Canal, which was completed in June 2016.

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LAGOS TARGETS 80% LPG USE

Nigeria's Lagos state government has approved plans to construct an LPG terminal and storage facility on the Badagry coastline, as well as deploy skid plants in strategic areas in the state, reports the *Guardian*. The moves are in furtherance of boosting the fuel's use from the current 15% of the population to 80% within the next five years.

Gov. Babajide Sanwo-Olu, speaking at an executive and stakeholder's LPG workshop in Lagos, said efforts are underway to reduce the state's carbon footprint by improving access to LPG. In a related development, the state government said it would begin a Hall of Fame and Wall of Shame campaign to recognize efforts of individuals to promote environmental stewardship, while at the same time naming and shaming residents who "indulge in reckless waste disposal."

Nigeria is in the process of recertifying cylinders nationwide. The Nigeria Liquefied Petroleum Gas Association (NLPGA) said plants were busy with the process in order to address widespread incidents associated with LPG use. "It is very important that we have cylinder requalification plants because this is the only way we can manage safety issues," said NLPGA president Nuhu Yakubu. "We can identify bad and faulty cylinders from good cylinders, and the only way we can achieve this is by requalification plants and this is why this initiative is very much in the minds of the federal government."

He added that cylinder ownership is a win-win for all, pointing out that consumer complaints would be addressed. Training and awareness is being emphasized, as well as dissemination of safe practices in LPG consumption and handling. "You have to teach someone who has been using firewood all his life how to use gas," Yakubu said.

IOC TO SUPPORT GHANA'S LPG PUSH

Indian Oil Corp. (IOC) has signed a memorandum of understanding with Ghana's National Petroleum Authority (NPA) on the implementation of an LPG policy in the country, reports *Energy Voice*. NPA is working on a program of bottling and circulating LPG cylinders similar to India's. The aim is to increase the share of Ghanaians using the fuel from 23% to 50% by 2030.

IOC said India has emerged as a world leader in the provision of clean energy to its citizens by the expansion of its LPG network and that Ghana sought to follow a similar track. State-owned IOC said it would provide assistance with standards for bottling and infrastructure development, with the possibility it could participate commercially in Ghana's downstream sector.

Ghana launched its LPG expansion



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program in 1989 with the dual purpose of halting flaring at the Tema refinery and shifting its citizens away from burning wood. The government started a rural LPG program in 2013 in a bid to preserve forests, with the goal of reaching 50% fuel use by 2020.

While the government has been keen to push LPG distribution, uptake has been hampered by costs and difficulties with refilling cylinders. The use of biomass for cooking is blamed for the deaths of about 16,000 people in Ghana each year. IOC and NPA will promote safe, clean, and environmentally friendly LPG for domestic, commercial, and industrial use.

The memorandum of understanding calls for IOC to support NPA in several areas, including the development of health, safety, security, and environmental standards; the development of a licensing, permitting, and legal framework; and the development of economics for LPG bottling plants, a pricing structure, and a communication strategy.

MYANMAR BOOSTING USE OF LPG

Myanmar intends to extensively lift LPG use as a domestic cooking fuel and to serve industry and commercial business operations, reports Eleven Media Group, quoting Deputy Minister for Electricity and Energy Tun Naing. The ministry expects that up to a million households will use LPG this year as the country seeks to reduce the use of firewood and charcoal and ensure that more rural residents increase their LPG use.

"In order for rural people to reduce the use of firewood and charcoal and to improve their health and living standards we aim to use LPG extensively," added Win Khaing, union minister for electricity and energy.

The government targeted distribution of LPG to 150,000 households in December 2017 and plans to include one million more in 2020. The ministry is also in the process of passing laws, bylaws, and rules related to LPG.

Khaing called for stepped-up preparations to develop the LPG industry in the Southeast Asian nation, both in the short and long term since Myanmar has the great potential for market expansion.

Government officials also forecast that Myanmar's annual electricity demand will shortly increase by about 15%. Therefore, they are targeting generation of 4531 megawatts in the 2020-2021 fiscal year. The country currently produces 3185 megawatts, signaling a shortfall. Of total generation, 15% is currently produced by hydropower plants, 18% by heavy fueloil stations, 30% by natural gas facilities, 32% by LNG stations, and 5% by solar power.



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OFFEN PETROLEUM INCREASES MIDWEST PRESENCE

Offen Petroleum (Commerce City, Colo.), an independent fuel distributor, has signed an agreement to acquire the business assets of Bosselman Energy, a fuel distributor, and Bosselman Carriers, a trucking company, both based in Nebraska. Details of the transaction were not provided.

Offen, a portfolio company of a New York-based private equity firm, is a provider of motor fuel, lubricants, and petroleum logistics services in Colorado and 15 surrounding states. The combination of Offen and Bosselman further expands the business into the Midwest. Going forward the business will operate as Offen Petroleum. The Bosselman Grand Island office will be a regional operations center and the bulk plants will remain open and operate as Offen Petroleum going forward. The transaction is expected to close this month.

Bosselman Energy and Carriers are currently owned by Fred Bosselman, with headquarters in Grand Island, Neb. The Bosselman companies have been in the petroleum industry for more than 70 years and currently operate in Nebraska, Colorado, Kansas, and Iowa. In recent years, Bosselman has focused its growth on marketing unbranded refined fuels and propane to end users. Like Offen, Bosselman also markets gasoline and diesel to dealer and commercial customers. According to Fred Bosselman, "We felt Offen was an excellent fit for our employees and customers. They will help grow and expand the business and this will leave me more time to focus on our tank and trailer business."

Travis Hasselmann, Bosselman Energy Companies' CFO, will be joining Offen's executive leadership team as senior vice president of Midwest operations.

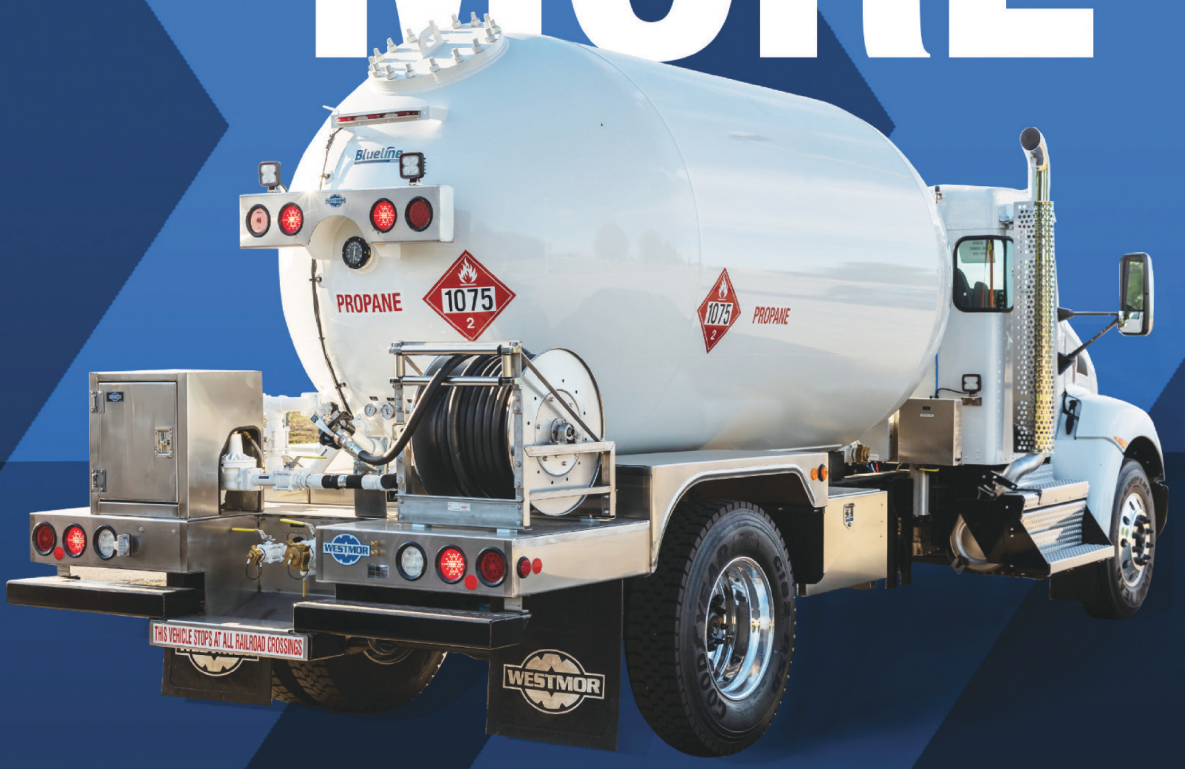
DOT PUBLISHES NOTICE OF CBD PRODUCTS

The U.S. Department of Transportation (DOT) recently published a Policy and Compliance Notice regarding treatment of cannabidiol (CBD) products, the National Propane Gas Association (NPGA) reports. According to the Notice, DOT does not distinguish between the use of CBD products and any other marijuana use by safety-sensitive employees, including drivers transporting hazardous materials, the association explains. Therefore, propane drivers who use CBD products may test positive for marijuana on drug exams.

The 2018 Farm Bill categorized hemp-derived CBD products with up to 0.3% tetrahydrocannabinol (THC) as not a con-



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trolled substance. THC is the psychoactive element of marijuana. However, the Food & Drug Administration (FDA), which regulates the sale and labeling of CBD products, does not require CBD manufacturers to label the amount of THC in the product. Thus, an individual may use a CBD product without knowing the percentage of THC present. The percentage of THC may be sufficient to cause a positive test result on DOT mandatory substance exams.

While some individuals use CBD products to treat medical conditions, DOT regulations do not recognize the use of CBD products as a legitimate medical explanation for a marijuana-positive test result. DOT recommends that safety-sensitive employees consider the possibility of a positive test result before using CBD products.

Please direct any questions to Sarah Reboli, NPGA Deputy Counsel, Regulatory Affairs, at *sreboli@npga.org*.

TEAM DRIVE-AWAY MAKES SEVERAL ACQUISITIONS IN MIDWEST

Team Drive-Away (TDA; Olathe, Kan.), a leading truck transport provider in North America, recently acquired the drive-away businesses of IXT Logistics LLC (Kansas City, Kan.) and Transportation Booking Services (TBS; Kansas City, Mo.). Terms of the deals were not disclosed.

The transactions closed in early February. The partnership adds to TDA's volume in the growing Class 5-8 truck drive-away market and increases its service capacity and capabilities through the expansion of its team of independent delivery professionals and experienced logisticians. TDA transports diverse types of Class 5-8 trucks for dealers, up-fitters, fleets, auctions, and others as single moves or in multi-truck decked or boom configurations.

"These new partnerships are a win-win for our customers and independent delivery professionals," said Steve Wambold, president of Team Drive-Away. "They expand TDA's ability to serve customers over a broader geographic area and importantly, a larger driver network gives us more service capacity."

These are the first acquisitions for TDA since being acquired by United Road Services in the fall of 2019.

WLPGA WINS GREEN4SEA INITIATIVE AWARD

The World LPG Association (WLPGA; Paris) has won the prestigious GREEN4SEA Initiative Award in recognition of significant contributions to greener shipping. The association was recognized for adding value to the maritime industry by addressing the benefits of using LPG as a marine fuel. The annual award, given during the awards ceremony during the GREEN4SEA annual conference in Athens, Greece, acknowl-

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edges serious contributions to greener shipping.

The award recognizes WLPGA's activities in promoting LPG as a marine fuel and for its report, "LPG Bunkering, Guide for LPG Marine Fuel Supply," which offers guidance for LPG marine fuel supply, concluding that sufficient potential infrastructure for distribution of LPG is available to serve potential marine market demand.

The report discusses LPG as a key enabler for IMO 2050, and as fuel it addresses IMO sulfur regulation. It aims to improve understanding within the maritime industry of issues related to bunkering ships with LPG. The paper highlights that LPG is becoming the preferred fueling solution for LPG carriers. Twenty-six VLGCs are currently being newly built or retrofitted to use LPG as a fuel, with the first operational in 2020. Other key areas addressed are design issues, current thinking on possible solutions to regulations requirements, safeguards and safe practices, as well as important areas of operational processes and training.

Since the marine industry is under pressure to take measures to reduce emissions to comply with IMO 2020 and align with 2050 emissions strategy, LPG can make significant inroads into the marine fuel market. LPG propulsion, beginning with the LPG carrier sector, needs to move beyond a niche fuel option to gain the acceptance it deserves in the wider shipping sector. Infrastructure for most distribution and bunkering is available to serve potential marine market demand, unlike other alternative fuels, and engine technology has been developed for a wide range of power outputs, requiring lower capital expenditures than other alternatives.

Economic incentives and the performance examples of the first vessels in operation will attract more ship owners and operators to invest in LPG vessels in the near future, and LPG engine technology is readily available. During a trip, using dual fuel engines allows operators to use LPG or a compliant fuel, whichever is more economical.

To download a copy of the report, visit the WLPGA publications house *www.wlpga.org/publications*. Full url *www.wlpga.org/wp-content/uploads/2019/10/LPG-Bunkering-2019.pdf*

ABS GRANTS PRELIMINARY APPROVAL TO LPG DUAL-FUEL ENGINE DESIGN

The American Bureau of Shipping (ABS) has granted an approval in principle to Japan's Kawasaki Heavy Industries Ltd. (KHI) for its LPG as Fuel system design for a dual-fuel vessel propulsion engine capable of using both marine diesel oil and



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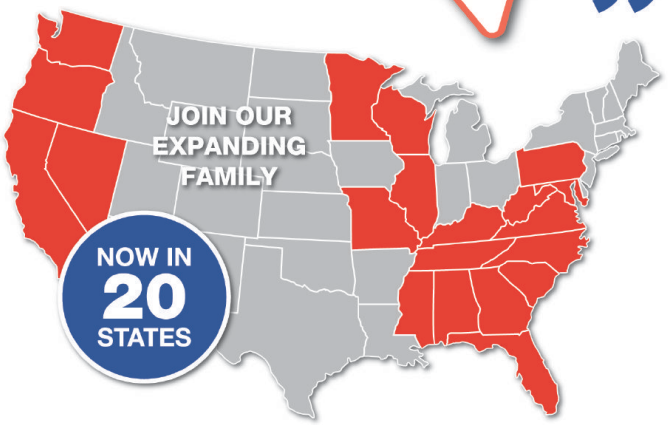
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Lee and Monica Garrett, Owner
Dallas County Propane



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LPG as fuel. KHI maintains the system simultaneously reduces fuel consumption and enables the power plant to meet nitrogen oxide Tier 3 emissions regulations.

"Using LPG as a fuel can lower emissions to air compared to conventional fuels, both in terms of greenhouse gas emissions and other pollutants," said Patrick Ryan, ABS senior vice president of global engineering and technology. "We are proud to work with innovative partners such as KHI, supporting the delivery of the next generation of cleaner vessels."

KHI's design is for an electronically controlled, LPG-injection marine diesel engine, or ME-LGIP, the first order placed for an engine of this type in Japan. "LNG as fuel is attracting widespread attention as an environmentally friendly option, but LPG as fuel has advantages over LNG, including potentially reduced initial investment and simpler handling onboard," said Hideaki Naoi, KHI general manager. "As a result, we believe LPG as fuel will prove increasingly attractive to the market in the future."

ABS is a global provider of classification and technical advisory services to the marine and offshore industries. Focused on safe and practical application of advanced technologies and digital solutions, ABS works with industry and clients to develop accurate and cost-effective compliance, optimized performance, and operational efficiency for marine and offshore assets.

