

Texas Propane



THE MAGAZINE FOR THE TEXAS PROPANE GAS ASSOCIATION

SEPTEMBER 2024

LEADING WITH HEART

TPGA President
Larry Baty Takes Helm

Highlights from the 2024
Crossroads Propane Expo
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Highlights from Headquarters

Bill Van Hoy

TPGA Executive Director

If you were one of the over 500 propane professionals who attended the Crossroads Propane Expo + Conference last month, it was so good to see you! How great was that?! Thank you, attendees, exhibitors, speakers, and sponsors, for a very special event. I think everyone came away with something they can use in their business, along with having had a great time.

If you weren't able to make it this year, let me go ahead and plug next year's event. In a world where things have become so busy, it's harder and harder to invest your time in connection. But there is no substitute for spending several days with your peers. Consider investing your time next year. It's worth it. Next year we'll be visiting Moody Gardens in Galveston (August 7-9). It's a great location, and you can extend it as long as your family desires.

It's only been five months since the GenerationNext Propane Pros program (page 20) was launched. In just that amount of time, we have made great strides in addressing the critical shortage of qualified workers in the Texas propane industry. A joint initiative by the Propane Council of Texas and the Texas Propane Gas Association, this program connects propane businesses with skilled applicants.

We want to remind the Texas propane industry of this tool as you hire workers for the heating season.

Tools you'll want to use this fall are the *Propane Living* newsletter and Duty to Warn Safety Mailing Program. Both are very affordable to use, with the bulk of the cost being covered by ProCOT. Keep your customers informed this heating season with resources from ProCOT.

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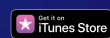
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Record-Breaking Success: Highlights from the 2024 Crossroads Propane Expo & Conference

The 2024 Crossroads Propane Expo & Conference, hosted by the Texas Propane Gas Association, took place from August 1-3 in Allen, Texas, and drew a record-breaking crowd of over 500 propane industry professionals from every sector. With nearly 100 vendors and service providers exhibiting, this year's event solidified its status as the largest propane expo in the state.

The conference kicked off with a half-day training session featuring speakers from state and federal government agencies, as well as the National Propane Gas Association, focusing on regulatory, compliance, and safety issues. A new addition this year was the Technical & Technology series, offering 10 different classes ranging from pipe sizing to regulator troubleshooting and truck technology trends.

Friday night was marked by the Annual President's Happy Hour, sponsored by 4J Energy, followed by the Two Step Dinner, Dance & Casino Party. Thanks to dinner sponsor Marshall Excelsior and Casino Party sponsor All Propane LPG, attendees enjoyed an evening filled with excitement. TPGA President Allen Wells welcomed the crowd, and Texas' own Tom Van Buren, the new NPGA Chair provided updates from the National Propane Gas Association. The evening culminated with the passing of the gavel to Larry Baty of Cadenhead Servis Gas, who begins his two-year term as TPGA President.

The Dinner included dance instruction from seven-time United Country Western Dance Council (UCWDC) World Champion Bryce Green and a Casino Party for the young and old.





A highlight of the weekend was the inaugural Booze Wagon Live Auction, featuring over 40 bottles of premium spirits. A special thanks to Booze Wagon Auction Chair Larry Hearn of Yellow Rose Propane for organizing this event. The auction raised \$10,000, with John Cadenhead of Cadenhead Servis Gas making the winning bid and generously donating the wagon back for future fundraising. Proceeds from the auction will benefit the TPGA Scholarship Foundation.

Thank you to our Booze Wagon Donors: 2022-2024 TPGA President, Allen Wells, BayGas; 2024-2026 TPGA President, Larry Baty, Cadenhead Servis Gas; 4J Energy; Armadillo Propane Exchange; Gas Equipment Company; Grammer Logistics; Home Depot Pro; Marshall Young; Meeder; METSA; Roadrunner Energy; Targa; Warm Thoughts; Yellow Rose Propane.

The sold-out expo floor was bustling with nearly 90 suppliers and service providers from all corners of the propane industry, showcasing everything from tanks and equipment to cutting-edge technology like propane-powered EV chargers and new propane-powered bobtails. For a complete list of exhibitors and suppliers, turn to page 14.

The event was a tremendous success, with TPGA President Larry Baty remarking, "Good training, good results, great turnout."

We extend our gratitude to our 2024 Site Visit Task Force: Larry Baty, Cadenhead Servis Gas; Tracy Wells, Gas Equipment; Jimmy Grant, and Sean Caney.

