



SEPA

NEWS

SOUTHEAST PROPANE ALLIANCE

JANUARY 2024



CLEARING UP SOME QUESTIONS ABOUT UNDERGROUND TANKS

PAGE 12

AN INTERVIEW WITH NEW SEPA INSTRUCTOR—JONATHAN DELVALLE

PAGE 15

BLT Tanks LLC

800-753-5467

BLTTanks.com



Selling & Refurbishing Propane Tanks Since 1994

100 % Family Owned, Operated, and Funded in the USA



Rebuilt Tanks

250 gal \$725-\$925

330 gal \$875-\$1075

500 gal \$1295-\$1775

1000 gal \$2200-\$2850

*All prices are plus freight.

Other sizes and conditions available.

Warranty on all rebuilt tanks.

Storage tank inventory updated frequently at BLTTanks.com

Prices are subject to change



**WE PURCHASE GOOD & JUNK TANKS
IN LOAD LOTS NATIONWIDE**



Looking for a reliable, customized supply plan?

Energy Transfer offers experienced NGL professionals committed to creating reliable, yet flexible supply plans that meet your needs.

- Assets include Tirzah, SC, pipeline connected with storage and truck racks, Heath Springs, SC, equipped with storage, truck and rail rack, and Rose Hill, NC, a rail to truck terminal.
- One of the largest shippers of propane on the Dixie Pipeline.
- Manages over 350,000 bbls/day of propane across the country with assets connected to major supply hubs.
- One of the largest propane rail fleets with over 1,000 rail cars as well as a dedicated truck fleet.
- Offers flexible price risk management solutions.

Want to know more?

Call today for help with supply programs, index pricing agreements, fixed price, option hedges or information on our storage capabilities.

Max Johnson

C: 913.972.5721

Max.Johnson@energytransfer.com

Elizabeth Wilkerson

C: 413.464.2095

Elizabeth.Wilkerson@energytransfer.com



Gardner Marsh + Propane Trucks & Tanks

From Brass To Bobtails:
Delivering Quality, Service, & Dependability



Gardner Marsh Gas Equipment Co.

Raleigh, NC and Florence, SC
NC: (800) 334-9245 SC: (800) 868-8988
www.gardnermarsh.com

**HEATMASTER**[™]

The Ultimate in Gas Log Realism!



Amber Glo Log Set

Your Value Added Distributor For Gas Equipment & Appliances
Family Owned & Operated Since 1961



Propane Trucks & Tanks, Inc.

Apex, NC: (888) 362-5150
www.propanetrucksandtanks.com

Services Include:

Propane Bobtails (New & Re-chassis)
Cylinder Exchange Trucks
Service & Crane Trucks
Bobtail and Transport Repairs and Service
Required MC-331/DOT Tank & Equipment Inspections
Meter Proving/Calibration
Technical Support
Blasting and Painting
Large Inventory of Parts for Repair or Ordering

**Don't see what you need here?
Call us today to discuss your needs!**

WHAT'S INSIDE?

FEATURES

- 10..... Propane Autogas Provides a Clean and Cost-Effective Solution to USPS Fleet Operations
- 12..... Clearing Up Some Questions About Underground Tanks
- 15..... New Hire—Jonathan Delvalle
- 18..... Pennsylvania School District Operates Propane Buses for a Decade
- 22..... Events Recap—NC Advisory Council Meeting
- 23..... Events Recap—GA Annual Christmas Luncheon
- 25..... Events Recap—NC Christmas Dinner

DEPARTMENTS

- 06..... Chairman's Letter
- 09..... President's Letter
- 29..... Calendar of Events
- 30..... What's Wrong with This Picture?



PUBLISHED FOR

Southeast Propane Alliance
5109 Hollyridge Drive
Raleigh, NC 27612
p. 919-787-8485
f. 919-781-7481

PUBLISHED BY

E&M Consulting, Inc.
p. 800-572-0011
www.emconsultinginc.com



MANAGERS

Caleb Tindal & Kayla Grams

LAYOUT & DESIGN

Madi Johnson

COPY EDITOR(S)

Becca Johnson

To submit editorial or request info—email lauralee@southeastpropane.org or call 919-787-8485.

For advertising information, email advertising@eandmsales.com or call 800-572-0011.

PLEASE NOTE: Editorial and contents of this magazine reflect the records of the Southeast Propane Alliance (SEPA). SEPA has done their best to provide useful and accurate information, but please take into account that some information does change. E&M Consulting, Inc., publishers, and SEPA take no responsibility for the accuracy of the information printed, inadvertent omissions, printing errors, nor do they endorse products and services. We take no responsibility regarding representations or warranties concerning the content of advertisements of products/services for a particular use, including all information, graphics, copyrighted materials, and assertions included in the advertisements. The reader is advised to independently check all information before basing decisions on such information. Any views or opinions expressed in this publication are those of the authors and do not necessarily reflect the views of E&M Consulting, Inc., publishers.





BY TYLER MISEL,
SEPA CHAIRMAN

CHAIRMAN'S LETTER

HAPPY JANUARY, SEPA MEMBERS!

>> I hope everyone who wanted to attend one of the Alliance's Holiday Luncheons had the opportunity. The Georgia luncheon was very well attended by industry members as well as guests such as the Georgia Commissioner of Agriculture and multiple representatives from the state legislature.