HYDROCARBON GAS LIQUIDS (HGLS), ETHANOL CONSUMPTION GROWS

The latest Energy Information Administration's (EIA) Short-Term Energy Outlook (STEO) forecasts that in 2021, U.S. consumption (as measured by product supplied) of total petroleum and other liquid fuels will average 20.71 MMbbld, surpassing the 2007 pre-recession level. However, since the 2007–2009 recession, the fastest-growing components of U.S. liquids consumption growth have not been fuels such as motor gasoline or distillate fuel but rather hydrocarbon gas liquids (HGLs) and ethanol, two components that are mostly or nearly entirely produced outside of petroleum refineries. Petrochemical facilities consume HGLs as feedstocks in the growing production of plastics, resins, and other materials; ethanol is blended with gasoline.

HGLs and ethanol consumption have collectively grown from 2.6 MMbbld in 2007 to 4.1 MMbbld in 2019. The remaining portion of total petroleum and other liquids consumption—nearly all of which comes from petroleum refineries—has fallen from 18.0 MMbbld 2007 to 16.4 MMbbld in 2019. In 2021, EIA forecasts that U.S. demand for principally refinery-produced products will average about 16.3 MMbbld, similar to its 1997 level.

HGLs, a group of products that includes ethane, propane, normal butane, isobutane, natural gasoline, and refinery olefins, have been the main driver of U.S. petroleum and other liquids demand growth since 2007. Domestic production and consumption of HGLs have increased with rising natural gas

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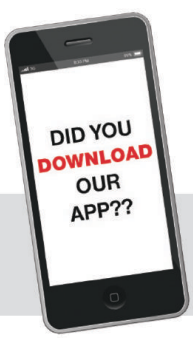
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production and rising petrochemical sector demand. As a result, EIA forecasts U.S. HGL consumption will average 3.45 MMbbld in 2021, or 1.27 MMbbld more than in 2007.

EIA expects less U.S. consumption of refinery-produced products in 2021 than in 2007, except jet fuel. As an example, declines in the use of fueloil for space heating and transportation efficiency gains have limited the increase in distillate consumption in the U.S. Consumption of the petroleum-based component of U.S. motor gasoline has yet to surpass pre-recession levels because of increased vehicle fuel efficiency and increased blending of ethanol, which is almost exclusively produced outside of petroleum refineries. EIA forecasts that the U.S. will consume 57,000 bbld less refinery-produced gasoline in 2021 than in 2007, but ethanol consumption will be 49,000 bld greater.

Some HGLs can be produced by both crude oil refineries and natural gas processing plants. HGL production at natural gas processing plants has risen along with U.S. natural gas production. EIA expects HGL production from natural gas processing plants to continue to increase to 5.5 MMbbld in 2021. Meanwhile, refinery HGL production has remained flat in recent years at about 600,000 bbld.

The large increase in U.S. HGL production and the resulting low prices have led to large investments in U.S. infrastructure to extract and transport HGLs to market as well as investments in petrochemical facilities to consume HGLs. Many of these facilities consume HGLs as feedstocks in the production of plastics, resins, and other materials.

METSA COMPLETES TWO-YEAR PRODUCTION, TRANSPORTATION EXPANSION PROJECT

Metsa has completed a production and transportation expansion project that has enabled the company to double its production output and quintuple its transportation capacity.

The family-owned propane tank manufacturing company reports this investment will ensure it can guarantee quick lead times and factory-to-patio deliveries with its own trucks and boom cranes to ensure customer satisfaction. This expansion also allows Metsa to produce all of its models, including smaller sizes, more efficiently and cost-effectively.

The two-year project was completed in February. Metsa's investment included building a new production line and infrastructure for the manufacturing of stationary tanks; updating the equipment in its paint line to improve its paint quality and product output; and purchasing eight new trucks (Kenworth T880) with booms included to reach more clients and unload for them.



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THE BLUEFLAME CASE: A LOOK BACK

DAVID R. SCHLEE

Thirty-six years ago the Colorado Supreme Court issued a decision in a propane odorization lawsuit that contributed to many significant changes in the propane industry. The explosion that led to the lawsuit goes back even further—to 1972. After all that has happened in the intervening years, it is interesting to take a look back at Blueflame Gas v. Van Hoose.

James and Louisa Van Hoose owned a home in Pueblo, Colo. They used propane to fuel their cook stove, furnace, and water heater. Their propane supplier was Blueflame Gas.

NO CONCERNS

In July of 1972 the Van Hoose family left their home for a two-week vacation. While they were gone Billy Van Hoose, James' brother, looked after the house and the livestock, making trips to the house twice daily. On each occasion, Billy went into the house to get water for the livestock. He later testified that he never noticed any odor of propane in the house.

On July 22, 1972, the Van Hoose family returned home. After supper James wanted to take a bath, but discovered that there was no hot water. He went to bed without checking the water heater. Although he and his wife were familiar with the smell of gas, both said that they detected no odor of gas in the home.

The next morning James went down to the basement to check on the water heater. He discovered that the pilot light was out. He detected no smell of



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gas. As he lit a match to ignite the pilot, there was an explosion and flash fire. James crawled out of the basement and rolled around until he extinguished the flames on his clothing.

NO ODOR

He sustained third-degree burns to 50% of his body and suffered serious injuries to his hands, arms, and neck. While driving him to the hospital Louisa asked him why he had tried to light the hot water heater if he smelled gas. He replied there was no odor of gas.

The next morning Louisa called Blueflame to report the incident. A Blueflame employee went to the residence and checked the water heater and the propane system for leaks. He found no leaks, but, at Louisa's request, he disconnected the water heater. He said that he was unable to smell the odor of propane during his testing process. After reporting this to his boss, he went back to the residence and delivered 15 to 20 gallons of odorized propane in an effort to odorize the propane that was already in the tank.

CONTROL MALFUNCTION?

Subsequent investigation confirmed that there were no leaks in the propane appliances and gas lines inside the house. The water heater functioned properly, despite the fact that the knob for the main gas control was missing. However, investigators concluded that the incident was the result of a propane leak, and that the automatic shut-off control malfunctioned when the pilot light went out, but thereafter functioned properly.

The Van Hoose basement, according to investigators, showed typical evidence of a flash fire of short duration, including small bits of charring of floor joists and charred paper, cardboard, and cloth. There were no other fuel sources in the basement.

The propane that Blueflame delivered to the Van Hoose residence was purchased from Diamond Shamrock Corp. and had been odorized by employees of Phillips Petroleum. Phillips and Diamond Shamrock jointly owned a storage terminal located in La Junta, Colo. The terminal, which was operated solely by Phillips, was used for the storage and sale of propane and other petroleum products. Propane was piped to the La Junta terminal through a line that originated at the Phillips refinery in Borger, Texas, and was joined by a branch line from Diamond Shamrock's refinery in McGee, Texas. The propane was then stored at the La Junta terminal until sold to customers of either Phillips or Diamond Shamrock.

It was the customary practice of Phillips employees to add ethyl mercaptan to the propane at the La Junta terminal. The ethyl mercaptan was shipped from the Borger refinery in Texas and placed in storage tanks at the La Junta terminal, where it remained without modification or testing until it was added to the propane. The odorization process



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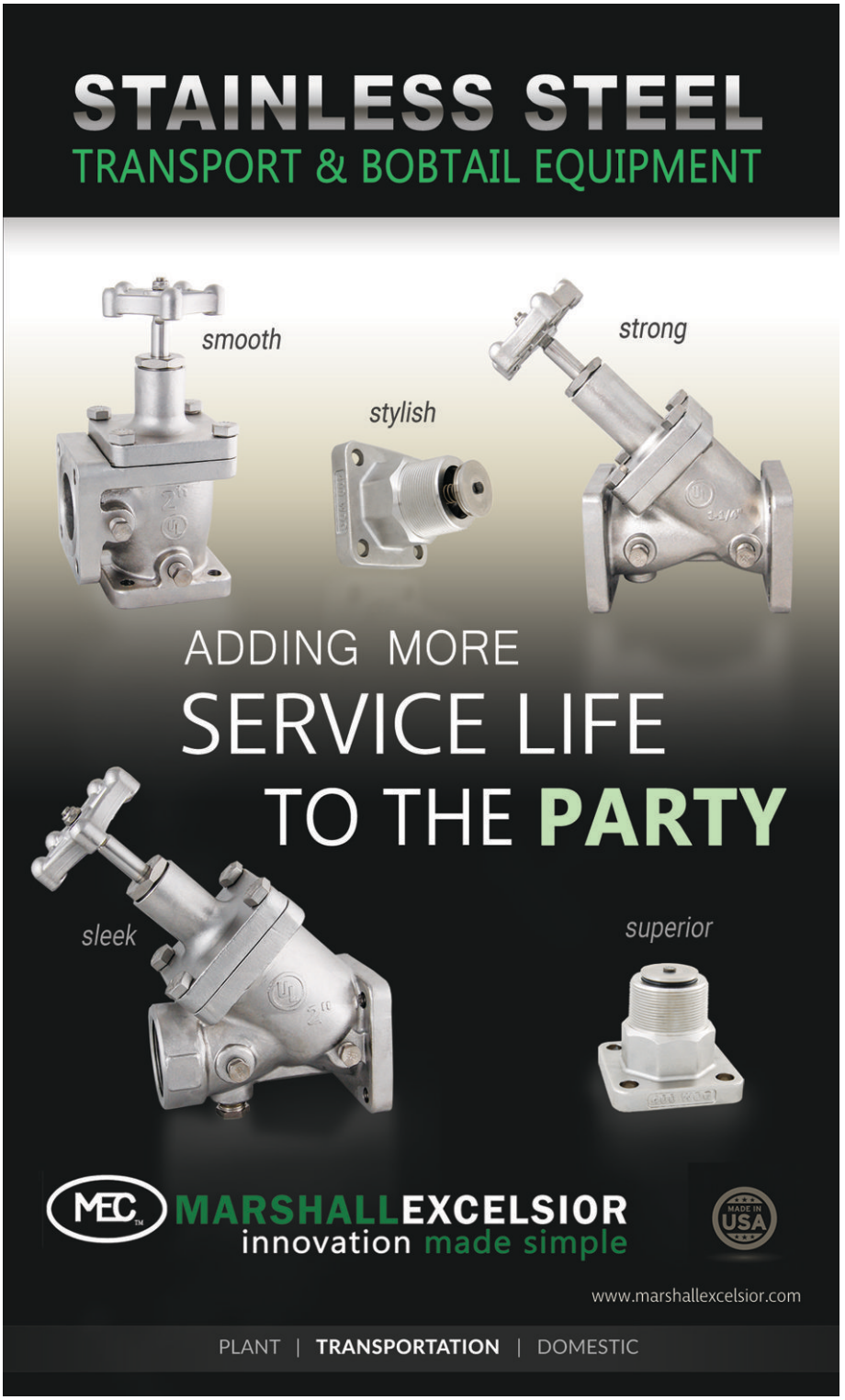
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took place when the propane was loaded onto tanker trucks for delivery to retailers. At the start of each load, an injection pump added ethyl mercaptan to the tanker truck to permit it to mix with the propane during the loading process. The ethyl mercaptan was measured through the use of a "sight glass."

After the ethyl mercaptan had been added, a Phillips employee then pumped the propane into the tank of the delivery truck. When the loading process was completed, there was no further testing to determine the efficacy of the odorization process, although several tests were available for this purpose.

Blueflame was a commercial customer of Diamond Shamrock and purchased propane from the La Junta terminal. Blueflame had a 30,000-gallon propane tank on its lot in Pueblo. Propane was shipped by tanker truck from the La Junta terminal and pumped directly into Blueflame's tank without further modification or testing. From Blueflame's tank, the propane would then be transported to residential customers.

The Van Hooses claimed that the propane sold to them was not properly odorized. They sued Blueflame Gas, as well as Phillips and Diamond Shamrock. They alleged negligence and strict liability in tort, arguing the defendants failed to properly odorize the propane with ethyl mercaptan, that they failed to test for appropriate odorization prior to the sale of the propane to the Van Hooses, and that they failed to warn of the inadequate odorization.



"HIGHEST DEGREE OF CARE"

After a two-week trial, the jury returned verdicts for the defendants. The Van Hooses appealed, primarily arguing that the trial court failed to give the proper instructions to the jury. They contended that the trial court should have told the jury that those involved in the distribution of propane must act with the "highest degree of care."

The Colorado Supreme Court reversed the defense verdict and sent the case back for a new trial. The court noted that propane is a "dangerous substance" to be "handled with the care and caution commensurate with its dangerous character":

> ***"In view of the gravity of the risk posed by vaporized propane, the presence of which is undetectable without the addition of an appropriate odorizer, those involved in its distribution should take special precautions to provide warning to persons that escaping gas is in their midst. We therefore hold that suppliers of propane must exercise the highest degree of care, consistent with the practical conduct of their business under the present state of the art, in making certain that the propane is sufficiently odorized so that those persons who use this substance as a source of energy for heaters, stoves, and***

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other appliances will be alerted to the presence of escaping gas.

"The trial court erred in defining the defendants' duty as one of reasonable care only. Instead, the court should have informed the jury by appropriate instruction that, because of its dangerous character, the defendants were obliged to exercise the highest degree of care with respect to the odorization of the propane sold to the plaintiffs. An instruction formulated in terms of the highest degree of care is nothing more than a plain statement to the jury that the inordinate risk posed by escaping propane requires an amount of care commensurate with that risk."

David Schlee is a shareholder in the Kansas City law firm of Schlee & McCarthy PC. Readers may contact him at drschlee@schleelaw.com.

MAKEEN ENERGY ACQUIRES GAS EQUIPMENT CO.

Kosan Crisplant (Denmark), the daughter company of MAKEEN Energy, signed an agreement on March 6 to acquire Gas Equipment Co. (GEC; Dallas). Closing is expected before the end of March. The acquisition is set to strengthen the global business and network of the group's trading division, KC ProSupply.

GEC will be part of the international, Denmark-based company MAKEEN Energy, and the latest branch of its trading division, KC ProSupply, which supplies gas components, other commodities, service, and consultancy for the gas industry.

The acquisition of GEC adds extra volume and new business areas to KC ProSupply. Building on its physical locations and its relations to the market, the GEC business can be further strengthened by developing the service area and offering added value to U.S. customers.



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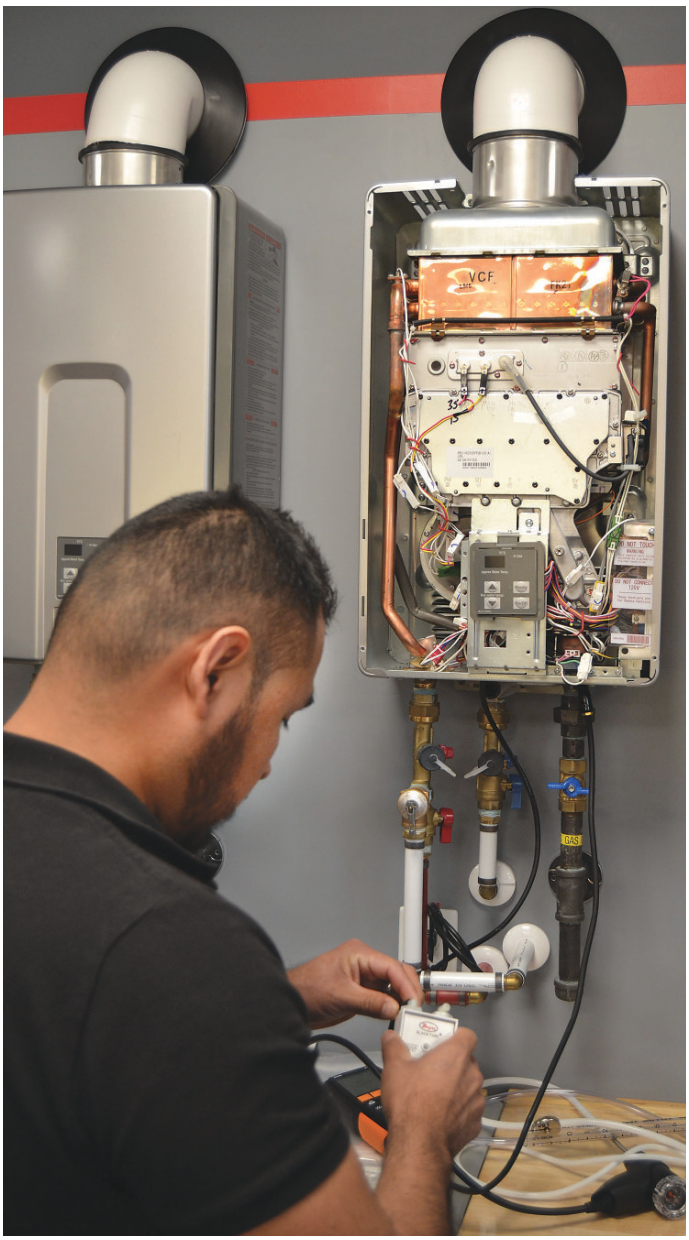
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All photos courtesy Lenoir Community College

ADDING PROPANE TO SCHOOL CURRICULUMS

EMILY McCOMAS

It's the problem on everyone's mind: How to find and keep successful employees. Today, not having enough drivers and service technicians plagues the operation of most propane companies.