The expo received a welcome surprise visit from Congressman Pete Sessions, representing Texas's 17th Congressional District. Thank you to Nexio for inviting the Congressman.



TPGA brought back the popular Regulatory Pavilion, providing attendees the opportunity to have their questions answered by representatives from key agencies such as the Railroad Commission of Texas, Federal Motor Carrier Safety Administration, Pipeline Hazardous Materials Safety Administration, American Energy Institute, Texas Commission on Environmental Quality (TCEQ) Grants Division, Texas Department of Public Safety CDL Division, and Texas Highway Patrol.





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The silent auction was also a prime hot spot for expo day with everything from Texas getaways to hand crafted steel furnishings.

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In addition to the auction, Kendra Scott Jewelry held a trunk show, debuting her Yellow Rose collection and offering a color bar where guests could create their own designs, with proceeds benefiting the TPGA Scholarship Foundation.

Congratulations to Doyle Fevig of Legacy Propane in Fredericksburg, winner of the rifle raffle. Doyle took home a Tikka T3X Lite Stainless Bolt Action Rifle in .300 (WSM) caliber, complete with a Vortex Scope, generously donated by The Petersons of Buster Brown Propane.



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Golfing for a Cause

The Elmer Atkins Memorial Golf Tournament, sponsored by Targa Resources, took place at The Courses at Watters Creek and attracted nearly 100 golfers from across North America. A special thanks to City of Allen Mayor Baine Brooks for securing access to the high-demand course for our tournament.

2024 Winning Team

Clinton Sopchak
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Thank you to the PGA Store for donating PGA gift cards to early bird golfers, to Cowboys Golf Club for golf round for two, and Watters Creeks for their raffle donation.

Thank you to the PGA Store for donating PGA gift cards to early bird golfers, Cowboys Golf Club for a golf round for two, and Watters Creek for their raffle donation.

A special shout-out to the TPGA Golf Committee: Ed Varney, Topline Mgmt.; Larry Baty, Cadenhead Servis Gas; John Becraft, Targa Resources; and Chad Gregg, Enderby Gas, and volunteer Tracy Wells, Gas Equipment Company.



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Leading with Heart: TPGA President Larry Baty Takes Helm



As Texas Propane Gas Association (TPGA) embarks on a new chapter with Larry Baty at the helm as the newly elected TPGA President, we had the opportunity to sit down with him for an insightful Q&A session. Larry's journey in the propane industry spans over four decades, beginning in 1980, and his passion for the industry and its people is evident.

How It Started

Larry Baty's beginnings into the propane world began in 1980, when a downturn in the real estate market led him to help a close friend and roommate from Texas Tech, John Cadenhead, who was

starting a propane dealership, which included propane carburetion. What began as a side gig converting pickup trucks to propane with 50-gallon pancake tanks, gradually evolved into a full-time commitment. Forty-four years later, Larry is still by John's side, serving as Vice President of Operations at Cadenhead Servis Gas of Royse City, TX.

Favorite Part of His Job

When asked about his favorite part of the job, Larry's response is heartfelt: "Being able to get out in the field, meeting with builders, subcontractors, and customers. Interacting with them about their

projects and seeing the different areas and projects that are going on. Just, I guess, the people contact around the community." This people-first approach is central to Larry's leadership style and reflects his commitment to fostering relationships within the propane community.

Most Memorable Moment

Among Larry's most memorable moments is his election as TPGA president. The ceremony at the convention, attended by a record-breaking crowd, stands out as a career highlight. Larry credits the success of the event to the hard work and dedication of everyone involved, emphasizing the importance of promoting the convention and bringing people together.

Presidential Key Objectives

Looking ahead, Larry's presidency is driven by several key objectives. He aims to increase member participation, encouraging more voices to be heard at board meetings. "If they're going to take the time out of their busy schedules to come to the board meeting, I'd like to see them speak up, interact better, and say what they think," Larry said.

Additionally, he envisions fostering fresh talent within the association, recognizing the need for younger members to share ideas and insights. He is inspired by initiatives like the National Propane Gas Association's Young Professionals Council and is eager to explore similar programs to engage the next generation of industry leaders.

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Challenges and Opportunities

The propane industry is not without its challenges, and Larry is acutely aware of the hurdles faced by businesses today. Rising costs of equipment, materials, insurance, and increasing competition are significant concerns.