As we step into the new year, I'm filled with optimism for the Southeastern Propane Alliance. January marks a season of resilience and growth, and propane remains at the forefront of our energy landscape. Let's prioritize safety, sustainability, and community engagement. Together, we can embrace emerging technologies, navigate regulatory changes, and strengthen our ties with the communities we serve. Thank you for your unwavering commitment. Here's to a year of prosperity and shared success. 🔥

Tyler Misel

SEPA Chairman

BOARD OF DIRECTORS

24

STAFF

- John R. Jessup, *President/CEO*
- Dave Donahue, *Director of Code Compliance*
- John Peña, *Director of Education*
- Jon Carr, *Lobbyist, Legal Council*
- Bob Moore, *SEPATEC Trainer*
- Laura Lee Perry, *Events & Member Services Manager*
- Beverly Dodd, *Finance Manager*
- Matt Leonard, *Chief Strategy Officer*
- Steve Milks, *SEPATEC Student Enrollment Coordinator*
- Lynn Lake, *Administrative Assistant*
- Jonathan Blewer, *SEPATEC Student Enrollment Counselor*
- Jonathan Delvalle, *SEPATEC Instructor*

SEPA EXECUTIVE COMMITTEE

- Tyler Misel, *Chairman*
- Angi Harris, *Vice Chairwoman*
- Richard O'Sheal, *Secretary*
- Eric Taylor, *Treasurer*
- Scott Prewitt, *Past Chairman*

COMMITTEE CHAIRS

- Kim Folger, *Meetings & Committee Chair*
- Donnie Bullock, *Finance*
- Dan Richardson, *Georgia Advisory Council Chair*
- Donald Godfrey, *Safety and Education Committee Chair*
- Charles Breland, *Governmental Affairs Committee Chair*
- Bryan Overcarsh, *Member at Large*
- Robert Hernandez, *Member Services Chair*
- Jay Little, *North Carolina Advisory Council Chair*
- Preston Lee, *South Carolina Advisory Council Chair*
- Adam Riggs, *Suppliers Committee Chair*
- Anthony Clifton, *Autogas & Technology Chair*

5109 Hollyridge Drive | Raleigh, NC 27612
Ph. 919-787-8485 | Fx. 919-781-7481

Notice: As the official publication of the Southeast Propane Alliance, SEPA News carries authentic notice pertaining to the activities of the Association. In other respects, statements of fact and opinion are made on the responsibility of the authors and contributing writers alone and do not imply an opinion on the part of the Board of Directors, the Officers, or the Membership.



controlsinc.

We carry parts for:

- Residential Gas Appliances
- Commercial Gas Appliances
- Gas Furnaces
- Gas Fireplaces
- Gas Space Heaters
- Gas Water Heaters
- Gas Clothes Dryers
- Gas Pool Heaters

... along with a wide assortment of brass fittings, gas hoses, thermostats, regulators, test equipment, & more!

How Controls Inc works for YOU:

- Thousands of popular parts for most gas appliance manufacturers in-stock and ready to ship.
- Same-day shipping on in-stock items.
- Special ordering of non-stock parts is available.
- Competitive Pricing
- Knowledgeable Parts Team

(800)334-5886

www.controlsincgas.com
parts@controlsincgas.com

Proud members of



PROPANE EQUIPMENT?

Look no further



Tarantin
INDUSTRIES, INC.

Tarantin.com • 1.800.922.0724
Order days, nights & weekends at tarantin.com



Pat Shay
Regional Sales Manager
PA • WV • MD



Hybrid Heat Pumps Powered by Propane



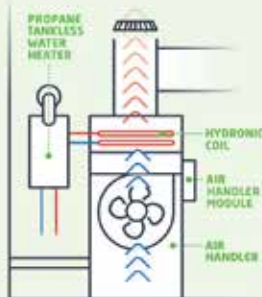
PROPANE HELPS TRADITIONAL HEAT PUMPS BRING HOMEOWNERS MORE COMFORT AT A LOWER COST

Traditional electric heat pumps struggle to deliver comfort and efficiency in cold temperatures. When the electric heat pump can't deliver the desired indoor temperature, the unit's backup system is engaged which typically relies on resistance heating. This increases the electric demand by three to four times, and still fails to provide consistent heat.

Recent advances in home heating equipment present an opportunity for propane providers to work with builders and homeowners to enhance the performance of electric heat pumps.

Hybrid Heat Pump Solutions

Hydronic heat pump solutions like the **Heat Pump Helper™** feature hybrid technology to bring the comfort of propane to newly installed or pre-existing heat pumps. Working with an existing thermostat, an air handler module communicates to a propane tankless water heater to circulate hot water through a hydronic coil that has been installed at the air handler. The result is improved efficiency, lower operating costs, and greater comfort for homeowners.



The Heat Pump Helper™ is available today with more propane-powered hybrid heat pump solutions coming to market in 2024. Get the latest information at propane.com/hybridheatpumpsolution.

The Benefits of Hybrid Heating Systems

COMFORT

Hybrid heat pump solutions deliver fast and consistent comfort, warming a home without relying on scorched, dry air from electric heat strips.

AFFORDABILITY

Compared to all-electric systems, hybrid heat pump solutions reduce operating costs by 35%.

EFFICIENCY

Hybrid heat pump solutions are energy efficient, requiring less amperage while still improving heating performance.

FLEXIBILITY

For homeowners considering future additions of solar- or wind-generated power, a hybrid heat pump solution can make installation more cost-effective due to the reduced electrical peak and running loads.

THE PROPANE EDUCATION & RESEARCH COUNCIL was authorized by the U.S. Congress with the passage of Public Law 104-204, the Propane Education and Research Act (PERA), signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.