But now a few organizations across the U.S. are turning what was once a challenge into a competitive advantage. The results: a pool of highly trained professionals with the desired skills to fill open positions, and a larger percentage of the workforce that is aware of propane's benefits and can service its appliances.

How is this possible? By strategically inserting propane into the curriculum of local community colleges and technical schools.

One such program is used by Lenoir Community College in Kinston, N.C. The school serves students from 29 different counties, as well as some from out of state, and is a huge draw for military veterans and retirees because of three nearby military bases.

The school's new Energy Distribution Systems Technologies program began last fall with 14 students, and 18 are signed up to start during the spring semester.

AVAILABLE CONTENT

The project began when Armistead Mauck, vice president of Cherry Energy (Kinston, N.C.), took advantage of an opportunity to talk to officials from Lenoir Community College at a manufacturer's association luncheon in 2018.

(Facing page) Lenoir Community College's Energy Distribution Systems Technologies program uses already available content created by the Propane Education & Research Council (PERC).

Mauck was familiar with the school's current HVAC program when he talked to them about adding propane to the curriculum using already available content created by the Propane Education & Research Council (PERC).

The *Overview of Propane Distribution Systems for HVAC and Plumbing Professionals* course teaches service professionals how to safely work with propane. It covers topics about vapor distribution systems, appliance installation requirements, interior gas piping installation requirements, and tests and checks.

Carlos Cotto, director, occupational extension and Latino programs for Lenoir, was immediately interested. He liked the idea of adding propane to the curriculum because it offered a fresh take on a traditional program.

"You can only do so much welding, HVAC, etc. I saw propane as being a total new venue that is connected to everything," Cotto said.

He'd seen the value and use of propane increase in new markets and companies in the local area and believed that "eventually, it will be a product essential to everything."

Mauck put Cotto in touch with Mike Peacock, energy sales director for Rinnai, who helped Cotto build a hands-on training facility that mimics Rinnai's in Peachtree, Ga.

"I wanted a wow factor that would attract students to the program, and so we built a top-notch facility that now includes 12 propane products, with two commercial-specific pieces of equipment," Cotto said.

Cotto also partnered with local companies to match the curriculum with the skills they require for new employees. This has resulted in the program producing technicians who can be hired immediately after graduating. Some companies even reimburse the new hires once they've been employed for six months, so the course is essentially free for the students.

This is how Cherry Energy directly benefits from the program. The first-class training center provides a place to train its current employees, and new graduates are identified as prospective employees.

"We use the community college as a feeding ground for prospective employees who have the skills we desire," Mauck explained. "We're seeking out those we believe are qualified by looking to graduates of this program, and once we hire them, we implement the same tools and abilities that the college trains them on. The college also works to make sure people have soft skills (having respect for customer's homes, etc.) before they come to us."

IDENTIFYING CANDIDATES

By taking full advantage of the process to identify candidates through an educational program that fits the company's desired skills, Cherry Energy has created an edge over its competition.

"The objective is to do it better than anyone else and to have that competitive advantage. The only way to do that is to take control and build your own person," he said.

The creation of more programs like this across the country would benefit the







propane industry as a whole and is already doing so.

Adding propane to school curriculums ensures that graduates enter into the HVAC, electrical, and plumbing industries with a knowledge of propane and its appliances. It ensures the longevity of the industry by providing a steady stream of people to install and maintain propane appliances in the future, Mauck said.

"Without this program, the amount of knowledge that students would normally have about propane and its systems is zero," he said. "There is a lack of skilled people to work on the great products we have."

It also helps the propane industry compete against heat pumps and electric water heaters because plumbers and HVACs who graduate from these types of programs are familiar with propane systems and can promote them to customers.

OUTREACH TOOLKIT

If you would like HVAC instructors you know to learn how to teach PERC's *Overview of Propane Distribution Systems for HVAC and Plumbing Professionals* course, tell them to sign up for one of three upcoming trainings: May 18-19, Ocean Springs, Miss.; June 1-2, Chicago; and June 25-26, Phoenix.

You can also download the State Trade School Outreach Toolkit on PERC's resource catalog on *propane.com* to spread the word about the *Overview of Propane Distribution Systems for HVAC and Plumbing Professionals* curriculum. This kit includes a brochure about the course, a PowerPoint that can be customized for organizations to speak about the curriculum with schools, email copy templates, and a career day kit table top sign. *https://propane.com/resource-catalog/resources/state-trade-school-outreach-toolkit/*

Emily McComas is communications manager with the Propane Education & Research Council (PERC).

The hands-on training center at Lenoir Community College mimics Rinnai's in Peachtree, Ga.



Photo courtesy Propane Education & Research Council

PROPANE AUTOGAS MAKES INROADS AT WORK TRUCK SHOW

PAT THORNTON

The ongoing discussion of what fuel is best and most cost-effective to power work trucks carried over to this year's Work Truck Show March 3-6 in Indianapolis. While talk of electric work trucks has hit a frenzy, according to most everyone who represented the propane industry, there was a strong sense among key propane vehicle stakeholders that propane would continue to have a strong niche, especially with Class 3-7 vehicles.

"There was plenty to share about opportunities propane brings to the table," said Steve Whaley, director of autogas business development at the Propane Education & Research Council (PERC). "Propane autogas vehicles produce [less] greenhouse gases and significantly reduce NO_x emissions compared to other fuels, creating a healthier environment for employees and communities at an affordable cost to fleets." PERC had autogas vehicles and equipment on display, including a 2020 F-250 from Alliance AutoGas and a 2019 F-750 refrigerated van from ROUSH CleanTech.

Whaley, who is new to his position at PERC, has hit the ground running with professional propane autogas experience both at ROUSH CleanTech (Livonia, Mich.) and Alliance AutoGas (Asheville, N.C.). "In my experience, I have always been focused on what type of sale is going to require more gallons of propane to be needed. We have some exciting technology that is great for air quality, and the Alternative



Photo courtesy Superior Energy Systems



Photo courtesy Alliance AutoGas

Fuel Tax Credit has been retroactively extended to make propane vehicles an even better investment. The extension of the Alternative Fuel Tax Credit is a win for fleet managers, allowing them to further take advantage of the financial benefits of propane autogas in addition to the environmental benefits it provides fleets." Whaley noted that even without the Alternative Fuel Tax Credit, propane autogas already offers the lowest total cost-of-ownership of any vehicle fuel, so the tax credit is icing on the cake for propane autogas fleet managers.

The annual Green Truck Summit, held a day prior to the Work Truck Show, featured PERC's president and CEO, Tucker Perkins. A session titled, "Alt Fuels and Technology: Evolution Toward Zero Emissions," was presented by Perkins, along with Dave Howell, deputy director for the U.S. Department of Energy's Vehicle Technologies Office, and Michael McDonald Sr., director of sustainability and government affairs with UPS. Perkins and Whaley also shared the latest developments in the evolution toward zero emissions in separate meetings with Department of Energy (DOE) officials as well as representatives from Clean Cities Coalition.

PROPANE CONCEPT ENGINE

"PERC has put funding into a project with Cummins to develop a new 6.7L purpose-built propane concept engine which now is in demonstration mode," Whaley told ***BPN***. "The engine is in a vehicle at a retail propane operation. We are very excited about what we are seeing so far in terms of horsepower, torque, and efficiency." Whaley also spoke about the prospects for renewable propane, which could represent 50% of propane in the U.S. by 2040. "Renewable propane not only gets us a seat at the EV (electric vehicle) only table, but brings near zero emission with particulate matter, NO_x, and now carbon intensity scoring that is far below the national levels of electricity off the grid."

Alliance AutoGas made news at the Work Truck Show with its latest technology in a 2020 Ford F-250. The company unveiled an aftermarket



Photo courtesy Superior Energy Systems

autogas system for the Ford 7.3L V8 engine. The bi-fuel engine will provide an average savings of $1 per gallon on fuel and extend operating range more than 700 miles between refueling. This gives fleets an added advantage of not servicing complicated emission control systems or buying DEF fluid, as with diesel engines. "It is exciting to finally see a modern, high-torque engine in the marketplace," said Ed Hoffman, president of Blossman Services (Swannanoa, N.C.; the distribution partner for Alliance AutoGas systems). "With our Alliance AutoGas engineering systems, this engine will offer a diesel-like performance at a fraction of the cost."

Hoffman talked with ***BPN*** about the rampant talk of electrification that he heard at the Work Truck Show. "Once we got into discussing the details, I think people understand that the concept of electric vehicles designed for heavy-duty service is just not practical," Hoffman said. "We saw a lot of interest in propane despite the 'electrify everything' talk. Consider this: if we electrify everything, does that mean propane bobtails and service trucks one day run on an electric battery? Does that make any sense?"

Todd Mouw, president of ROUSH CleanTech (Livonia, Mich.), was joined by several fleet managers in leading a session, "The Most Versatile Alternate Fuel Solution." Topics included: why these fleet managers chose to incorporate propane autogas vehicles into their existing fleet; how this alternative fuel works for fleets of their size; and what challenges they faced and benefits they've experienced due to this affordable fuel.

USPS DELIVERIES

"One of our big accomplishments this year is the sale of eight propane autogas-fueled Ford F-750 delivery trucks to McAbee Trucking, which does contract delivery for the United States Postal Service (USPS)," Mouw said. "This is the first time that U.S. postal packages are being delivered by propane autogas trucks." As for potential, there are nearly 10,000 USPS box trucks like these that really pile on the miles and Mouw is confident things are going well with the McAbee trucks.

"Propane is really a great fit for the size and duty cycle of the trucks we use in our business," said Lisa McAbee, owner of McAbee Trucking, who joined ROUSH CleanTech at the Work Truck Show. Mouw credited staff member Dylan Kyle as well as PERC's Whaley for developing the relationship with McAbee in fall 2019. Mouw told ***BPN***, "Through discussions, it became clear that Lisa McAbee was willing to be a change agent and give propane a chance to make a big difference in the success of her business."

Each of McAbee's propane trucks is equipped with a Ford 6.8L V10 engine and ROUSH CleanTech propane system, which is 90% cleaner than the Environmental Protection Agency's most stringent heavy-duty emission standards, according to ROUSH. With the unveiling of the new propane delivery trucks at the Work Truck Show, ROUSH CleanTech received *Heavy Duty Trucking's* Top 20 Award for the second year in a row. This award recognizes the company's near-zero emissions vehicles.

ROUSH CleanTech, an exhibitor at the

Photo courtesy Propane Education & Research Council

Work Truck Show since 2009, continued to talk to some of the potential customers in businesses that have done well with propane vehicles. “Many in distribution of products that typically use Class 4-7 vehicles such as water, beverage, wine, and food distribution are typical of prospects we are talking to. School districts are continuing to expand the propane vehicle market share,” Mouw said. “New factors are making companies take a closer look at propane vehicles. The introduction of renewable propane, new technology such as air brakes for propane vehicles, lower emissions, and low prices for propane are factors working to our advantage.”



Photo courtesy Superior Energy Systems

As for challenges, Mouw feels that it remains human nature for many to be resistant to change. “As an industry, we have not done our best to talk to local stakeholders and personally pound home the message of all the benefits propane can provide that represent significant solutions to customer needs. Nonetheless, we are definitely making progress.”

Throughout the Work Truck Show, PERC asked attendees to bring to the booth a token that was mailed to them prior to the show. Each token represents a $5 donation that PERC will make on each attendee’s behalf to a nonprofit organization that supports respiratory health in the United States. An announcement on the recipient organization and the amount of that donation is expected this spring. Whaley explained, “By donating to a nonprofit dedicated to improving respiratory health for Americans, we’re furthering our mission for cleaner air in the U.S. Stay tuned.” ■

NPGA BOARD'S AGENDA: ELIMINATING ROADBLOCKS, HELPING INDUSTRY THRIVE

STEVE RELYEA

In recent months, the industry has faced several challenges having to do with decarbonization and has scored several successes positioning propane as clean energy. These were among the many issues reported on during the National Propane Gas Association (NPGA) Board of Directors Meeting held Feb. 11 in Scottsdale, Ariz.

At the meeting, Steve Kaminski delivered his first president's report. In it, he highlighted some of the work the association has done since he became its president and CEO in late October.

He began by defining what NPGA should mean to the propane industry: "We should eliminate roadblocks to help your business thrive," Kaminski said. "If there are roadblocks we need to eliminate that we don't know about, let us know. You direct NPGA, not the other way around, so your feedback is what I value most."

Among the association's achievements he listed were the following:

Alternative Fuel Tax Credit: The AFTC has been extended from Jan. 1, 2018, to Dec. 31, 2020. "For the first time, NPGA has provided an official guidance on how to claim the credit," Kaminski reported. "Share it with your tax advisor."

HUD final rule: The Department of Housing and Urban Development (HUD) has published a final rule incorporating an NPGA-advocated regulation interpretation. HUD had originally proposed that for a home to be eligible for certain federally-backed home loans, a propane tank of up to only 250 gallons could be within 300 feet. "We upped that to 1000 gallons, if it complies with NFPA 58," Kaminski said. "This was four years in the making, and it came to fruition two weeks ago."

Decarbonization: Gas bans are being debated in more than 100 cities and counties nationwide. NPGA is focusing its efforts in this space by creating a "stopgap toolkit" of materials to use to counteract these bills right away; working with PERC on a comprehensive long-term plan to tackle this growing issue; and supporting legislative action to counteract these bills—three states are considering bills that would prohibit municipalities from imposing such bans. Those states are Arizona, Minnesota, and Tennessee. (As of this writing, the bill in Arizona has passed.) "We have done our homework on decarbonization and started to take significant action," Kaminski said.

Apprenticeships: NPGA has collaborated with PERC on the development of registered apprenticeship programs for drivers and service technicians. The association will administer the programs.

Collaboration: In the past month, NPGA has secured a position as a member of the National Clean Energy Week Steering Committee, has re-secured a previously-vacated position on the National Oil and Natural Gas Subsector Coordinating Council, and has "re-engaged in a meaningful way" with the World LPG Association (WLPGA), Kaminski said. At a WLPGA event held the week before the NPGA board of directors meeting, he made three presentations.

Regulations: NPGA staff have undertaken "a massive set of initiatives" having to do with regulations. Among the issues they are addressing are gas bans, reach codes, carbon labeling, the Federal Energy Regulatory Commission (FERC) index rate for interstate liquids pipelines, and the Chemical Facility Anti-Terrorism Standards (CFATS) program. Staff will also be working on the 2023 edition of NFPA 58. "There are tons of other regulatory programs we are addressing too," Kaminski added.

Concluding his report, Kaminski thanked those who have furthered his education about the industry since his appointment was announced last fall. "I want to give a big thanks to NPGA staff and the executive committee for getting me up to speed."

ENERGY OF THE FUTURE

Earlier in the meeting, NPGA chair Randy Thompson focused on the climate change debate and the industry's growing participation in it.