Additionally, finding qualified personnel remains a pressing issue. Nevertheless, Larry remains optimistic about the potential for growth and innovation within the industry.

He identifies housing as a significant opportunity, given Texas' status as a growing state with a burgeoning construction sector. The ongoing discussions around grid reliability further highlight propane's benefits, with generator installations emerging as a promising avenue for expansion. Larry's strategic vision involves tapping into these opportunities to drive the industry forward. As a former member of the Railroad Commission of Texas AFRED Advisory Board, he sees the importance of promoting our industry.

Building Bridges & Community Impact

Larry is a firm believer in the power of networking and collaboration. He sees TPGA as a vital platform for fostering connections among members, dealers, and vendors. "The networking is just a very important part of it," he explains, highlighting the value of sharing experiences and solutions with others in the industry.

Beyond his role in TPGA, Larry is actively involved in the Dallas Builders Association as a Life Director and the Cars for CASA Car Show, a charitable event that has raised nearly \$1 million for CASA over almost 20 years. Larry's commitment to giving back to the community is evident, and he takes great pride in the impact that the car show has had.

About Larry

When not immersed in the propane industry, Larry mostly enjoys vacations and traveling with his wife, Dana, who has been his biggest supporter in this journey. Living on Lake Tawakoni, he enjoys fishing and taking his pontoon boat, affectionately called his "old man boat," out on the water. His love for animals, especially his dogs and cats, is well-known, dating back to the days when their dog, Bentley, attended all TPGA events.

Larry has been an active member of the hot air balloon community for over 40

years, supporting events like the Plano Balloon Festival and others. After all, propane is the fuel of choice for hot air balloonists.

His personal journey is deeply rooted in family and community. Born in Paris, Texas, and raised in Garland, he has strong ties to the area. He and his wife, Dana, have been married for 31 years and cherish their two grandchildren.

Larry's family legacy is intertwined with education. Both his parents were schoolteachers and administrators. His father, Buryl Baty, was tragically killed before Larry

was born, but his memory lives on through the Baty-Simmang Memorial Stadium at Bowie High School in El Paso, named in his honor. His stepfather, Gene Hudson, was also an inspirational educator, with Hudson Middle School in Garland, TX, named after him. Larry's mother was a home economics teacher for 32 years.

As Larry Baty takes on the role of TPGA president, his wealth of experience, genuine love for the industry, and dedication to fostering connections will undoubtedly have a lasting impact.



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GenerationNext Propane Pros: Fueling Workers to the Texas Propane Industry



Just five months after its launch, the GenerationNext Propane Pros program has made remarkable strides in addressing the critical shortage of qualified workers in the Texas propane industry. A joint initiative by the Propane Council of Texas and the Texas Propane Gas Association, this program connects propane businesses with skilled applicants. We want to remind the Texas propane industry of this tool as you hire workers for the heating season.

Addressing a Pressing Need

As the industry faces a wave of retire-

ments among veteran employees, the need for skilled professionals is more urgent than ever. GenerationNext Propane Pros bridges this gap by connecting propane businesses with a robust pool of qualified applicants emerging from technical schools and programs.

Success Stories and Growing Impact

Since its inception, the program has attracted over 453 registered applicants across more than 120 cities through its platform, <http://nextgenpropane.com>.

Here are some testimonials from those who have benefited: Carly Donsbach Hoover, Talent Acquisition Recruiter, Meritum Energy / Pico Propane "I had the privilege and opportunity to speak to students who recently earned their CDLs through the Sage Truck Driving School in Dallas thanks to the GenerationNext Propane Pros program. I have not been with the propane industry as long as my colleagues have but it doesn't take much to recognize that propane is on the rise and demand is continuing to increase every single day. In turn, this means more job openings, more

An advertisement for White River Distributors, Inc. featuring a propane delivery truck. The text includes: "New, Used, and Refurbished Propane Bobtails", "Refined Fuel Tank Wagons", "Changeovers", "Repairs", "The Industry Leader in Bobtail Manufacturing Since 1944", and contact information: "www.lpgbobtails.com. Batesville, AR 1.800.548.7219 Southwest Sales 1.800.483.9971".

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people needed – enter, GeneratioNext Propane Pros...By far, this was better than any job or career fair I could have gone to. I think this program is exactly what our industry needs to fill those gaps in the application and hiring process and every company, big or small, should take part in this advantageous program.”