1140 Connecticut Ave. NW, Suite 1075 / Washington, DC 20035 / P 202-452-8975 / F 202-452-9054

Propane Education & Research Council

S471-F5-23 ©2023 Propane Education & Research Council. Heat Pump Helper is a trademark of Bindus Manufacturing LLC.




BY JOHN R. JESSUP,
SEPA PRESIDENT/CEO

FREE HEAT PUMP HELPER!

>> The propane fueled Heat Pump Helper “HPH” solution will grow residential gallons while keeping propane relevant in the trend of electric heat pump proliferation. Electric heat strips are today’s most widely accepted back up to electric heat pump systems. However, the outdated electric strip technology costs more to operate, creates a foul-smelling odor, produces less comfortable heat, and creates risk of grid failure.

In a partnership with PERC, SEPA has 30 Heat Pump Helper units available for free for employees of the Propane Industry in North Carolina, South Carolina, and Georgia (10 units per state).

If you have an employee who would be a good candidate for this program, contact John Jessup, jjessup@southeastpropane.org, to get the link to fill out the HPH field evaluation and see if this program will work for your home.

This is a \$1,600 value, and we will have a team of experts from Rinnai, PERC, and BINDUS manufacturing ready to assist in your new HPH installation. 

Thank you,

John Jessup

SEPA President and CEO

Propane Autogas Provides a **CLEAN AND COST-EFFECTIVE** Solution to USPS Fleet Operations



BY **TODD MOUW**,
PRESIDENT,
ROUSCH CLEANTECH

ROUSH
CLEANTECH

>> In the relentless pursuit of environmentally responsible transportation solutions, fleet managers often find themselves at a crossroads, balancing the need for sustainability with practicality. For one United States Postal Service supplier, the answer came in the form of propane autogas.

With a fleet of over 160 vehicles, New Hampshire-based DDA Transport recognized the importance of reducing its carbon footprint. However, company leadership needed to find a solution that wouldn't burden them with infrastructure constraints or costly maintenance. That's when they discovered propane autogas.

"We learned about propane autogas at the National Star Route Mail Contractors Association (NSRMCA) convention," said Dwayne Andreasen, president of DDA Transport. "It seemed to check all the boxes that we were searching for."

In August 2023, DDA Transport introduced six propane straight trucks to its fleet, joining a growing number of USPS mail contractors that trust propane vehicles to reliably deliver the mail across the country.

Alt-Fuel Benefits

Propane autogas—a leading alternative fuel in the world with 27 million vehicles—is a nontoxic, non-carcinogenic, and noncorrosive fuel. The fuel is made

domestically, making it readily abundant and cost-effective for fleet operators in the United States.

When compared to diesel, vehicles fueled by propane autogas lower the total cost of ownership by saving on fuel, fluids, and filters. DDA Transport's diesel fuel prices currently stand at \$4.49 per gallon, while propane is \$1.65 per gallon. Additionally, the fuel's composition is so clean that oil changes are less costly and complex, and propane vehicles eliminate the need for additional components like diesel particulate filters, exhaust gas recirculation (EGR) coolers, and an array of silicon-controlled rectifiers (SCR) parts.

The company anticipates saving \$25,000 in fuel spending and up to an additional \$15,000 in maintenance and uptime costs for each truck annually. Andreasen says they plan to use the cost savings to add more propane vehicles to their fleet.

DDA Transport didn't rely on external funding or grants to purchase their propane vehicles, although [funding is available](#). ROUSH CleanTech's propane engines are 90% cleaner in NOx than the current federal emissions standards and virtually eliminate particulate matter, making them eligible for many federal and state funding programs.

Preparing for Propane

To ensure a smooth transition to propane autogas, the company's technicians received comprehen-




 **Propane autogas—a leading alternative fuel in the world with 27 million vehicles—is a nontoxic, noncarcinogenic, and noncorrosive fuel. The fuel is made domestically, making it readily abundant and cost-effective for fleet operators in the United States.**

propane autogas helps us achieve our short- and long-term goals.”

Fleets looking to meet or exceed the upcoming 2027 emissions standards can reference DDA Transport’s approach to beginning the process early, taking incremental steps toward creating a fleet made up of low- and near-zero emission vehicles.

Andreasen’s advice for other fleets is to “look at your operation and decide if you are interested in working toward climate change while saving fuel expense and maintenance expense. If so, then you should consider propane autogas as an option.”

In an era where environmental consciousness and cost-effectiveness go hand in hand, the adoption of propane autogas is proving to be a win-win solution. 

Todd Mouw is the Executive Vice President of sales and marketing of ROUSH CleanTech, an industry leader in advanced clean vehicle technology. Mouw has more than two decades of experience in the automotive and high-tech industries. As former president of the NTEA Green Truck Association, Mouw helped set standards in the green trucking industry. To learn more, visit [ROUSHcleantech.com](https://www.roushcleantech.com).

sive training and support from ROUSH CleanTech. Standard diagnostic equipment can be used to service propane vehicles, and requirements for a propane vehicle repair facility are generally the same as those for conventionally fueled vehicles, helping keep costs low during adoption.

For fueling, the company chose to work with Ferrellgas to install an onsite propane station. “We need onsite fueling because our trucks run on very strict schedules and are typically running from the early morning hours until the late evening,” said Andreasen. “Ferrellgas not only provided the fuel but also worked out a cost-effective solution by incorporating a fueling station into a long-term fuel contract.”