"We want a future for our industry, and propane is an energy of the future," the founder and senior advisor at Thompson-Gas LLC said while presenting the chair's report. "The climate change debate is real. We can't have our heads in the sand; we must stay engaged."

Thompson reported that NPGA and PERC have been working on climate change messaging. He added that both groups have research resources that are available to members of the industry. "If you need help, call us," he added. He concluded that in the climate change debate, the propane industry needs to keep putting forth a positive message.

"We are a small industry, so we need to have a big attitude," Thompson said. "We need to believe we can win—and we can. We are the bedrock of America. Propane is the cleanest energy. We have a compelling story. We should be proud of

Continued on **Page 76**

2020's FEATURED PRODUCTS

Propane companies continue to provide essential services to their customers worldwide-wide during these uncertain times. For them, it is business as usual, but with added safety and security for personnel.

But, as they maintain their businesses, they still have a need for the products and services that keep them moving. Although our industry did not have the opportunity to view and discuss the products set to be on display in Nashville, ***Butane-Propane News*** is profiling a large selection of the new products and contact information to keep our marketers and propane family up to date.



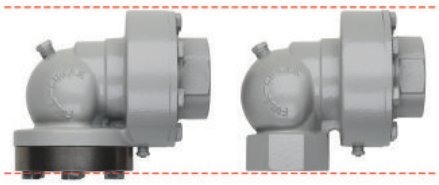
Back Office Software

EZ-Link Office, a new back office software built specifically for the propane industry, is now available from **Gas Equipment Co.** (GEC). Users of this software can integrate to Base Mobile Computing system, QuickBooks, and Sage Business Works software. Designed for small- to medium-sized propane companies, EZ-Link Office is an economical solution that allows companies to stay with their familiar G/L accounting system while providing all the flexibility that comes with web-based design. *gasequipment.com*



LPG Additives

Lumin LPG Additives with CH25X technology, by **ValvTect Petroleum Products**, is a premium LPG product that is said to help cut costs and improve productivity. Premium LPG with Lumin boosts power output, improves fuel economy, reduces emissions, and decreases downtime and maintenance expenses. A full complement of merchandising materials including pump identification, tank labels, and sales flyers is available. Optional BlueMoon filtration systems can help remove particulates and other contaminants to keep fuel systems running clean. *valvtect.com*



Swivel Joint

Full-Circle is introducing its new UL-listed flanged-option swivel joint for hose reel applications. This allows for an alternative installation over the FNPT threaded connections in the swivel body. The flanged-option swivel is a "bolt-in" replacement for the current design with identical external dimensions. The flanges, machined from barstock, are available in 1-1/2-in. or 2-in. threaded, socket-weld, or butt-weld versions. Stainless steel is also available. *fullcircleswivels.com*



Compact Regulator

RegO's compact 3/4-in. back-mount second-stage regulator, model LV3403B66R, is designed for easy installation. Its standard features include laser-engraved epoxy paint for decades of easy identification, pressure taps on the input and output, and a large vent that minimizes freezing. It has an available remote venting kit, requires no-tool adjustments, and is covered by a standard 10-year warranty. *regoproducts.com*



Tank Dolly

The **Renaldo** EZTC717 has been redesigned to accommodate the needs of a changing industry. Any size ASME tank up to 1000 gallons can be set by one operator and a utility trailer. It is described as lighter, more compact, and more efficient than prior models. The EZTC717 ASME tank dolly provides a safe and efficient platform from which to deliver any size residential propane storage tank. *renaldo.org*



LPG Bobtail

Offered by **Transwest Trailers** and manufactured by **Summit Truck Bodies**, this LPG bobtail comes with a number of features that are standard to fulfill the needs of the propane industry. These features include high-mounted overhead tail lights, solid bumpers manufactured to DOT regulations, and an electrical junction box located on the rear of the truck to simplify servicing or repairs. Every bobtail also comes with a hose reel available in multiple sizes and styles. Further customization is available. *transwest.com*



Internal Valve

The ME1000 series internal combination valve from **Marshall Excelsior** (MEC) is designed to incorporate the full functionality of the primary internal control valve and excess-flow protection, followed by a fully integrated positive shut-off downstream valve section, and incorporation of the stainless steel filter element section of a traditional Y-strainer, all in one compact unit. This combination, with fewer connection joints, leak points, and overall weight, is well suited for liquid or vapor withdrawal in LPG dispenser and NH_3 nurse tank applications as well as emergency liquid withdrawal on stationary and mobile tanks, among many other applications. The ME1000 series features a range of excess-flow closing springs. Its universal tee body design ships complete with the bottom port factory plugged, allowing for plumbing configurations in tight-clearance areas. The ME1000 series is also designed to utilize the standard ME990 Series internal valve packing glands for easy serviceability. *marshallexcelsior.com*



Propane Hose

The "orange band" **ELAFLEX** propane hose has recently been listed to UL21 and has been approved to CSA 8.1, making it now available to the North American market. Sizes range from 1/2-in. to 2-in. The hoses feature strong resistance to abrasion, low permeation, extremely low leaching of extractables that harm injectors, and a 2-year manufacturer's warranty. They can solve performance issues on dispensers, reels, and bobtail loading points. *elaflex.com.au*



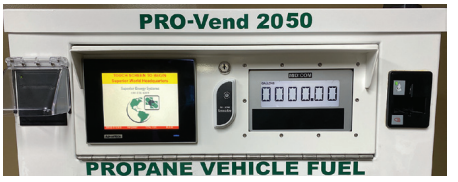
Simplified Monitoring

Worthington Industries' SmartLid, designed with the technician in mind, integrates an Otodata heating tank monitor into a protective lid. It features easy installation, durable protection, and optimal coverage. Installation requires minimal training and no extra tools, which saves time and money. *worthingtonindustries.com/smartlid*



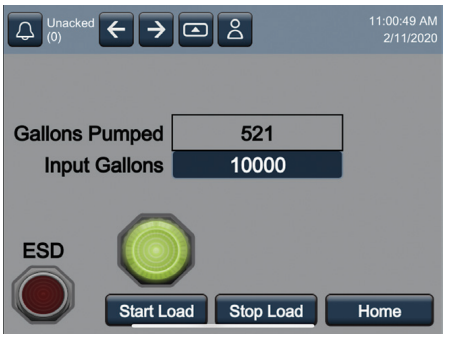
Software

Cargas Energy has some new and upcoming features, including an HVAC service module and mobile application, advanced reporting and dashboard capabilities, and a point-of-sale mobile application. Its software, designed for fuel delivery and HVAC service companies, will help fuel dealers do more with the resources they have to grow their businesses, utilizing tools for fuel delivery, customer service, HVAC service, and cylinder exchange. *cargasenergy.com*



Autogas Dispensers

The PRO-Vend 1050 retail autogas dispenser from **Superior Energy Systems** features an enhanced software system that allows for communication with Gilbarco, Ruby, and Dresser Wayne retail fuel management systems. It has control-board-mounted LED lights related to system functions for easy troubleshooting. The PRO-Vend 2050 is a customizable web-based propane autogas fuel dispenser with an integrated fuel management system. It tracks key data such as driver and vehicle identification, mileage, and gallons pumped for a nearly unlimited number of vehicles, drivers, and customers. The software allows for exportation of fueling transactions and data directly to accounting software. *superiornrg.com*



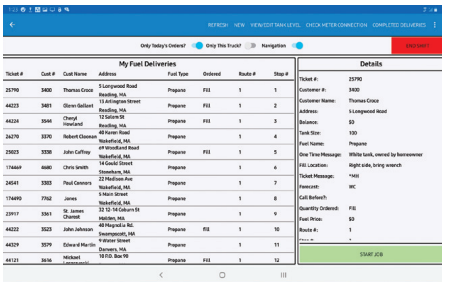
Terminal Automation Control

Superior Energy Systems' Integrated Terminal Automation Control provides midstream terminal users the ability to customize their terminal's backend control system to improve both efficiency and safety. Customized processes include the starting and stopping of pumps, opening and closing of valves, beginning and ending of deliveries, changing process control variables including high and low liquid levels and pressure/temperature set points. In addition, the system utilizes a density meter to verify the state of the propane (liquid or vapor) and identify the process point from liquid withdraw to vapor recovery during railcar unloading. It also allows for remote monitoring of emergency-shutdown devices (ESD) for monitoring specific zone alarms. The controls offer increased security by allowing managers to operate terminal functions remotely and shut down terminal processes with the push of a button. Efficiencies are increased with the ability to begin, end, and change functions from any location. Operated through a tablet or smartphone, it provides use by multiple user accounts and at varying security level access. The system can be added to any new or in-use terminal. *superiornrg.com*



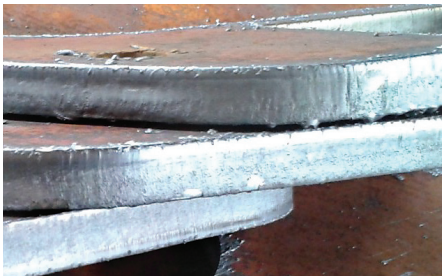
Controlled Substance Testing

PERS DATA is a third-party administrator (TPA) that tests for controlled substance use and alcohol misuse. Its program helps carriers subject to U.S. DOT drug and alcohol regulations combat the high cost and confusion associated with compliance. It also offers non-DOT drug testing. *pers-er.com*



Software

Blue Cow Software has introduced its new Ignite Mobile Fuel for Android, which offers fuel dealers a fresher and more cost effective way to manage their delivery fleet. In addition, enhancements have been incorporated into the Blue Cow suite of software products, including automated operational system checks, power dashboards, and an updated unique design to its vigorous reporting functionality. *bluecowsoftware.com/bpn*



Additive

Pro 2000-T propane cutting torch concentrated additive will cut steel up to 19 inches thick, as well as acetylene or propylene, providing clean cuts with less grinding needed prior to the weld. According to **World Resources**, its Pro 2000-T significantly increases cutting speed and reduces oxygen use. Torch tips stay clean. When 3 oz. of Pro 2000-T concentrate is added into a 100-lb cylinder, it produces the equivalent of 100 pounds of propylene at a fraction of the cost. *worldresourcesltd.com*



Industrial Coatings

Sumter Coatings Inc., a supplier to the propane industry for more than 23 years, manufactures industrial coatings for propane tanks, among other products. *sumtercoatings.com*



Tankless Water Heaters

The new **Navien** NPN tankless water heater is offered in two series, the NPN-Universal (indoor or outdoor with vent cap) and NPN-Exterior (outdoor only), available in 160,000 Btuh, 180,000 Btuh, and 199,900 Btuh propane models. The NPN series is the first and only non-condensing tankless series to offer NaviTech technology that includes a stainless-steel heat exchanger and an advanced stainless-steel burner with the same very low NO_x levels as the NPE. Both the NPN-U and NPN-E include an integrated control panel, built-in water adjustment valve, built-in air pressure sensor, built-in recirculation control, and a pin-to-pin matching configuration for easy retrofit installations. Additional features of the 0.81 UEF NPN series are wi-fi remote control capability with NaviLink, cascade capability with other NPN units, low noise levels for quiet operation, and a sleek, space-saving, and lightweight design. *navieninc.com*

Hose Reel Assembly

ELAFLEX now has available hose reel assemblies consisting of a reel and hose. The reels are offered with various drive systems including spring, hydraulic, pneumatic, and electric. The lightweight steel and stainless steel frames make for a strong, high performing unit. *elaflex.com.au*



Telemetry Solutions

Anova has expanded the WESROC line with the addition of the Anova 415, and has launched analytic services. The Anova 415 features increased dependability, versatility, and accuracy. It has a 15-year battery life, extensive compatibility with other portals and mobile apps, and a dial that is said to be 2% more accurate than traditional dials. It is easily installed and stays connected with daily calls and half-hour alarm checks. *anova.com*



Valve

Squibb Taylor has enhanced its Quik Jaw valve to make it even more durable than before. The improved features include its stainless steel handle that provides increased impact resistance and wear-resistance from heavy usage; an updated bonnet to improve its latching mechanism; and the jaws are now polished carbon steel for smoother operation. The Quik Jaw is a minimum-loss valve with a loss of 0.75 cc at disconnect. Its design reduces repetitive hand and wrist injuries associated with regular twist-on valves, and a safety tab prevents the valve from being removed while in operation. *squibbtaylor.com*



LPG Reels

Two new design updates have been made to **Hannay Reels'** line of LP-gas reels. The unit's Guidemaster option has been redesigned and given a new model name, the GM-X. To increase its durability and serviceability, the GM-X now features a one-piece 303-grade stainless steel body, replacing its cast aluminum construction, and redesigned roller guides made of a polished, wear-resistant zinc alloy with thickened bottom flanges. Stronger bushings and fasteners, with removal of all blind-threaded holes, eliminate the potential for galvanic corrosion and improve serviceability. The second upgrade, universal on all 1-1/2-in.-model LPG reels, is a greaseable split bearing on the plumbed side of the reel that simplifies the bearing's replacement since product no longer needs to be evacuated from the reel and hose. The bearing can be replaced in less than 5 minutes while leaving the swivel joint and all other components on the reel intact. *hannay.com*



Electronic Meter

Liquid Controls Corp. has developed what it considers the new benchmark in electronic meter registration, the CENTRILOGiQ connected technology platform and the LCR.iQ, a powerful and scalable electronic register platform. It features a bright, high-definition display for easy visibility; durable construction to withstand the elements; large, configurable smart keys; and requires little to no training to operate. The LCR.iQ was recognized with the 2019 iF Design Award by the International Design Federation for its user-friendly design and demonstrated intelligent features in the Discipline of Product, Industry & Tools category. *lcmeter.com*



Autogas Engines

Alliance AutoGas is introducing its autogas technology progress on 2020 and 2021 model year vehicle development programs. Fleets will now have a practical choice offering a simplified, lower-maintenance alternative compared to a gasoline engine, while still providing a reduced fuel cost per mile compared to diesel engines. Alliance AutoGas' 2020 Bi-Fuel 7.3 engine for Ford vehicles will provide average savings of $1 per gallon on fuel, extended operating ranges over 700 miles between refueling, and give fleets the option of not servicing complicated emission control systems or buying DEF fluid. Along with the Ford 7.3 engine, there will be a record number of new Alliance AutoGas bi-fuel products in the commercial marketplace, including a comprehensive portfolio of Ford branded products, General Motors, and Dodge. Offerings include the 2020 Ford Explorer; Ford F-750s with the all-new 7.3 engine; Ford Transit (3.5 PFDI and 3.5 EcoBoost); Ford F-150 (3.3 PFDI and 5.0 PFDI); Ford 6.2-liter Super Duty Pickups; Ford 6.2-/7.3-liter E-Series Vans; General Motors 6.6-liter EcoTec3; and Dodge Durango 5.7-liter V8. *allianceautogas.com*



Multi-User Grills

Designed to withstand frequent use in settings such as resorts or condominiums, Fire Magic Choice Multi-User grills from **R.H. Peterson** feature durable materials, reliable controls, and low-cost operation. Available in three sizes of built-in models or post-mount units, the grills include a turn-to-light ignition (no power required, no batteries to change), anti-theft knobs and cooking grids, a one-hour automatic shut-off timer, and more. As with all Fire Magic grills, the Choice Multi-User collection boasts patented Diamond Sear Cooking grids offering superior grilling performance**.** *firemagicgrills.com rhpeterson.com*



2-psi Dialectric Regulator

RegO has created another layer of safety by isolating potential electrical current on its LV4403Y3D series dielectric second-stage regulators for 2-psi systems. This versatile series also features laser-etched epoxy paint for easy identification, a serviceable design, easy adjustment, an integral relief valve, and a 25-year service life backed by a 10-year warranty. It is made in the USA. *regoproducts.com*