Kameron Atwood, an HVAC student from South Texas Vo-Tech Institute in Euless, Texas, shares his experience: “GeneratioNext Propane Pros is the most successful recruitment platform for HVAC technicians and CDL drivers. I set up my profile on NextGenPropane.com and reached out to Michelle. That same day, Michelle connected me with propane employers in my area. A couple of hours later, I had an interview with Northwest Propane and started as a propane service technician/delivery driver on Monday! It took less than a week from my initial outreach to starting my career. Thank you, GeneratioNext Propane Pros! I recommend all trade school students check out the job opportunities available on NextGenPropane.com.”

Casey Mickens, Route/Dispatch Manager at Northwest Propane Gas Co., echoes the sentiment: “Looking for a new hire? GeneratioNext Propane Pros has proven results and is the most successful recruiting program our company has ever used! Michelle reached out to us with an HVAC/CDL applicant from a recent presentation, and we immediately interviewed the candidate. In less than a week, Kameron started his career with us. We’ve had trouble finding service technicians and CDL drivers in the past, but to have a new hire in less than a week is incredible. I encourage all propane

marketers to utilize GeneratioNext Propane Pros. They couldn’t make the recruitment process any simpler!”

Key Program Features

GeneratioNext Propane Pros offers several features that make it a valuable resource for propane businesses:

- Large Pool of Qualified Applicants: With over 5,450 active and qualified candidates nationwide, propane businesses can access a vast talent pool.
- Targeted Search: Employers can find potential hires based on criteria such as

location, experience level, CDL certification, and more.

- Applicant Profiles: Detailed candidate profiles, including resumes, education, and skills, empower employers to make informed decisions.

- Easy Job Posting: Businesses can post open positions with clear descriptions, locations, and salary ranges to attract suitable applicants.

- Free Service: Texas propane businesses can register and utilize the platform at no cost, thanks to funding from a Propane Council of Texas (ProCOT) grant.

Energy Managers and Propane Marketers were coming to us with numerous challenges. Their operations were being disrupted with driver and chassis shortages. They were frustrated and looking for ways to continue day-to-day business, and in some cases, streamline their routes or take on an additional revenue stream.

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Education & Outreach



The program also conducts outreach sessions at technical schools and offers educational webinars for employers and instructors, highlighting career opportunities in the propane industry and training on platform utilization. Since its inception in Texas, GenerationNext has conducted 40 educational sessions to schools. To join an upcoming outreach session, please visit NextGenPropane.com/Upcoming-Events.

If you have any connections with trade schools in your area, please reach out to Michelle Wilson at michelle_wilson@bostonenv.com or 774.259.9424. Michelle already has 10 more outreach presentations scheduled with trade schools in September and numerous schools that she is working on securing dates so keep an eye out for opportunities to join Michelle for outreach sessions across the state!

Questions? And More Information

With its innovative approach and proven results, GenerationNext Propane Pros is well on its way to ensuring workers for the Texas propane industry. If you have interviewed or hired any of the applicants through GenerationNext Propane Pros, please contact Michelle Wilson at michelle_wilson@bostonenv.com or 774.259.9424.

For more information, visit NextGenPropane.com to set up your employer profile, post open positions, or search current job applicants.

"We at Alvin Community College would like to thank the propane professionals at GenerationNext Propane Pros for their excellent presentation to our CDL class at our orientation. At ACC, we work with real world people and want to equip them for the real world. GenerationNext certainly put more tools in our toolbox for just that. The students had a wonderful opportunity to explore potentially rewarding

careers in one of the most secure and growing industries in the State of Texas. GenerationNext gave them tools that will be invaluable to them once they graduate from our CDL course, and we have no doubt a relationship with them will benefit our students in the future."

Casey Cook, CDL Instructor, Alvin Community College (Alvin, TX)

"GenerationNext Propane Pros is the most successful recruitment tool for CDL drivers. They did a presentation with my CDL class letting

us know about career opportunities available in the industry then provided a web platform, NextGenPropane.com, where you have all the right contacts to employers and can review their job posting board. I reached out to Michelle following the presentation and the same day she got back to me and started reaching out to propane employers. In no time, I connected with propane employers and can't wait to start as a delivery driver in the propane industry!"