Onsite propane autogas fueling infrastructure costs less than any other transportation energy source—conventional or alternative. However, there are thousands of propane autogas fueling stations in the United States, with stations in every state.

DDA’s delivery trucks travel 75,000 and 90,000 miles per year. Thus far, the drivers have praised the propane trucks for their smooth ride and quieter operation. “The propane trucks have a little less torque and power than our diesel trucks, but so far, this has not been a prohibiting factor,” said Andreasen. “And operating in New England with frigid winters, we are looking forward to our propane trucks starting and running in the cold without fuel gel issues.”

Future and Insights

Looking ahead, the company envisions adding more Class 6 propane trucks to its fleet. Their goal is to achieve a 50/50 mix between diesel and propane autogas within the next few years.

“As a supplier to the US Postal Service, we are continually striving to find ways to protect the environment through sustainability efforts,” says Andreasen. “Our fuel consumption is our biggest environmental concern, so the ability to lower this impact through



Clearing Up Some Questions About **UNDERGROUND TANKS**



BY RICHARD FREDENBURG,
NORTH CAROLINA
DEPARTMENT OF
AGRICULTURE AND
CONSUMER SERVICES

>>> **There have been questions** along the way about some of the rules that apply to underground propane tanks. A requirement to anchor tanks in flood-prone areas has been in the LP-Gas Code for over 30 years. Cathodic protection requirements for UG tanks came in 2011 and for UG piping in 2014. This column will cover how we enforce the requirements for anchoring and protection from corrosion as they relate to UG tanks.

As usual, these are interpretations for North Carolina. Interpretations and effective dates for South Carolina and Georgia may or may not agree. The date references are to the LP-Gas Code editions, which may or may not be in effect in some states.

Flooding and Underground Tanks

As stated above, the anchoring requirement for containers in flood-prone areas has been in place for over 30 years. The performance requirement is in the code, but it doesn't tell you how to meet it. It was said informally many years ago that this vagueness is intentional, as there are too many flood situations to address in a national code. Instead of specific installation requirements, the code allows each state to enforce the performance requirement as appropriate for their conditions. The requirements apply to all containers in flood-prone areas, but applying them to UG tanks can present some challenges. With our state experiencing flooding in the coastal, piedmont, and mountain areas, we have a wide range of anchoring needs.

Our position on anchoring was expressed over 10 years ago and has been available on our website ever since (ncagr.gov/divisions//standards/lp-gas/

[lp-gas-interests-industry/standards-anchoring-tanks-flood-prone-areas](#)). The basic requirement is to use anchors that have an engineering design or analysis and that they are appropriate for the type of soil and potential buoyancy of the container. Additionally, it's best to provide cables or straps through the legs or straps over the tank that keep the tank from turning upside down. These cables or straps are attached to a heavy concrete slab or to helical anchors. Securing through the lifting lugs is not acceptable.

We consider an area to be flood-prone if it is in the 100-year flood zone as defined by the Federal Emergency Management Agency. They have maps defining the type of flooding for much or all of the country, certainly for North Carolina. A twist is the addition of some relatively new requirements from the National Flood Insurance Program that are intended to reduce insurance rates. However, a county must implement these rules county-wide to get the reduced rates. Without getting into details that have been shared in previous articles, the strictest requirements apply where water is flowing.

Corrosion and Underground Tanks

Protecting UG tanks from corrosion is our other topic this month. There has been a requirement, again, for more than 30 years, to protect UG tanks from corrosion. The method suggested in the code back then was a paint or coating from the manufacturer that could resist water and corrosion and/or the application of a mastic (tar-like) coating by the installer. Cathodic protection was available even then but seems to have been used only by companies wanting to protect their investments in




“ The requirements apply to all containers in flood-prone areas, but applying them to UG tanks can present some challenges. With our state experiencing flooding in the coastal, piedmont, and mountain areas, we have a wide range of anchoring needs.

UG steel. The 2008 edition of the LP-Gas Code contained a recommendation for cathodic protection, which became a requirement in 2011. Protecting the UG piping by cathodic protection and suggested use of dielectric fittings appeared in the 2014 edition. None of these requirements were made retroactive.

Another requirement accompanying cathodic protection is to perform testing of the equipment periodically and to document that testing. Documentation of the two most recent tests must be retained. It is suggested that all tests be retained, as they can help you analyze the effectiveness of the protection and predict when replacement of the anode bag will be needed for continued protection.

Without retroactivity, we can't flatly require the cathodic protection of UG tanks installed prior to 2011. However, we can test for active corrosion. We receive many such test requests from customers considering buying their UG tanks. If the readings during testing fall in the failure range, indicating a lack of protection from corrosion, then we allow a couple of options for correcting the corrosion protection. The most effective and least expensive method is to install an anode bag with the tank. If you do this, then the testing protocol, as described in section 6.20.3.2, must be put into action.

A much more expensive method is to exhume the tank, clean it of dirt and rust, provide a coating you hope will protect the tank, and rebury it. However, it is nearly impossible to provide a coating in the field that is perfect enough (free of “holidays”) to pass testing. The kicker is that it's now a newly buried tank, and you must include cathodic protection.

I hope this explanation clarifies how we conduct our inspections of these two requirements for UG tanks. Please contact me at richard.fredenburg@ncagr.gov or 984-236-4752 if you have questions. 



Thank
you

to our advertisers!

Your generous support made this publication possible.

Your largest controllable expenses are delivery labor and vehicle costs.