Operations Software

ADD Systems' enhancements to its back office and mobile solution enable propane companies to offer the exceptional customer experience required today. ADD Systems' software offers customers a sense of control and insight by automatically informing them of real-time activity via text/email, giving efficient and accurate information via CSR's 360º customer view, and giving self-service options via real-time web portal. *addsys.com*

Tanks

Metsa Tanks offers tanks ranging from 120 to 1000 gallons, aboveground, underground, and aboveground/underground. Also available are heads, domes, and accessories for manufacturers and refurbishing shops. *metsa.com*



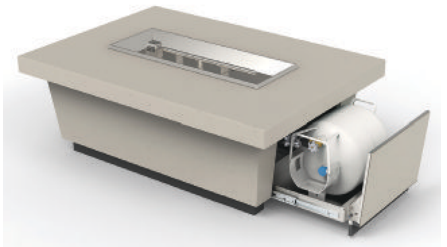
Smart Meter

Bergquist Inc. has unveiled an innovative LPG smart meter equipped with LoRa cloud technology. The new product, the Mesura Smart Meter from **Cavagna Group**, ensures the most accurate LPG measurements. Mesura Metering, the Cavagna Group subsidiary developing its metering division, integrated Semtech's LoRa devices into the new LPG smart meter in order to connect it to a cloud platform. Cloud access allows the smart meter to send usage data directly to the LPG utility facility. Companies that manage multiple LPG networks are then provided with clear data based on specific measurements. The smart meter removes manual calculations from data collection, allowing for a more streamlined billing process free of estimates or human error. It also allows consumers to pre-pay based on their individual LPG needs. LoRa enables gas companies to be notified promptly of non-paying customers or system malfunctions with the ability to assess them immediately from their facility. *cavagnagroup.com*



LP Crane Truck:

The LP crane truck, offered by **Transwest Trailers** and manufactured by **Summit Truck Bodies**, is built using leading-edge design and manufacturing techniques to ensure high quality and customer satisfaction. The crane truck comes with standard features such as an auto hook release on the crane, capacity rating of 6000 lb at 5 ft, phase-3 radio system, backup alarm, reach of 29 ft, and remote engine start/stop connected. *transwest.com*



Firetable

American Fyre Designs' Contempo firetables from **R.H. Peterson** bring a sleek, contemporary design to outdoor living spaces. The newest offering in the Contempo collection is the American Fyre Designs Contempo LP Select. Featuring a low-profile chat height, the rectangular-shaped table houses a 60,000-Btu linear burner, manual flame sensing controls, and a convenient storage drawer for a horizontal-style propane tank. As with all American Fyre Designs products, the Contempo LP Select firetable is crafted from durable glass fiber reinforced concrete and is available in several finish options. *americanfyredesigns.com rhpeterson.com*



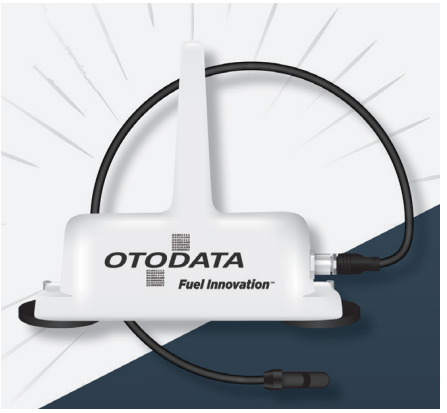
Lightweight Cylinder

Viking Cylinders are lighter than aluminum and steel cylinders, with a tare weight of just over 17 pounds. Filled to capacity, they weigh less than the OSHA-recommended 50-lb limit. The low weight, combined with an ergonomic design and BLEVE-free characteristics, make this cylinder very easy to lift, handle, and stack, further reducing the risk of workplace injury or accidents. They are approved for use in all 50 states and over 70 countries. *hexagonragasco.com*



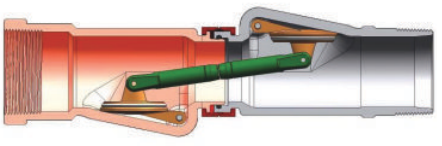
Software

RCC's newest release of V10 comes with many enhancements including a full accounting suite, CRM, customer hub, imaging, and more. The Dispatch Manager is RCC's FDS (Fuel Distribution Software) mapping and optimization solution that gives dispatchers vital information with immediate results. MOGO (Mobile Office on the GO) is FDS' handheld solution for delivery, service, cylinder, and meter reading in the field. RCC also offers cloud hosting. *rccbi.com*



Tank Monitor

Otodata Tank Monitors has introduced a new roster of products, three of which are collaborations with industry majors that will expand its offerings and provide improvements to its existing solutions. *otodatatankmonitors.com*



Breakaway Adapters

Smart-Hose Technologies' Break-Away Adapters protect plant, tank truck, railcar, and loading arm piping against the catastrophic effects of unintentional pull-aways. Smart-Hose Technologies has been granted an exception from the RRCT LP-Gas Safety Rule Section 9.143(d)(7)(E)(i-ii), which mandates a 12-in. Schedule 80 riser pipe be used for product transfer at bulkhead applications. The exception allows LPG bulkhead transfer applications to utilize the Smart-Hose Break-Away coupler as an alternative. The coupler is designed with an engineered break point located between two swing check-valves. In the event of a pull-away, the coupler would automatically shut off at both the bulkhead and tank truck side. This exception improves the safety of product transfers at bulkhead applications. *smarthose.com*



Locks

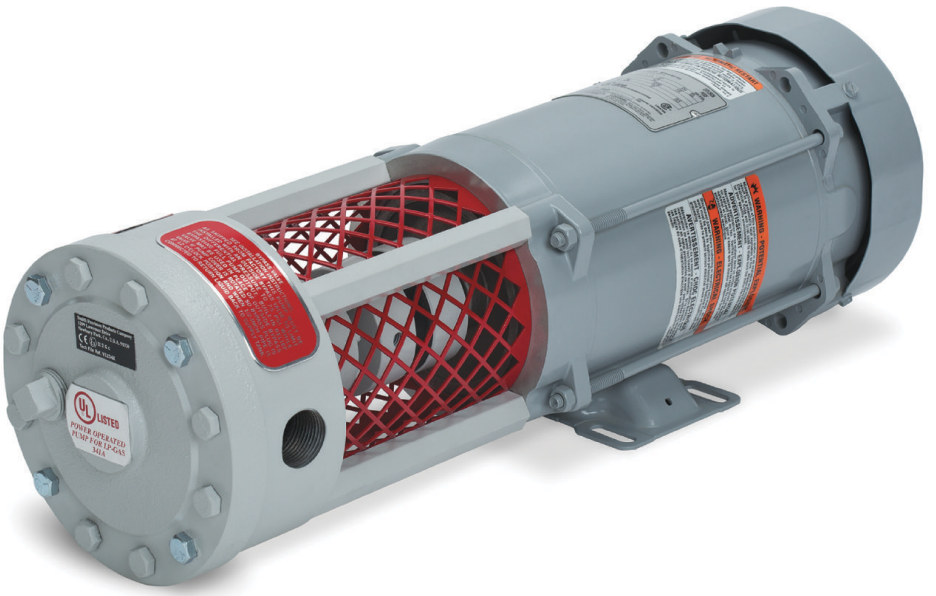
Designed to protect a propane supplier's investment by ensuring that customers comply with their contracts, and don't buy off-contract, the Fill Valve and POLocks from **Lock America** are beneficial when customers are on automatic fill-up contracts, and for those relying on tank monitoring software. The locks are built around tamper- and weather-resistant tubular keyways, with a heavy-duty key designed and registered exclusively to each supplier. The locks are easy to install, and can be keyed alike for a single company or separately. The Fill Valve Lock is available in heavy-duty and moisture-resistant versions. The lock body and the key are solid brass; the locking cap is steel. *laigroup.com*



Routing Tool

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INTRODUCING THE PROPANE INDUSTRY'S 30 UNDER 30

Thirty young propane professionals, who were nominated by others in the industry, have been selected as Charter Members of the Young Gassers' 30 Under 30 Program. Each of these young adults will receive a variety of assignments, perks, and recognition within the propane industry for their participation.

This is the inaugural year of the 30 Under 30 Program. Created by the International Association of Young Gassers in conjunction with the National Propane Gas Association (NPGA) and the Canadian Propane Association (CPA), the program is meant in invest in, engage, and encourage young professionals working for companies directly involved in the propane gas industry.

These young professionals will be tasked to interact and coordinate on marketing and PR programs designed to improve the overall image and health of the industry; embed a younger and more vibrant point of view into industry trade associations; encourage other young persons, both professional and technical, to choose career paths in the propane gas industry; create liaisons and alliances between NPGA, CPA, state, provincial, and YG trade associations; and faithfully represent our industry to the national and international propane consumer through social and emerging media channels and local community involvement.

The International Association of Young Gassers is a professional networking, social, and service organization of the propane industry. For more information, visit *younggassers.org*.

Following is a brief description, as provided to ***BPN***, of 15 of the inaugural members of 30 Under 30. The remaining 15 will be introduced in the May issue.



Nate DeBerdine
Dead River Co.
Auburn, Maine

Nate DeBerdine began working at his family's energy company located in Lancaster Pa. at the age of 16. Continuing to work part-time through college over breaks, he gained field knowledge and experience in energy product sales.

Upon graduating from Susquehanna University in May 2019, Nate accepted a position at Dead River Co. based out of Portland, Maine. Starting as a manager trainee, he was in an operations rotational program that lasted just shy of six months.

Most recently in October 2019, Nate accepted a permanent position with the company as an administrative service manager at one of Dead River Co.'s markets located in Auburn, Maine.

Barrett Conway joined Cetane Associates' Bethesda, Md. office as an analyst in January 2020. Barrett provides analytical support to the firm's deal execution team, helping clients with the sale of their energy businesses. Prior to joining Cetane, he worked for five years as an associate in the wealth management area of HighTower Advisors in Houston.

Outside of work, Barrett has been involved in various organizations in Houston including Young Professionals in Finance, Yes Prep, and CHARM Ministries. After recently moving with his wife to the Washington, D.C. area, he plans to get involved in various organizations there. Barrett holds a BBA finance degree from Texas A&M University in College Station.



Barrett Conway
Cetane Associates
Bethesda, Md.

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Jamie Oil has acquired Juniper Farms — Bolton Oil

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Connecticut Propane & Petroleum has acquired Phoenix Propane

Reliance Oil has acquired George H. Blouch Fuel Service

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MacFarlane Energy has acquired Munhall Energy

HOP Energy has acquired Brodeur's Oil Service Inc.

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Contact us for a confidential discussion 860.592.0089



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STEVE ABBATE
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Cooper Wilburn
Propane Resources
Mission, Kan.

Cooper Wilburn is part of the consulting department at Propane Resources. Cooper has worked with the consulting group for more than five years, performing business valuations, business sales, and business and market reviews. Cooper enjoys spending time at the lake and playing volleyball.

He has a Bachelor of Science degree from the University of Missouri.



Monika Goss
R.N. Goss Gas Products
Reno, Pa.

Monika Goss earned her master's degree in biomedical engineering and had an exciting career managing a neural engineering research laboratory, but knew she always wanted to return as fourth generation to her family's business in industrial gasses, propane, and welding supplies. She returned in the spring of 2018 and served as the purchasing and inventory manager before taking on the responsibilities of assistant general manager in 2019. Monika enjoys working with her father, third-generation Dave Goss, and having the opportunity to be a part of the next chapter at RN Goss Gas Products and Provanta Inc., both celebrating 85 years in business, and RenovEx Inc. Monika is excited for the future of the companies which includes projects such as converting the entire delivery fleet to propane-powered vehicles. In her free time, Monika loves to backpack, bake, and travel.



Daniel Libralato
Anova
New Province, N.J.

Daniel Libralato is the U.S. customer success analyst at Anova, a global leader in remote monitoring solutions. Holding a key customer-facing position, he is critical to ensuring customers are maximizing the value of their investment pre, during, and post-sale, leveraging his background in data analytics and engineering. Daniel provides end-to-end training on Transform, an industry-leading proprietary analytics software, to improve operational efficiencies and ultimately, the end-value to every customer. With nearly five years within the Anova/Gaslog family, he has become the visionary behind internal training and webinars to ensure Anova remains an influencer in the LPG industry where innovation, transformation, and responsiveness are the foundational pillars to every customer engagement.

As a current account manager at Warm Thoughts Communications in Clifton, N.J., **Dan Montero** is an online and direct marketing expert who has advised dozens of energy services companies on improving their web presence,



Dan Montero
Warm Thoughts Communications
Clifton, N.J.

search capabilities, direct response advertising and return on investment. He has launched and managed dozens of websites, SEO/SEM and broad-based advertising campaigns across the industry. He puts a dedicated focus on building strong client relationships, and always makes sure to bring his sense of humor to the table. When away from his desk, Dan is a devoted globe-trotter having visited more than 43 countries to date, and is always looking forward to which stamp will be the next on his passport.



Meranda Hormann
Westmor
Morris, Minn.

Starting with Westmor at only 16 years old, **Meranda Hormann** has now been with the company for over a decade. Meranda grew up around Westmor as her father has worked there for more than 30 years; so it was obvious to her at a young age that she wanted to be a part of the company. Meranda

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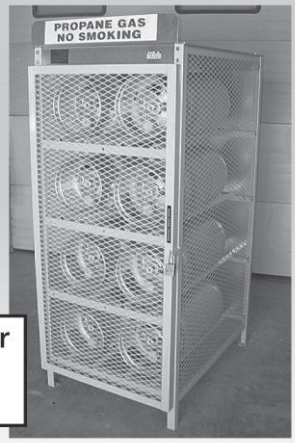


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started by mowing lawns and doing yard work around the office and shops. Soon enough she got noticed and found herself interning in the engineering department. After graduating from high school, Meranda continued to work part-time for Westmor as she attended North Dakota State University for a Bachelors of Science Degree in Mechanical Engineering. Meranda has now been on-board full time with Westmor for four years as a mechanical engineer. Despite being one of the only female engineers in the industry, she enjoys the challenge of creating new, innovative designs and working with shop employees to help a complete unit come together. Being born and raised in Minnesota, Meranda enjoys her summers on the lake with her high school sweetheart and now husband, Drew Hormann.



Colton Hayes
Westmor Industries
Morris, Minn.

Colton Hayes started as a welder in the propane industry almost six years ago at the age of 21.

Colton started welding in high school, and once he graduated, he went to Tulsa Welding school. After welding in different fields, he started as a welder at Westmor Industries and quickly realized he wanted to learn more about the industry and turn it into a life-long career. Colton has since built new propane trucks as an assembler, became a certified code welder, repair technician, registered DOT inspector, and a state-licensed meter calibration technician.

He enjoys the propane industry because there is a new challenge with something to be learned everyday. He finds that the industry is full of opportunity and growth and a great career path for him.

In his free time, Colton likes to spend time with his family outdoors, ride his Harley, and watch football (Go Chiefs!).



Clay Navarette
Tri-Co Propane Inc.
Florence, Texas

Clay Navarette is a service technician for Tri-Co Propane Inc. in Rogers, Texas. He grew up in Florence, Texas and graduated from Florence High School. While in high school he played football and baseball and was honored with second team all district in both sports. He was awarded the Fighting Heart award his senior year in recognition for his leadership skills and compassion for others.

Clay spends time at the beach, playing softball on different leagues, and raising a son.

He joined Tri-Co Propane when he was 19 years old. He has worked his way to lead service technician and trains all new employees in service work.

Tri-Co Propane is very proud of Clay being selected by the Young Gassers International for the 30 under 30 program. He is a dedicated, hard-working leader in our company.

Dustin Rose entered into the propane industry in 2015 as a bulk delivery driver with Wendt's Propane & Oil in Sanborn, N.Y. During the slow season, Dustin spent a lot of time cross-training on the service side, making his skillset very versatile.