Nicholas Flores, CDL Applicant, Western Technical College, El Paso, Texas

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Send Fall/Winter *Propane Living* Newsletter to Your Customers

Want to get seasonal propane information out to your propane customers? Nearly 140,000 Texas consumers receive *Propane Living* each quarter. Propane retailers use the *Propane Living* newsletter from the Propane Council of Texas to engage their customers, enlighten them on the many advantages of propane home applications and remind them of seasonal propane safety tips.



How to Sign Up

Visit www.procot.org/propaneliving to register.

Choose from two options:

- 1) Upload a Mailing List:
The Council will mail newsletters to your customers and cover postage.
- 2) Bulk Shipping:
Receive newsletters in bulk for distribution at your office, on bobtail routes, or as bill stuffers (shipping is free).

Cost of Participation

The Propane Council of Texas covers most of the cost.

Providers pay a \$40 fulfillment fee per edition and less than 5 cents per address/newsletter for imprinting their name or logo.

Questions? Please call (800)325-7427 ext. 2 or email info@propanecounciloftexas.org

Time is Running Out to Claim Your \$1,600 Limited Time Offer



The Propane Education & Research Council (PERC) has launched the Heat Pump Helper (HPS), a technology that enhances residential heating by replacing electric heat strips with a propane-powered hydronic coil. Propane industry professionals can trial this innovation through a Propane Council of Texas (ProCOT) rebate program by following these steps:

1. Complete the HPS Interest Form to enter the rebate program.
2. Upon approval, fill out the 2024 Personal Use Program (PUP) Form and arrange payment for the equipment.
3. Attend free, comprehensive training sessions to ensure proper installation.
4. After installation, complete the PERC Survey to provide feedback and get a \$1,600 rebate.

All installations must be complete by December 31, 2024. No exceptions.

Learn more at www.procot.org/heatpumphelper

Get Your Essential Guide for Answering Customer Questions This Heating Season



Heating season is almost here, which means an increase in customer questions—ranging from “I smell gas, what should I do?” to “I ran out of gas, now what?”

In Memoriam



Kay Reed, 77, passed away June 11, 2024, at her residence in Grapeland, Texas. After retiring Kay and her late husband owned/operated Sandyland Propane for a number of years. In addition to serving on the HECE board she continuously supported the local community through projects and fundraisers such as 4H, FFA, and the annual Slocum Volunteer Fire Department BBQ. Our thoughts are with her family.



Leslie Carter Mallory, born April 21, 1964, embarked on his new journey in the afterlife on August 9, 2024. Les was a proud graduate of Mineola High School and devoted his professional life to Mallory Propane, the family business in Mineola. His greatest joy, however, came from being a father to his beloved daughter Malta and a devoted companion to his four-legged friend, Lugnut. Our thoughts are with his family.

Robert (Bob) Brazeal of La Porte, TX, age 69, passed away surrounded by family on August 18, 2024, after a battle with cancer and COPD. Robert was an LPG inspector with the Railroad Commission of Texas from 1994 to 2013. Robert loved guitars, cars, and guns. He served in the U.S. Navy during the Vietnam War and was an active member of the Patriot Guard Riders. Robert is survived by his wife, Wanda, to whom he was married for 51 years, as well as his son and grandchildren. Our thoughts and prayers are with his family.

The Propane Council of Texas (ProCOT)'s CSR Flip Guide, an essential tool for your office staff, is available for the cost of shipping and handling through our partner, Propane Service Corp. This guide provides quick answers to the most common propane-related questions your customers might ask.

ProCOT is offering up to three complimentary flip guides per Texas propane company branch/each location for the 2024-2025 heating season—you just need to cover shipping and handling through the Propane Service Corporation (PSC) online store.

Don't miss out on this valuable resource for your front office team.

Order your complimentary copies today at <https://propaneservicecorp.com/products/csr-flip-guide-for-texas>

2024 October TPGA Board & Annual Business Meeting



TPGA members, join us in October 1 & 2, 2024 for the TPGA Board & Annual Business Meeting, which will be held at the Inn on Baron's Creek in Fredericksburg, Texas.

Schedule

Tuesday, October 1, 2024

- 10:00am - 5:00pm Committee Meetings
- 5:30pm - 6:30pm Happy Hour
- 6:30pm - Dinner at Mamacitas Restaurant

Wednesday, October 2, 2024

- 9:00am – 11:00am TPGA Board & Annual Business Meeting
- See more detailed schedule, learn more and RSVP online at www.txpropane.com.