Affordable Universal Tank Monitoring helps drive better customer service and distribution profitability.

- **Universal SIM card connects to all major carriers:** US Cellular, AT&T, Verizon, T-Mobile, Sprint, & their partners.
- **Easy installation - Remote-ready and sender cables with dial and universal adapter.** Magnetic mount.
- **Class 1 / Div 1 certified**
- **Dependability - 20 yr. battery life,** 5 year warranty, rugged with all-weather construction.
- **Bergquist dedicated technical support and training staff.**



Bergquist

bergquistinc.com | 800.448.9504

Your questions answered by the people who know propane equipment.



Dispensing Cabinet



Phone: 800-457-3826 P.O. Box 429
Fax: (919-284-6199) KENLY, NC 27542
E-MAIL: PETCO@PETTANK.COM



Greg Narron - President

“WE HAVE YOU COVERED”



***FROM INSTALLATION,
TO MAINTENANCE,
TO TOOLS
AND ACCESSORIES,***



TO DELIVERY AND REPAIR

- NEW & RECONDITIONED BOBTAILS**
- CRANE SERVICE TRUCKS**
- SWITCHOVERS**
- BOBTAIL RENTAL & LEASING**
- BOBTAIL PARTS & REPAIR**
- TRANSPORT PARTS & REPAIR**
- V, K, I, P INSPECTIONS**
- METER CALIBRATION**
- TANK TRAILERS**
- LP DISPENSING UNITS**
- NBIC “R” STAMP REPAIRS**



Serving the LP Industry Since 1954



NEW HIRE— JONATHAN DELVALLE

Where do you call home?

Sanford, North Carolina.

What was your first job?

Kmart in 2001, Elyria, Ohio.

What are some things you do in your spare time?

Gym rat, fishing, and spending time with my family (cooking).

Do you have any favorite sports teams?

E-A-G-L-E-S “Fly, Eagles Fly!”

Do you have a gadget you cannot live without?

100% my phone, it makes life easier.
I do not need to carry a computer with me.

How did you get into your line of work?

Throughout my Army career, I worked as a trainer/instructor, which landed my new career.

What is your job now?

I am an instructor for SEPATEC, the “best propane training company in the US!”

What do you like most about your job?

Teaching students skills that will give them a new career.

What do you find most challenging about your job?

My two-hour, 30-minute, 30-second drive every day. However, in six months, it will drastically decrease. Also, how cold (68 degrees) the classroom is, lol.

Give us an idea of what an average day includes:

Start the day at 7:30 a.m. and catch up on any emails or classroom setup needed. Teach all day.

What is the best advice you ever received?

Always find ways to improve your foxhole (where I live, work, family, etc.).

What advice would you give someone entering the industry today?

Attend this course, and it will set you up for success.

What was the last book or movie you enjoyed?

Elementals and Super Mario Brothers.

What did you do after high school?

Shipped off to Army basic training.

Where would you like to visit?

Alaska (salmon fishing).

What characteristics do you admire most in others?

I appreciate people who can have a dialog about any topic and still be respectful.

How long have you been involved in SEPA?

I’m a new hire.

What are the skills you use most in your career?

Teaching skills.

What is your greatest achievement to date?

Retiring from the Army.

What is something unusual or funny that no one knows about you?

My nickname is Frank Lucas (American gangster movie). 🔥

“Always find ways to improve your foxhole.”

One Source, Many Solutions.

**A new website for a better
customer experience.**

Q **terravestlpg.com**

- Ⓞ Bobtails
- Ⓞ Bulk Storage
- Ⓞ Crane Service Trucks
- Ⓞ Domestic Tanks
- Ⓞ Transports
- Ⓞ Refurbishing Services



Celebrating
25+ Years
Proudly Serving
The LP Gas
Industry

New & Used Trucks | Leasing & Financing Available

Truck Maintenance & Repair (Engine, Frame & Drive Train)
Changeovers, Transport Inspector, & Repair
Meter Proving & Certified DOT Construction
Annual Inspections (V.K. & DOT Chassis)
Pressure/Internal Inspections & Testing (P.I.)

108 Fitch Lane Goldsboro, NC 27530 1-800-326-8950 www.apachelptrucks.com



PROPANE, HVAC
COMPRESSED GAS



HEARTH



OUTDOOR LIVING



WWW.RAYMURRAY.COM

- Place Orders
- Check Inventory
- Access Resources

REGISTER FOR ACCESS NOW!



- **FAST SHIPPING**
- **TOP BRANDS**
- **EXPERT SUPPORT**

888-260-1900



PENNSYLVANIA SCHOOL DISTRICT OPERATES PROPANE BUSES FOR A DECADE



BY TODD MOUW,
PRESIDENT,
ROUSCH CLEANTECH



>> Located in a mountainous region in northern Pennsylvania surrounded by the Allegheny National Forest, Bradford Area School District transports about 2,500 students to school on 18 daily bus routes that cover an attendance area spanning about 250 square miles.

Ten years ago, the district embarked on a forward-thinking initiative to replace its aging diesel buses with a cost-efficient and environmentally friendly fuel: propane autogas. The

propane buses have successfully managed the weather, terrain, and wear and tear of daily operations in Pennsylvania and provided the district with significant cost savings. Today, the district operates 100% of its routes using propane school buses.

“Over my 40-year career, in which I have overseen the purchase and maintenance of hundreds of buses, I have never seen a bus design that saves over \$3,000 per year,” said Barry Bryan, director of transportation for the district. “This is a huge number for any contractor or school district. I’m surprised we’re not seeing more of these units rolling down the road.”