Dustin was recently promoted to service manager and has been handling dispatching for all propane and fueloil deliveries over eight counties



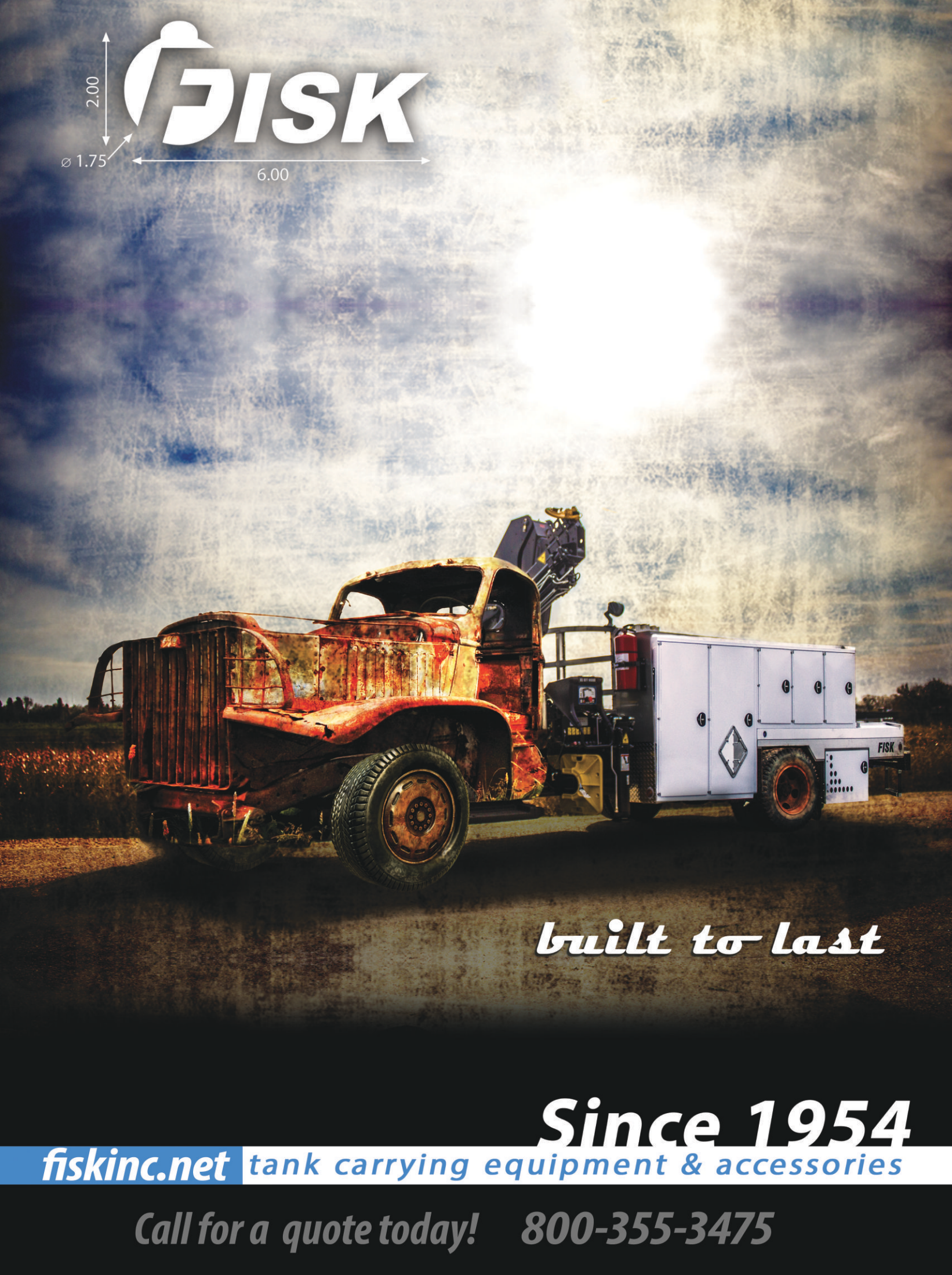
Dustin Rose
Wendt's Propane & Oil
Sanborn, N.Y.

In Dustin's free time you will likely find him on the golf course or hanging out with friends around his smoker.



Megan Barlow
Evergreen Propane
Warner Robins, Ga.

Megan Barlow has been working in the propane industry since she was 18 years old. Her family has been in the industry for more than 50 years. She started working at Heritage Propane in 2008 after graduating from high school. In 2012, her family opened Evergreen Propane. Megan has worked in a number of positions, including back office, human resources, and CSR support. She works along side her husband, Matt Barlow, who is a division manager for Evergreen Propane. Together, they have three boys, Jace, Grayson, and Hudson.


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Daniel Quiroga
Metsa Tanks
Ciénega de Flores, Nuevo Leon, Mexico

Daniel Quiroga is the sales manager at Metsa Tanks and has been working there for five years. He started as a sales agent with shared responsibilities in logistics. He has since grown to become sales manager and has been building a team worthy and passionate for the LP-gas industry.

Since joining Metsa he has more than doubled sales for the company and grown the brand internationally. He is looking forward to continuing working with Metsa and accomplishing his and the company's goals as a whole. He believes getting to know gassers and turning them into happy customers is the most gratifying feeling.

Daniel graduated in 2014 from ITESM in Monterrey, Mexico with a degree in mechanical engineering and is planning on studying for an MBA in the near future.

James Hajek got his start in the propane industry upon graduation from Central Washington University in 2013. James began working for Christensen Inc. in Seattle, where he was the propane department manager for a newly formed propane division at that facility. In 2016, he moved to Pasco, Wash. to work as a propane operations manager in Christensen's Pasco facility.

After moving to Pasco, James began getting involved with NPGA's Benchmarking Council, which he believes has helped him learn and develop his skills in managing a propane division. James enjoys working with others in the industry, especially from other parts of the country, because it gives him insight into different ways to accomplish the same goals. James' latest work has been focused on building a new propane rail terminal, which should be finished in 2020.

Recently, James has become a volunteer firefighter and will also be completing classes to become a certified EMT as he continues to look for ways to serve his community. James married his wife, Keely Hajek, in 2017. He enjoys spending time outdoors with his black lab duck hunting in the winter, and fishing on the Columbia River with his wife or spending time in the vegetable garden during the summer months.



James Hajek
Christensen Inc.
Pasco, Wash.



Krista Filous
John Rosbough Trucking
Lodi, Ohio

Growing up with a father who was a truck driver, **Krista Filous** understands the importance of hard work better than anyone. Krista has shown just that throughout her career. During high school and after graduation, she worked for Bob Evans. A few years later, Krista worked her way up and began working as an account clerk for the Village of Lodi before moving on to Westfield Insurance and finally John Rosbough Trucking where she is currently employed. She has now been with John Rosbough Trucking, LLC for two years as its administrative services manager, making sure things in the office run smoothly every day. Outside of the company, Krista has a love of traveling and hiking, and enjoys time spent with family and friends, including her two dogs and firefighter/EMT husband of seven years.

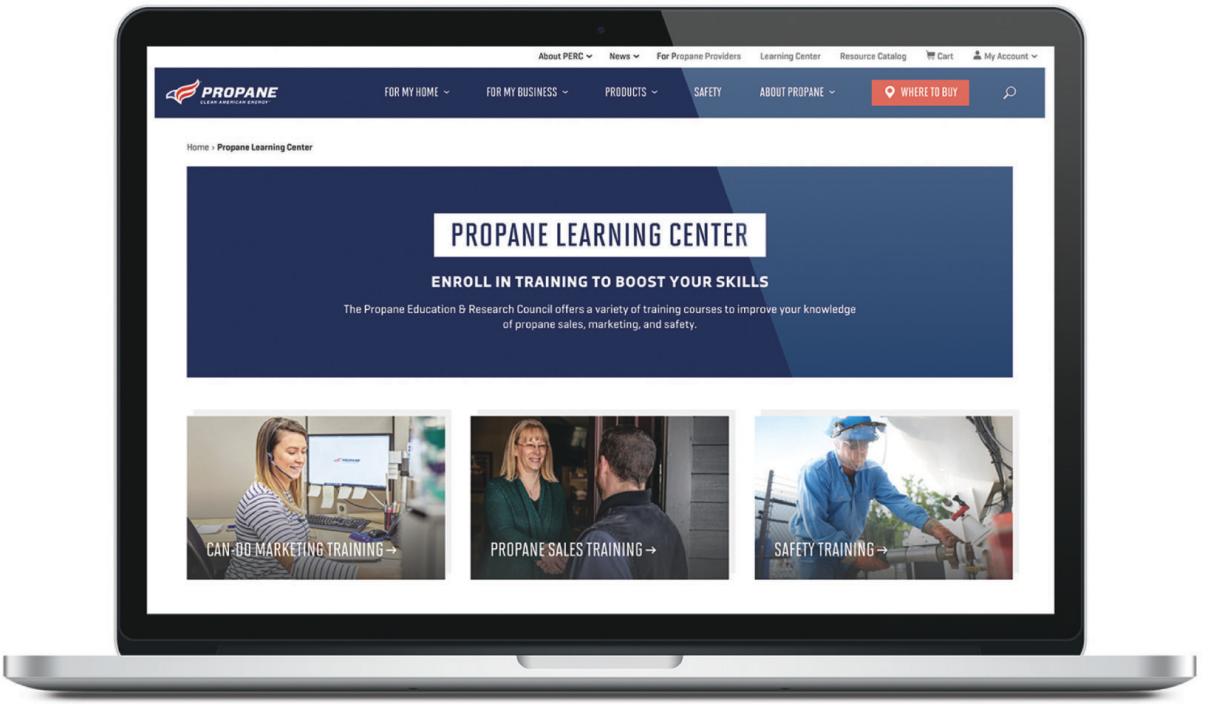


Ashton Fuller
Webster Garner
Clio, Mich.

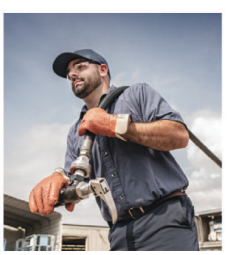
My name is **Ashton Fuller**, I am 24 years old. Since the age of 16 I have worked in my family's business. Currently I am the northern Michigan regional manager. At 19 years old I moved to a different town to take on the challenge of opening a new branch. Hard work, good teammates, and a father who took the time to mentor me blossomed the branch into the success that it is today. Learning the business and helping others succeed in life and in the workplace has been my passion. Being a female in a male-dominated industry has its own set of challenges, but has rewarding lessons that I've learned throughout the years. In the future I look forward to learning and improving the industry.

***The remaining 15 30 Under 30 charter members will be in the May issue of* BPN.**

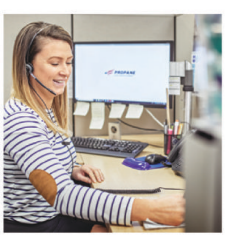
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FLAME-RESISTANT CLOTHING: FACTS AND FICTIONS

DAVE EMANUEL

Do you bet your life when you go to work each day? That may be exactly what you're doing if your work involves handling propane, or simply being in a propane-rich environment. According to Derek Sang of Bulwark Protective Apparel, "For some reason, the propane industry has been reluctant to use flame-resistant [FR] clothing in day-to-day operations even though they [may] have similar thermal hazards as say refineries or oil and gas drillers where the use of FR clothing is mandated."

INJURIES FROM FLAMMABLE CLOTHING

Sang explains, "What people don't realize is that serious burn injuries (more than 50% body burn) that can and do lead to fatality are not because of the flash fire itself, but because of clothing that is not flame-resistant, catching fire and continuing to burn. Clothing that has flame-resistant properties has the ability to extinguish itself and therefore minimize those burn injuries and dramatically increase survivability."

Employers should be aware that the Occupational Safety and Health Administration (OSHA) requires training on the proper selection, use, care, and maintenance of personal protective equipment (PPE)—even if employees provide their own equipment. Specifically, OSHA regulations specify, "Application. Protective equipment, including personal protective equipment for eyes, face, head, and extremities, protective clothing, respiratory devices, and protective shields and barriers, shall be provided, used, and maintained in a sanitary and reliable condition wherever it is necessary by reason of hazards of processes or environment, chemical hazards, radiological hazards, or mechanical irritants encountered in a manner capable of causing injury or impairment in the function of any part of the body through absorption, inhalation or physical contact."



Beyond that, the regulations state, "Employee-owned equipment. Where employees provide their own protective equipment, the employer shall be responsible to assure its adequacy, including proper maintenance, and sanitation of such equipment."

In spite of OSHA regulations and National Fire Protection Association (NFPA) standards for flame-resistant garments, Sang notes that a great deal of misleading and inaccurate information abounds. This creates an abundance of problems, beginning with the selection of the proper garments. The "thermal events," associated with propane handling and storage are typically short-duration flash fires: "A fire that spreads by means of a flame front rapidly through a diffuse fuel, such as dust, gas, or the vapors of an ignitable liquid, without the production of damaging pressure" (NFPA 2013-2020). Consequently, the appropriate flame-resistant clothing should be compliant to the NFPA 2112-18 Standard on Flame-Resistant Garments for Protection of Industrial Personnel Against Short Duration Thermal Exposure from Fire.

INTENTIONAL LACK OF USE

While it may seem obvious that having flame-resistant clothing is of no use if the clothing isn't worn, intentional lack of use is a problem—a problem that exists across the entire personal protection landscape. Whether it's a hard hat, steel-toe shoes, eye protection, hearing protection, or flame-resistant clothing, all too often, protective equipment is not worn when it should be in day-to-day operations.

Through his seminars, which he does throughout the world, Sang shares information that is needed to enable both workers and management to select and maintain the proper clothing that may well save their lives. ■



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DAVID AND GOLIATH, COMPETING FOR ACQUISITIONS

STEVEN ABBATE

Large and small companies looking to acquire propane companies each have their advantages and disadvantages. Large companies typically have good financial resources, a dedicated acquisition team, and advancement opportunities for employees. Smaller companies typically offer more employee input in decisions, fewer operational changes, and more flexibility regarding company policies.

LARGER MARKETERS DOMINATE

While both large and small have their advantages and disadvantages, larger marketers dominate the acquisition market. Small or mid-size marketers competing for acquisitions against large multi-state marketers, can face some challenges. Understanding and improving on acquisition capabilities is one area a smaller acquirer should focus on. Knowing your competition and what they can and can't offer is another important aspect. Ultimately, the decision is in the seller's hands, so the most important aspect is meeting the seller's needs and wants for the transition of the business to new ownership.

Regardless of buyer size, for an acquisition program to be successful, the buyer will need to convince the seller that they are the best buyer. The first consideration is always the purchase price, but there are many other aspects to consider such as asset allocation for taxes, financial abilities of buyer, due diligence process, legal negotiations (indemnifications, reps and warranties, etc.), employee retention, and the overall reputation of the buyer, to name a few.

As a buyer, the first item to address is the financial ability to complete a transaction. Every seller and advisors to sellers will want the transaction to be an all cash at closing deal. The reason is that if the seller is not paid at closing, there is risk. Typically, the buyer's bank will have first position on all the assets and any seller financing or earn-outs fall into second position, or lower.

As a buyer, finding a bank to support your acquisition program is extremely important. Borrowing cash to fund an acquisition increases the buyer's return on equity. Seller financing is always an option and it may have some tax advantages for the seller. The chart on this page shows how buyers can increase their return on their equity investment by using leverage. This is a major reason why private equity companies invest in acquisitions.

QUALITY OF EARNINGS REVIEW

All lenders will want a buyer to have money invested and all will want to review financial information on the seller. Many sellers do not have the level of detail most lenders and larger companies require. As an example, smaller companies usually do not have audited financial statements and some only have compiled statements. Many larger companies and private equity-backed buyers require a Quality of Earnings Review, which can be very time consuming.