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Be Proactive, Not Reactive: Enroll in the Duty to Warn Safety Mailing Program



The Propane Council of Texas (ProCOT) is open for the 2024 heating season while supplies last. The program provides Texas propane providers an economical way to get much-needed safety information to their Texas propane customers, as well as providing sufficient documentation that they educated their customers with important valuable safety information.

ProCOT covers the brochure and postage to Texas consumers when mailed through our program. Texas propane retailers just pay \$38 per company registration and 9.5 cents per address. Same as last year.

Sign up now to get propane safety information to your customers before the heating season.

Learn more & sign up at www.procot.org/dutytowarn

Annual LPG Charity Fund Fall Golf Classic



Make plans to attend the Annual LPG Charity Fund Fall Golf Classic on October 8, 2024 at the Tour 18 Golf Course in Humble, Texas.

Registration is at noon, with a 1 p.m. tee time. All proceeds will benefit the LPG Charity Fund.

The LPG Charity Fund's principal objective is to assist members of the LPG & Gas Processing industry during a time of catastrophic medical expenses and/or financial need such as temporary living expenditures or funeral expenses.

Individual Golf Entry Fee includes golf fee, lunch and dinner.

Register at <https://lpgfund.com>.

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NPGA Technology, Standards & Safety Committee Meeting

Garden City, ID

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Ad deadline for October Magazine

13

TCEQ Environmental Excellence Awards Deadline

20

Fall/Winter Propane Living Deadline

OCTOBER

1-2

PERC Advisory Committee Meeting

Tulsa, OK

1-2

TPGA Board & Committee Meetings

Fredericksburg, TX

7

National Propane Day

7-9

NPGA Fall Board of Directors, Committee & Section Meetings

San Antonio, TX

8

LPG Charity Fund Golf Tournament

Houston, TX

10

Ad deadline for November Magazine

17-18

NPGA Benchmarking Fall Meeting

Milwaukee, WI

29

Emissions Reduction Incentive Grants Program (ERIG) Deadline



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Propane Tanks Fuel Back-Up Generators for Cashless Tolls



When the Kansas Turnpike Authority unveiled its cashless toll system in July, where drivers are identified by transponder rather than using on-road toll collection, they turned to propane to back up their electric systems.

Backup generators and tanks are placed away from the highway in accordance with guidelines to provide vehicles space to recover if they were to run off the roadway. Some of the areas are remote with no natural gas service available.

This was the largest change for Kansas turnpike customers since it opened in 1956.

"Cashless tolling is something our customers experience in other states and we're proud to bring it here to Kansas," Bruce Meisch, Director of Technology and the cashless conversion project manager, said. "For the 70 percent of customers who use KTAG or a compatible transponder



from another state, not much will change."

KTA announced its decision to convert to cashless tolling in early 2020. In reality, the organization has been working on elements necessary to convert its 236-mile toll road to cashless tolling for nearly a decade.

A 2014 review of manual toll collection staff revealed that nearly 70 percent would be of retirement age within

the following decade. As part of the conversion, KTA created a workforce transition plan for employees impacted by cashless tolling.

Electronic tolling has increased from less than 45 percent in 2013 to nearly 70 percent of traffic today. This is due to increased use of KTAG and compatibility agreements with Oklahoma, Texas and Florida.

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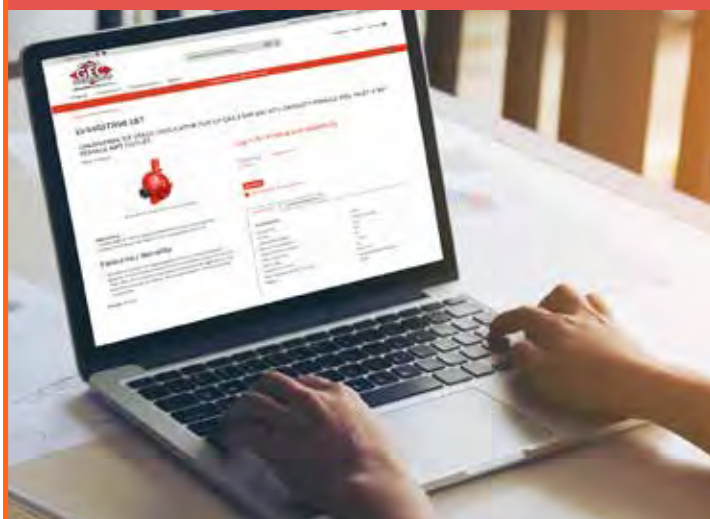
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