Abundant Propane Supply

More than 90% of the United States propane autogas supply is produced domestically using materials that would go to waste if they were not salvaged from other energy processes. According to the Propane Education & Research Council, the Marcellus shale, which is located in the Appalachian Basin, can supply more than 2 billion gallons of propane per year.

“Our area has an abundance of propane due to local Marcellus and shallow wells, so we are doing our part to support local industry and the community,” said Bryan, who holds a degree in environmental science. “And because of my background, I have a strong interest in green energy.”

Lowered Emissions

The district’s Blue Bird Vision buses, which are equipped with ROUSH CleanTech propane autogas engines, dramatically reduce nitrogen oxide emissions and virtually eliminate particulate matter—substances identified by the Environmental Protection Agency (EPA) as harmful to students and the environment.

“The biggest thing we’ve noticed is that the clean operation of the propane buses has reduced the emissions in our garage and around our schools,” said Bryan. “There is far less crude build-up on our computer screens inside of our maintenance bays, which is obviously a plus for our lungs.”

The school district’s newest propane buses, which arrived in 2023, are certified to 0.02 g/hphr NOx. They’re 90% cleaner in NOx than the EPA and California Air Resources Board (CARB) regulations set to take effect in 2027.

Operational Benefits

“Our propane buses greatly reduce the time spent in maintenance when compared to the maintenance required to keep the emission equipment on a diesel bus operational,” said Bryan. “Thus, our mechanics have been very happy.”

The buses run quieter than their diesel counterparts and allow the drivers to interact with passengers more easily. Buses fueled by propane reduce noise levels by about half compared to diesel engines. “Every



driver of our propane buses has expressed a preference for the propane model over the diesel due to reduced cabin noise and increased power on hills,” Bryan said.

“The Bradford area saw temperatures of negative 25 degrees Fahrenheit in 2015, and our propane buses ran without missing a beat,” said Bryan. The propane autogas fuel system used in the Blue Bird Vision heats the buses quickly and provides unaided cold weather starting at negative 40 degrees Fahrenheit.

Immediate and Long-Term Savings


Leadership was thrilled that the district saw a return on its investment within the first year of operation. Propane buses offer the lowest total cost of ownership compared with other alternative fuels.

On average, propane autogas costs about 50% less than diesel. Currently, the district is paying \$4.70 per gallon of diesel versus \$1.50 for propane. The district received a \$5,000 rebate on the cost of each initial bus in 2013 and has subsequently accessed funding from Pennsylvania’s Alternative Fuel Incentive Grant program as well as the Environmental Protection

Agency’s Clean School Bus Program. Propane also qualifies for a \$0.37 per gallon government incentive through the alternative fuel tax credit.

All savings from the operation of propane buses have been allocated back into the district’s general budget, including the savings in fuel costs.

Positive Performance and Feedback

Bryan and the transportation staff have only positive feedback about their decade-long experience operating propane school buses. “Our propane buses are easy to maintain, create less pollution, increase financial savings, and operate on a local fuel,” said Bryan. “I can’t express how pleased I am with the performance of our propane fleet.” 

Todd Mouw is the Executive Vice President of sales and marketing for ROUSH CleanTech, an industry leader in advanced clean vehicle technology. Mouw has more than two decades of experience in the automotive and high-tech industries. As former president of the NTEA Green Truck Association, Mouw helped set standards in the green trucking industry. To learn more, visit ROUSHcleantech.com.



Piedmont Propane

Propane Sales & Service

Residential & Commercial

Athens, Homer, Washington, Elberton, GA
Abbeville, SC

Looking to buy good/used
bobtails, service
trucks & propane tanks.
Sizes varying from 120 to
1000 gallon tanks.



706-678-6111



WHEN YOUR TICKETS DON'T WORK, YOU'RE NOT MAKING DELIVERIES...

WHY TAKE THE RISK?

Roll TICKETS + Slip TICKETS + Computer TICKETS

WEHOF FORMS 800-221-1209 FormsPro.net

TICKETS THAT WORK

PROMOTE YOUR BRAND AND BE SEEN

4.8%+

OVER 4.8% OF U.S. CONSUMERS
HEAT THEIR HOMES WITH PROPANE.

\$46 BILLION

THE PROPANE INDUSTRY
GENERATES \$46 BILLION IN DIRECT
ECONOMIC IMPACT ANNUALLY.



For more information,
contact E&M at p. 800-572-0011
advertising@eandmsales.com



Published monthly, *SEPA News* magazine is a one-stop shop for all propane industry news written for professionals in the field. As a recognized industry publication with an established readership and trusted content, it makes a targeted impact. Advertise directly to your peers and get noticed.

60 MILLION+

More than 60 million customers utilize propane annually in the U.S.



15 BILLION+

More than 15 billion gallons of propane are sold in the U.S. annually.



97,000+

Over 97,000 workers across the U.S. are employed in propane trade, wholesale and sales.



Source: Southeast Propane Alliance

WANT YOUR
BUSINESS TO
STAND OUT?



Give us a call!
800.572.0011

www.emconsultinginc.com

Increase your sales by advertising your company services and products in this publication.