Taxes play a big role in most transactions, especially if the seller is a C-corp. We have found that many accountants who

Leverage and Return on Equity	Example 1	Example 2	Example 3
Buyer Investment	50%	25%	10%
Senior Loan @ 5%	50%	50%	60%
Subordinated Loan @ 12%	0%	25%	30%
Operating Income (EBITDA)	$1,000,000	$1,000,000	$1,000,000
Purchase Price @ 7X EBITDA	$7,000,000	$7,000,000	$7,000,000
Buyer equity investment	$3,500,000	$1,750,000	$700,000
Borrowed funds senior lender	$3,500,000	$3,500,000	$4,200,000
Senior interest @ 5%	$175,000	$175,000	$210,000
Borrowed funds subordinated lender	$0	$1,750,000	$2,100,000
Subordinated interest @ 12%	$0	$120,000	$252,000
Annual return after interest	$825,000	$705,000	$538,000
Return on buyer equity investment	23.6%	40.3%	76.9%

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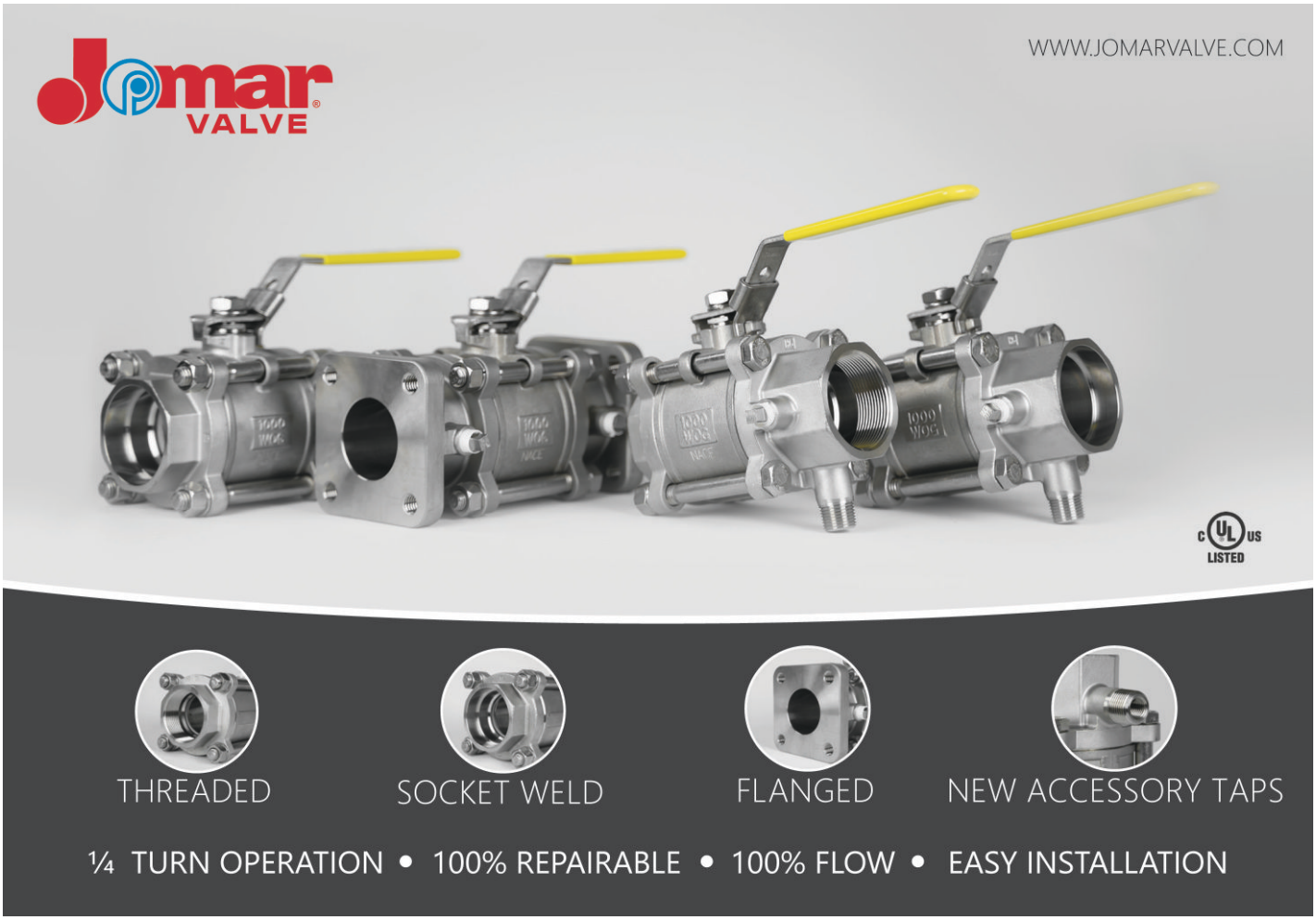
do not handle transactions are unaware that tax strategies such as personal goodwill can be used for more than just C-corp transactions. The increase in the cost of steel has made it important to negotiate the allocation of purchase price more carefully. We have seen larger buyers insist on replacement cost allocations for propane tanks and some insist on including the labor in the allocation. A $1-million swing in propane tank allocation can mean $120,000 to $150,000 higher tax burden for a seller. As a seller, it is important that you are educated on tax consequences; as a buyer, educating a seller and structuring your offer accordingly may give you an advantage.

OTHER CONSIDERATIONS

There are many other considerations in creating an acquisition program for your company. They include: 1) Finding a company to acquire; 2) Valuing a business in a way that that makes sense for buyer and seller; 3) Raising funds to complete cash at closing transactions and why that is important for a seller; 4) How to structure a transaction for maximum tax benefits; 5) Performing smart due diligence; 6) Understanding legal terms and negotiating items such as indemnifications; 7) Closing documents including purchase agreement, non-compete agreements, consulting agreements, and other transaction documents; 8) Post closing announcement to employees and customers; and 9) Successful employee and system integration.

Please let us know if we can help.

Steven Abbate is managing director of Cetane Associates LLC, a provider of hands-on merger and acquisition advisory services for privately held companies. He may be contacted at sabbate@cetane.net.





WHAT'S THE BEST BOOK YOU'VE READ THAT HELPED YOU IN LIFE AND BUSINESS?

NANCY J. COOP

Is your reading list chock-full or anemic? Here's your chance to add some new or perhaps familiar books for your future exploration. From across the country, our colleagues have shared their top choices in answer to this month's question. Borrowed from a familiar "Heard on the Street" format, we offered our responders a chance to reply via email, allowing them to be thoughtful, bold, and direct. What you are reading? Here are their personal opinions, in ***BPN's*** newest column, VERBATIM.

As I read the responses, I found myself adding books to my own reading list based on the descriptions or passion for the selection. You'll notice three books were chosen by more than one responder. And, in the case of several choices, only the title is necessary to convey the impact of the book on the reader.

STARTING ON THE RIGHT COAST

The book I kept coming back to when I found myself in charge of a propane company (that I didn't know how to run) after my husband's passing, and today as well, is a little book called, "Who Moved My Cheese?" by Spencer Johnson.

If you are not familiar with the book, it's about mice in a maze who received their meals in the same place every day. One day the cheese was gone. While some mice decided to go out and find food to survive, others stayed put, afraid to change, and hoped things would go back to normal—they didn't, and those mice starved!

In September 2010, my whole world changed. Life as I knew it was gone in 24 hours. Today, with the "electrify everything" push, although I will fight to the end for my industry and the value of our energy…the train is coming. I can stand in stubborn defiance or start using another track!

JUDY TARANOVICH
Proctor Gas
Proctor, Vt.

It may be a bit of a cliché, but I have read "How to Win Friends and Influence People" by Dale Carnegie multiple times.

One lesson I always enjoyed was from one of his dinner parties, where a famous man told a story to his guests that quoted a Bible verse. Dale recognized the quote, and knew it was actually from Shakespeare. So he tried to correct his guest. Dale asked his friend, a Shakespeare expert, to back him up. His friend did not back him up, rather, he agreed with the host and said, "It's from the Bible." Even though his friend knew it was not from the Bible, the point he made to Dale Carnegie afterward was, "Why prove to a man he is wrong? Is that going to make him like you?…He didn't ask for your opinion. Why argue with him?"

JOHN JESSUP
North Carolina Propane Gas Association
Raleigh, N.C.

"The Confidence Effect" by Grace Killelea. Her book had a substantial impact on my ability to let go of perfection and instead focus on progress. "The Confidence Effect" offered tips and tools centered around a recipe for success in all areas of life. I was fortunate enough to meet her in person at a company event where she spoke for an hour and I was entirely captivated. Her leadership inspires change. Grace's book, and meeting her in person, was definitely a game changer for me.

HAYLEY KARICOFE
AmeriGas
Churchville, Va.

"How to Win Friends and Influence People" by Dale Carnegie is the book that has helped me most throughout my adult life and career. In fact, it's packed with so many insightful principles, I've re-read it many times, always finding something newly relevant at that specific time and place along my life's path. I believe that Mr. Carnegie's No. 1 most impactful message conveyed is: if you are honest, genuine, and sincere when relating to people, you will find success in both business and personal relationships. It's such a great book that my practice has been to read it (again) then give it away to someone I care for!

MILISSA LORD
A.R.M. Solutions
Towanda, Pa.

MOVING TO THE MIDWEST AND NEIGHBORING STATES

"Leadership and Self-Deception." I've read it, and re-read it. I've loaned my copy out and I've bought friends, family, and colleagues their own copy.

LAUREN CLARK
Bergquist, Inc.
Toledo, Ohio

"First, Break All the Rules" by Marcus Buckingham and Curt Coffman. The book really dispels the myth that people should fix their weaknesses to be

more proficient in their work. The authors reason that people should hone their strengths and mitigate their weaknesses instead. Furthermore, teams should be built with people of complementary strengths and weaknesses. Their research is based on thousands of interviews with managers conducted by the Gallup organization.

DON MONTROY
Bergquist Inc.
Rockford, Mich.

If I had to pick just one that has helped the most in life and business, it would be the Holy Bible.

JIM ZUCK
Marshall Excelsior
Marshall, Mich.

"Relentless" by Tim Grover is one of the best books I have read. This book effectively explains the best path to succeed at anything in life, personal or business. "Relentless" is not about motivation and shows no sympathy, but rather discusses the idea of being uncomfortable, and demanding more of yourself than anyone else ever could. "Relentless" has unique concepts and thought-provoking questions that will change how you take responsibility for everything in your life.

JENNIFER JACKSON
AmeriGas
Noblesville, Ind.

Two books—the Bible for life and pamphlet 58 for business, which also has been referred to as the Bible of our industry.

GARY FRANCE
France Propane Service
Schofield, Wis.

I have to split my answer between business and personal. Easily the best business book I have ever read, re-read, and used in my business is "The Goal" by Eli Goldratt. It is the most "common-sense" business book I have ever read. Most business books are a sure recipe for a nap on an airplane; this one is engaging and written in a manner where you actually want to get to the next page.

"Dinner with a Perfect Stranger" by David Gregory is my favorite personal book of late. Short, but very powerful.

TRACY TIMMERMAN
JARCO
Salem, Ill.

The teachings in the Bible were an important part of my life growing up. In 1978, the "Handbook to Higher Consciousness" by Ken Keyes Jr. introduced me to the possibility of "living in the moment" through the practice of self-awareness and thought control. As Carl Spackler (Bill Murray) said in "Caddyshack," "…so I got that goin' for me, which is nice."

BRUCE SWIECICKI
National Propane Gas Association
Tinley Park, Ill.



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"The Goal" by Eliyahu M. Goldratt. The main character is a plant manager who overcomes many obstacles by learning new ways to solve problems at work and at home.

JASON SOULON
Westmor Industries
Shawnee, Kan.

The Bible.

DAN BINNING
Colorado and New Mexico Propane Gas Associations
Arvada, Colo.

The Book of Mormon.

T. BRAD DUNCAN
All Around Propane
Fruitland, N.M.

WRAPPING UP ON THE LEFT COAST

"Louder Than Words" by Joe Navarro, retired FBI agent.

It's a quick read on body language and nonverbal intelligence. Enjoy!

JULIE JOHNSON
Ted Johnson Propane Co.
Baldwin Park, Calif.

I've read several time management, planning, and team books for business, plus it was very helpful in my personal life. All these help to organize each operation unit to work together for the common goal of serving our customers.

JOHN KAMPS
Kamps Propane
Manteca, Calif.

The Holy Bible. It's a Christian's guide for "Faith and Practice."

CHUCK KINNIE
Shasta Gas Propane
Palo Cedro, Calif.

READERS DIGEST

What we read when we want to focus on improving our lives and our success in business are sometimes different titles than what we may read on a relaxing vacation. It's always been my view that seeking information, knowledge, and wisdom is a sure sign of personal strength. By reading volumes as those suggested above, we stand to develop our personal and professional growth. Reading something challenging is a worthwhile exercise…and I still want to have a copy of an engrossing novel at hand for those escapes that help us rejuvenate and uplift our spirits.

"The more that you read, the more things you will know.

"The more that you learn, the more places you'll go…"

—Dr. Seuss

Nancy Coop is an industry advocate. She serves as a managing director at Cetane Associates. Readers may contact her at ncoop@cetane.net.



ACCIDENT PREVENTION THROUGH NEAR MISS REPORTING

TOM MULLANEY



We've long understood that knowing about near misses in our business is a key to preventing future accidents, but employees typically don't buy into the program for myriad reasons. The lack of responses to your request for employees to report near misses doesn't mean that your company isn't experiencing them, it just means that the employees don't feel comfortable reporting them to you. Understanding the reasons why your program isn't working is a key to ensuring that you address the concerns, circumvent the accidents, and prevent visits from OSHA, DOT, and any other agency that could wreak havoc on your company's image and financial wellbeing.

The first roadblock to getting the appropriate information is making the process too difficult or stressful for the employee. Although having a "form" to fill out seems the quickest and most efficient way for management to gather the information, if the employee has to describe a scenario or write up a description of what happened, they may decide that the personal time



required outweighs the associated risk. Less time-consuming and more favorably viewed options could be a tip line that the employee could call or an app that would appeal to more tech-savvy employees.

Ease of reporting is a positive first step, but it still requires the employee to recognize the risk or behavior and then voluntarily come forward with the information.

Employees being willing to come forward is the second roadblock to an effective near miss program. Employees fear being seen as a snitch and worry that their friends and coworkers could be punished or lose their jobs if they report a near miss. Additionally, employees might also fear reprisal from the coworker that they report. Anonymity is essential in any near miss program. The reporting process should never require a name, employee number, or any other identifying factor that could limit or prevent the outcomes you are trying to achieve.

No matter how well intentioned, designed, and important the reporting process is to your company, in the absence of a corporate culture that encourages the reporting, accepts the information as a chance to improve the organization, and does so without fear of reprisal or punishment against any employee, the intended results will never be met.

PROACTIVE VS. REACTIVE

Although the entire thought process of reporting near misses is to be proactive in our approach to safety, with the intent of heading off the statistically predictable accidents that follow near misses, we can actually be even more proactive in our approach.

We've already determined that making the reporting process easy and anonymous is critical and that the overall culture of the organization must allow each employee to buy into the process as it seeks to make improvements rather than place blame. However, an even more proactive approach from management and a positive complement to that process is to ask employees directly.

Utilize one of your monthly safety meetings, or a part of one, to show or describe some common near miss accidents/incidents. Encourage discussion by asking the employees if they have seen anything similar while performing their daily job duties or in the past at another company. No matter how insignificant the example provided, it should be thoroughly explored in a serious and informative manner. This will signal to the employees that their concerns are of importance to you and that what they say has merit, which will make them and other employees consider wanting to further contribute to the conversation. The key objective is to generate lively discussion and to demonstrate that you truly do care about their well-being and the safe operations of the company and that you're not on a "witch hunt."

HAVING THE DISCUSSION

Because of the sensitive nature of these types of conversations, you must ensure that no comment is taken personally by you, the safety director, the supervisor, or the owner. If employees detect that you take exception to their comments, the



discussion will cease, as will your goals of preventing future accidents.