LPG SYSTEM DESIGN & ENGINEERING

- INSTALLATION & MAINTENANCE SERVICES
- TRANSPORTATION
- BULK TANK SALES



HILTZ
PROPANE SYSTEMS



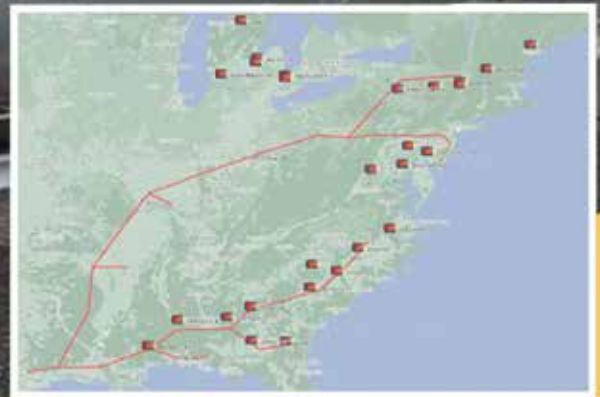
ph. 717.799.4322 | www.hiltzpropanesystems.com

KIROS
ENERGY MARKETING

NO SMOKING

PROPANE

Providing Propane
Marketing, Supply and
Logistical Solutions
Throughout North America



KIROS
ENERGY MARKETING

Al Lajoie
VP LPG Trading & Marketing
403-477-2995
alajoie@kirosenergy.com

Northeast / Mid-Atlantic
Jeff Steppat
605-760-0839
jsteppat@kirosenergyusa.com

Midwest / Southeast
Sumeet Paul
403-585-6270
spaul@kirosenergy.com

Southeast
Warner Jones
662-414-5254
wjones@kirosenergyusa.com

WWW.KIROSENERGY.COM



NC Advisory Council Meeting



Amy Dean and Angi Harris



Richard Fredenburg and Dave Donahue



Andy Daughtrey



John Jessup and Jon Carr



Phil Farris, John Peña, and Scott Prewitt



Jonathan Blewer



John Peña



John Jessup



John Jessup and Jonathan Blewer



GA Christmas Luncheon



Peyton Moody and John Peña



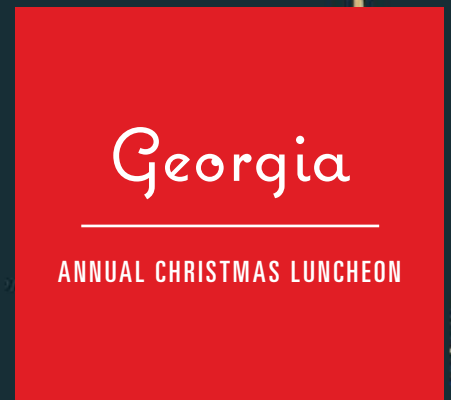
Kim Folger and Janet Joseph



James Watson



Special Guest Appearance by Santa Claus



Georgia

ANNUAL CHRISTMAS LUNCHEON



Donnie Bullock



Marjorie Harrison and Beth Kemp



Webber Wycoff

EVENTS RECAP — GA ANNUAL CHRISTMAS LUNCHEON



John Peña and Vernalisa Rougeux



Tyler and Gerry Misel



Pete and Greg Folger



Joe Rosengrant and Johnny Patrick



Special Guest Appearance by Santa Claus



Dan Richardson presents Mike Davis with Lifetime Membership Award



John Jerrolds and James Watson



Billy Foust and John Peña



Johnny Chastain, Tyler Harper, Pete Folger, and Kim Folger



Donnie Bullock and Cody Reeves



John Peña, Scott Prewitt, and Cheryl Prewitt



Brian Yow and Bob Barnum



Donnie Bullock and Santa Claus



Sarah Jessup and Laura Lee Perry



Amy Dean and Phil Farris



Tammy Bullock and Lori Newton



Santa Claus and Lynn Lake



John and Kelly Blewer



Josh Perry and Roger Lake

SAVE MONEY TODAY!

REDUCE YOUR CREDIT CARD PROCESSING FEES



Rates As Low As 0.05%*



Accept EMV/NFC
(Apple Pay, etc.) EBT,
Snap, Checks and more



Pay-at-the-pump
compatible



Next Day Funding with
weekend settlement

- ✓ FREE Credit Card Terminal Placement Wireless/Landline/High-Speed/Dial-Up
- ✓ Easy setup (with no setup fees and quick approvals)
- ✓ Seamless integration with your current POS
- ✓ \$295** towards your early termination fee (if you have one) with your current processor
- ✓ Access to Payments Hub - our secure, online merchant portal
- ✓ Free paper**

SWITCH NOW AND GET YOUR FREE TERMINAL



SMART TERMINAL

with
4G / Wifi



- Send digital receipts:
Email or SMS a receipt
- Send Invoices
- Integrate to Your
Point of Sale

STANDARD TERMINAL

COMPATIBLE WITH
GAS CARDS



PAY AT THE PUMP
COMPATIBLE



OPTIONAL PROGRAMS:

EDGE: The Best CASH DISCOUNT PROGRAM from North American Bancard

Are you ready to get rid of the impact of payment processing costs
on your business?

With the Edge Cash Discount program you will enjoy the same profit
margins from cash payments as you do from non-cash payments.

- Curbside Ordering
- Point of Sale Systems
Recommendations, Solutions
& Integrations
- Accept EBT/Snap
Low Transaction Fee

GROW YOUR BUSINESS. PARTNER WITH NAB TODAY!

866.481.4604

NorthAmerican
BANCARD
WWW.NYNAB.COM

© 2023 North American Bancard, LLC (NAB). All rights reserved. NAB is a registered ISO of BMO Harris Bank N.A., Chicago, IL, Citizens Bank N.A., Providence, RI, The Bancorp Bank, Philadelphia, PA, and First Fresno Bank, Fresno CA. American Express may require separate approval. *Durbin regulated Check Card percentage rate. A per transaction fee will also apply. **Some restrictions apply. This advertisement is sponsored by an ISO of North American Bancard. Apple Pay is a trademark of Apple.



CETP VIRTUAL TRAINING



Online Training for
Employees: Preparing
Them to Work with and
Deliver Propane

\$125 per class

- ✓ Virtual Classroom Training
- ✓ Basic Principles and Practices of Propane
- ✓ Bobtail Delivery Operations



REGISTER NOW

 www.sepatec.org

 *propane
energyforeveryone
trades*

18-22 DECEMBER 2023

8-12 JANUARY 2024

15-19 JANUARY 2024



 jpena@sepatec.org

 919-364-3003

YOU DESERVE A WEBSITE AS GOOD AS YOUR COMPANY.

Warm Thoughts Communications designs and manages more propane company websites than anyone in the country.



99% of our clients say they'd recommend us.



**Breakthrough Marketing
for the Propane Industry**

To see the difference we can make for you,
check out our success stories at warmthoughts.com

201-330-9276

Websites • Social Media • Review Management
Online and Traditional Advertising
Sales and Customer Service Training

CALENDAR OF EVENTS

SEPA & NC TEC | 2024



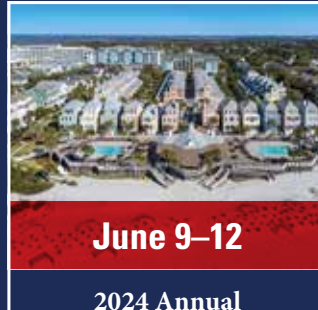
April 4-7

2024 SEPA Spring
Board Meeting
Charlotte, NC



April 24-25

2024 Georgia State
Membership Meeting
The Graduate Hotel
Athens, GA



June 9-12

2024 Annual
SEPA Convention
Wild Dunes Resort
Isle of Palms, SC



September 15-17

2024 SEPA Fall Meeting
Harrah's Casino Resort
Cherokee, NC

We offer a wide selection for all of your
heating and gas needs

- Fireplaces
- Tankless Water Heaters
- Fireplace Logs
- Outdoor Grills
- Woodburning Stoves
- and much more
- Fire Pits/Bowls



TRUE FLAME

**TrueFlame...
THE NEW NAME IN FIRE!!**



Sizes available: 26", 32" & 40"

Contact your Tri-State Territory Manager for more details!

TSD
TRI-STATE
DISTRIBUTORS

Georgia:

Robert Hernandez :: 770-468-4683
rhernandez@tsdsupply.com

South & North Carolina:

Matt Lane :: 225-279-0128
mlane@tsdsupply.com

Eastern North Carolina:

Ray Lopez :: 864-556-2356 :: rlopez@tsdsupply.com

www.tri-statedistributors.com

1.800.476.6164



VISIT US AT 3EIGHTENERGY.COM

**EXPERIENCE
3EIGHTENERGY**

JEFF RUFFNER
jruffner@3eightenergy.com
(724) 672-8622

JAMES HARRIS
jharris@3eightenergy.com
(828) 273-5637

KATHY STANDLEY
kathy.standley@3eightenergy.com
(816) 844-5679

PHIL FARRIS
pfarris@3eightenergy.com
(704) 609-6117

NICOLE MYRICK
nicole.myrick@3eightenergy.com
(228) 669-0796

WE SUPPORT



WHAT'S WRONG WITH THIS PICTURE?

The customer complained about this line of containers when the supplier said there were problems. Six containers (mixed DOT and ASME) of ~125 gallons water capacity each lined up along a wall with no break of at least 10 feet is a violation, even if, as in this case, they serve three different customers. Also, at least the first two are too close to the HVAC condensing unit (source of ignition). This is another situation where the delivery person should report the situation as an unsafe installation to fill the first two containers. Photo by Richard Fredenburg.



F.W. WEBB COMPANY

Your one-stop destination for gas products & services



WL
PLASTICS
The Ideal Piping Solution



GENERAC



TracPipe
Flexible Gas Piping by Onegas



WORTHINGTON
INDUSTRIES



Continental
Industries



cavagna group

System Design & Consultation • Training & Education
Product Selection & Sourcing • Compliance & Regulatory Assistance

Serving the east coast from Maine to Florida
866-999-1075 • fwwebb.com/gas



Sonar Tank Monitoring - the step ahead



RECREATIONAL/RESIDENTIAL APPLICATIONS



COMMERCIAL/STORAGE APPLICATIONS



- *>100% more accurate than Read Ready Gauges*
- *Drive Business Profitability and Customer Service*
- *Solutions for tanks 20lb - >90,000 Gallons*
- *Simple & Fast - Installation by Drivers in just 3-4 mins*
- *Realtime monitoring straight to your Desktop, Mobile or Smartphone to sharpen your Inventory and Delivery Management*

Imagine your Gas, Oil, Water or any other liquid based business having an advantage above all others. In partnership with Sonariot and Mopeka Products, Rutherford Equipment will bring you that advantage. With Mopeka Product's patented Sonar Tank Monitoring Technology, you can quickly, easily and above all ACCURATELY monitor the levels of all your pressurized and non-pressurized tanks.

Learn more at www.sonariot.com or contact your Rutherford representative for more information!