It is critically important that you see if the employees can identify a hazard and a near miss. If they constantly step over tools on the shop floor, watch as bottles are filled without safety equipment, or review incomplete paperwork without sending it back for correction, employees may think that these practices are okay and that this is "just how it is at our company." If employees have difficulty actually discerning what the hazard/risk is and how close they came to having an accident, you may need to discuss the types of information you are looking to receive from these discussions.

As you discuss and analyze your example near miss scenarios, ask employees the following questions:

1. What hazards or risks do you observe?
2. What is the near miss that could have caused a serious accident or injury?
3. What could have been done to prevent the incident?
4. What could the outcome have been if the near miss had not been reported?

In closing, it should be communicated that the safety and health of each employee and the success of the company is the responsibility of each employee, that you will take each report seriously, and that no employee will ever be reprimanded for reporting a near miss or being involved in a near miss because both allow you to make important and necessary improvements for the benefit of everyone.

REWARD THE BEHAVIOR

Instituting a reward system for employees, although not anonymous, can also be beneficial. The reward doesn't have to be anything exorbitant. Even a $25 or $50 gift card can encourage employees to participate in the program and report what they see. Ensure that all employees receive their rewards in a very timely manner in order to show your support and acknowledgment of their time and effort. Consider a larger drawing or a luncheon at the end of the year for all the employees who participated.

Ultimately, your goal is to prevent what is preventable and to engage your greatest company asset in the endeavor. The benefits of the program are improved safety, improved morale, and improved profits. If you create a culture of cooperation and trust, you will surely accomplish your near miss goals and the employees will desire to be a part of the program because of that culture.

Until next time, stay safe out there!

Tom Mullaney is a commercial insurance risk control expert, specializing in the transportation, propane, and petroleum industries. As vice president of risk engineering for Aegis General Insurance Co., he is responsible for creating the vision and providing the leadership for the organization's risk control efforts.

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NPGA PROGRAM OFFERS NETWORKING, ADVOCACY TOOLS, PROFESSIONAL DEVELOPMENT

PETER B. FERRELL



For nearly a century, the National Propane Gas Association (NPGA) has been an advocate for the propane industry, representing the interests of business sectors and segments. But this business sector outreach overlooked the most valuable asset the industry has, the industry employees themselves. NPGA's Individual/Employee Membership, or IM, provides an avenue for the employees of member companies to enhance their professional development and leadership potential. The IM program aims to groom the next generation of volunteer industry leadership by introducing young professionals to the near- and long-term policy and political challenges and opportunities confronting the industry.

David Lowe of Pro Image Communications represents IM interests on the NPGA board. He views greater employee involvement with NPGA as a direct benefit for companies. "IM allows members the ability to network with industry peers, utilize NPGA's





[advocacy] tools and resources, and be involved in professional development activities, such as the Benchmarking Council and Women in Propane."

IM offers a two-way street of communication between industry personnel and NPGA. The program is available to all member company employee classifications—bobtail drivers, bookkeepers, and CEOs. This range of skill sets and experiences allows NPGA to understand the scope of issues facing the industry workforce and how it can better serve the membership.

NEED FOR GRASSROOTS ADVOCATES

The creation of the IM program was also due in part to the ever-growing need for grassroots advocates and politically engaged individuals, particularly after the infamous winter of 2013/2014. Chad Kroening of Boehlke Bottled Gas Corp. joined IM not long after that season, looking to become more engaged in federal issues. "The advocacy communications I receive directly from NPGA as an IM have been invaluable. Through the program, I have been connected to the actual grassroots measures that NPGA has taken on." Kroening currently serves as chair of NPGA's political action committee, PropanePAC, which engages with the IM program to increase propane's political voice in Congress.

The policy challenges facing the propane industry are real, but so are the opportunities. The "fight electrification" advocacy program is one example of an opportunity to become more involved on an individual basis at the local level. IM can expand your professional reach and be a tool for career development. Join us today.

If you are a current employee of an NPGA member company, you're invited to become a member free of charge. Details can be found at *www.npga.org/join-npga.*

Peter B. Ferrell is director, political and industry affairs, with the National Propane Gas Association (NPGA).

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Propane Education & Research Council

The Propane Education & Research Council (PERC: Washington, D.C.) has added four staff members to its business development and industry relations units. **Stephen Whaley** has been appointed director of autogas business development, managing the over-the-road market portfolio for PERC. He will be responsible for growing propane autogas market share in on-highway light-, medium-, and heavy-duty vehicle markets. Whaley will focus on new product research and development; product launches; maintenance and growth in existing market segments; and potential new market development opportunities. For the past four years, he ran his own consulting company. Prior to that, as eastern U.S. regional sales manager for Agility Fuel Solutions in North Carolina, he helped develop Class 7 and 8 vehicle fleet markets for natural gas. He also trained and supported heavy-duty truck dealers with their fleet customers' adoption into CNG and LNG implementation. Whaley was formerly director of business development for ROUSH CleanTech and oversaw research and business development for Blossman Propane.

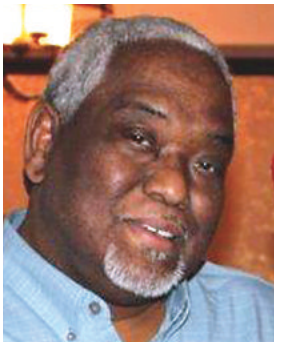
Joseph Calhoun, newly named associate director of business development, will lead PERC initiatives to grow propane demand by working directly with partners across multiple industries. He will be responsible for business, product, and market development activities, including outreach, communications, education, research, product development, technical integrations, and product commercialization. Before coming to PERC, Calhoun worked for RegO Products as business development manager for the propane and industrial gas markets, and prior to RegO, he was national business development manager for Robinson Pipe and Vessel. Calhoun has also served as the business development manager at TransTech Energy; regional sales manager for Ray Murray; director of corporate business development with Paraco Gas; and manager of customer service and logistics at American Welding and Tank. Calhoun has been CETP certified, is a former board vice president of the Mid-Atlantic Propane Gas Association, and has been a member of the Pennsylvania Propane Gas Association.

Erin Lee has joined PERC as its industry relations coordinator, with responsibility for providing customer support for the fulfillment center and primary support for grant administration by performing initial application review and final report analyses. She will also handle general administration duties and assist with the preparation and planning for industry programs and meetings. Previously, Lee was senior quality assurance specialist with SoundExchange in Washington, D.C., for seven years, where she led Salesforce CRM training programs, developed business rules and processes, and provided customer service.

Rachel Hrabik has been named business development coordinator. In this position she will administer PERC's incentive programs and support the business development team. Most recently she was a sales associate for the Farm Bureau Financial Services in Syracuse, Neb., for four years, and prior to that, she was an account manager with Swanson Russell, where she worked on the PERC account.



JASON LeVINE
Ferrellgas



CHARLES BANKS
Teeco Products

Jason LeVine has joined **Ferrellgas**' (Overland Park, Kan.) acquisitions department as a business development executive covering 13 states in the Midwest, South, and Southeast. LeVine was previously a regional sales manager for BASE Engineering for seven years. He is recognized for his expertise in terminal and truck automation and as a technical trainer.

Charles Banks, 65, **Teeco Products'** (Irvine, Calif.) regional operations manager in Auburn, Wash., passed away Feb. 11. He was also the company's official photographer at most events. He had a gift for capturing beautiful shots of people, whether in Teeco's hospitality suite, on the tradeshow floor, or on the green. Mr. Banks was also very active in his church, where he helped mentor many young men.

INDUSTRY CALENDAR

All events are subject to cancellation. Before making plans to attend an event, please contact the organizer.

2020

April 15—Energy, Utility, Environment Conference 2020 Virtual Conference, *info@euec.com; euec.com*

April 19-22—GPA Midstream Convention, New Orleans Riverside Hilton, New Orleans. (918) 493-3872; *gpamidstreamconvention.org*

April 21-24—IHS Markit International NGLs and Feedstocks Online, (877) 762-7548; *ihsmarkit.com/events/ngls-feedstocks-2020-international-conference/overview.html*

May 13-15—Western Propane Trade Show & Convention, Reno Events Center, Reno, Nev. (916) 447-9742; *westernpga.org/news-and-events/convention/*

May 20—Michigan Propane Gas Association Propane Safety Awareness Day, Michigan State Capitol Lawn, Lansing. (517) 487-2021; *mipga.org/training-events/propane-safety-awareness-day*

June 8-11—Mid-States Propane Expo and Tradeshow, Hilton Branson Convention Center, Branson, Mo. (800) 601-9332; *midstatespropaneexpo.org*

June 9-11—Global Energy Show 2020, Stampede Park, Calgary, Alta. (403) 444-6523; *globalenergyshow.com*

June 14-17— National Propane Gas Association Presidential Forum, Annual Meeting, and Propane Days, Omni Shoreham, Washington, D.C. (202) 466-7200; *npga.org/organization/npga-events/*

June 15-18—NFPA Conference & Expo, Orange County Convention Center, Orlando, Fla. (800) 344-3555; *nfpa.org/conference*

June 23-25—North Central Propane Convention & Trade Show, La Crosse Convention Center, La Crosse, Wis. *info@mnpropane.org*; *npga.org/event/north-central-convention/*

June 23-25—North Dakota Propane Gas Association Annual Meeting and Convention, Roughriders Hotel, Medora. (701) 223-3370; *ndpropane.org/newsroom/events/annual-meeting-convention/*

June 24-26—Pennsylvania Propane Gas Association 2020 Annual Membership Meeting, location tba, (717) 441-6040; *papropane.com/meetings/annual-membership-meeting/*

July 8-9—West Virginia Propane Gas Association Summer Membership Meeting, Stonewall Resort, Roanoke. (703) 530-9772; *npga.org/event/wvpga-summer-membership-meeting/*

July 12-15—Virginia Propane Gas Association Summer Meeting, Hilton Virginia Beach Oceanfront, Virginia Beach. (804) 648-6299, ext. 1004; *propaneva.com/newsroom/events/2020-vapga-summer-meeting/*

July 13-15—2020 Kentucky Propane Gas Association Summer Convention, Dale Hollow State Resort Park, Burkesville, (502) 875-2686; *kypropane.org*

July 16-17—National Propane Gas Association Summer Benchmarking Council Meeting, Sheraton Inner Harbor, Baltimore. (202) 466-7200, ext. 335; *npga.org/organization/npga-events/*

July 21-22—PERC Council Meeting, Park Hyatt Beaver Creek, Beaver Creek, Colo. (202) 452-8975; *propane.com/newsroom/events/perc-council-meeting-3/*

For additional calendar items, visit ***bpnews.com***





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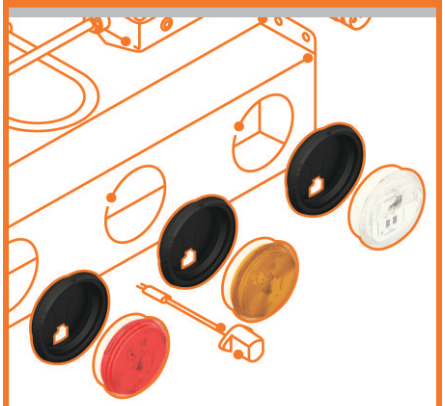
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BOARD MEETING

Continued from **Page 39**

the industry we serve. Let's go and sell the message that propane is a fuel of the future."

SUCCESSES IN THE HOST STATE

At the beginning of the meeting, the executive director of the Arizona Propane Gas Association (APGA) shared recent successes seen in the state that was hosting the event. Presenting the introduction to the board of directors meeting, Barry Aarons highlighted three news items.

First, a bill was introduced in Arizona that would prevent municipalities from passing laws mandating the use of a single source of energy. Aarons said he expected the bill to pass and the governor to sign it into law. "The natural gas association came to us to form a coalition and ensure propane would be included," he added. (During the week after the NPGA board of directors meeting, on Feb. 21, Gov. Doug Ducey did indeed sign the bill into law.)

Second, over a three-year period, a program in one county has distributed 2997 vouchers for discounts toward the purchase of new propane fire pits. The Propane Fire Pit Program was created to reduce air pollution caused by outdoor wood burning in fire pits. It was created by the Maricopa County Air Quality Department in partnership with APGA and Home Depot. "It is important that we work with environmental agencies to remove particulates from the air," Aarons said.

Third, the Arizona Commerce Authority has reversed a policy that it wouldn't declare parcels "ready for development" if they were more than 50 miles away from natural gas lines. After APGA went to the Authority and explained that its members can deliver propane, Aarons said, those parcels now can be developed "based solely on the availability of propane." ■

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INFUSING CREATIVITY INTO THE WORLD OF PROPANE

KAREN MASSMAN VanASDALE

As director of marketing for Paraco Gas Corp. in Rye Brook, N.Y., Lindsey Stansfield is infusing purpose, creativity, and humor into the world of propane.

"I take my job very seriously, but I try to have a little fun with it as well," she said. Weekly social media posts highlighting employees, clever marketing campaigns, and special events are just a few tactics Stansfield and her team use to help engage and educate customers and employees.

"What I love most about propane is what it affords people the ability to do. I am trying to help the people I work with know we're not just delivering gas. It's much deeper," she said. The purpose is what people are able to do because they have propane in their homes and businesses—from things as simple as people being able to cook hot meals for their families to things as big as water parks offering heated pools.

An experienced marketing professional, Stansfield was new to the propane industry when she started her career at Paraco two years ago. She began working as a creative marketing manager, which quickly morphed into her current position.

At Paraco, she is responsible for all internal and external communications, marketing, and public relations for the family-owned propane company—one of the largest in the Northeast. She leads and implements the company's brand strategy working closely with leadership, sales, and customer service teams. With 27 locations and more than 420 employees, Paraco provides more than 60 million gallons annually to more than 120,000 customers in eight states.

Stansfield's interesting and impressive journey began with a career in television production, then as a graphic designer and marketing coordinator for *Family Circle* and *Midwest Living* magazines based in New York City.

She took a brief hiatus from traditional graphic design and marketing to pursue creativity in another way: baking cakes for Buddy Valastro's "Cake Boss"—and even competed on "Cupcake Wars." "We didn't go home a winner, but we did make it to round two," she said.



Her next stint was at the YMCA Corp., where she oversaw marketing for five different Ys in New Jersey, and then to a vocational school where she used her creativity to help change the stigma associated with career and technical education.

Today, she is a member of the Propane Gas Association of New England (PGANE) and Propane Education & Research Council (PERC) Advisory Committees, sitting on the Market Development and Outreach Working Group. She also recently participated in this year's Propane Summit with 100 marketers and manufacturers having innovative discussions about the industry. "I was really quite honored to be a part of the conversation," she said.

Stansfield loves the challenge of learning something new, and she actively pursues personal and professional development opportunities. "Paraco is really forward thinking. They want to keep progressing when it comes to safety, service, technology, marketing, and customer's experience," she said. "They offer a significant amount of opportunities for their employees; they want to see everyone succeed. I'm really grateful for that."

One of the unique and exciting parts of marketing in the propane industry is how weather-based it is, she said. "We really haven't had a winter this year, so it's important to have more than just plan AB&C. A marketer has to be able to pivot quickly so you can reach your numbers."

Stansfield lives in New Jersey with her husband, 8-year-old daughter, and 6-year-old son.

"Work/life balance: I think it's a tough mix, especially if you have children. I am lucky that I am able to work from home several days a week; it allows me the ability to be home with my kids every night," she said. "We've made it work really well. There's a lot of juggling. If I'm not at work, I'm spending time with my family."

Her future goals include pursuing a master's degree in marketing analysis, sitting on an industry board, and helping the world realize how important propane is as a sustainable energy. ■

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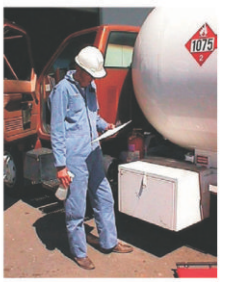
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