FLEET MANAGERS SAY OPGA TURNS THEM INTO LOCAL CELEBRITIES

OPGA went on a few road trips this summer, visiting fleet operators and asking about their experiences with autogas. The association’s marketing team traveled over 1,500 miles and stopped at eight fleet locations. These interviews were broadcast live on Facebook and are running on OPGA’s Facebook and LinkedIn pages.

To view all the videos and see what Ohio fleet managers say about autogas, click here.

“We covered every corner of Ohio asking fleet managers to tell their story,” Derek Dalling, executive director of OPGA.

Over the past two years, the association’s videos reached 86,000 Ohio residents; by the end of 2019, they estimate the videos will have reached 200,000.

Ann Jorgensen, chair of OPGA’s autogas and new technologies committee, says, “In the last two years, we’ve discovered these videos let communities know that their officials made a smart choice that saves taxpayer money, uses locally refined propane, and is a green choice for everyone in the community.”

“Our intention was to make community heroes out of the people who purchase propane vehicles,” says Joe Ross, partner at CR Marketing. “For instance, in school districts, these videos show how superintendents, mechanics, and school boards saved the district money and created a green solution for the community.”

Some of the fleet managers include:
- City of Columbus
- Swanton Schools
- Laketran
- Central Ohio Farmers Co-Op
- Columbus Zoo
- Delaware City Schools
- Big Walnut Schools
- TAG Landscaping and more!
SUMMER CONVENTION HIGHLIGHTS
2019 SCHOLARSHIP AWARD WINNERS

This year, the OPGA was pleased to announce scholarship awards to three deserving applicants:

**RACHEL CROUSE**
Sarah Slone is from Cygnet and will be enrolling this fall at Bowling Green State University where she would like to major in Education. She was sponsored by George Walton of Prism Propane where her father, Ray works. Ray Crouse has been in the propane industry for 24 years. Rachel’s essay and her extracurricular activities helped her win an award this year.

**ZACHARY BOZIGAR**
Zachary Bozigar is from Toledo and is attending the University of Toledo where he is focused on Nursing and Healthcare Administration. He was sponsored by Steve Eide and Bob Barry with Bergquist where his father, Gary works as a sales technician. Zachary’s letters of recommendation and his own work at Bergquist were what impressed the scholarship committee this year.

**SARAH SLONE**
Sarah Slone is from Lucasville and is currently attending Shawnee State University where she is pursuing a major in Occupational Therapy. She was sponsored by Ralph Arrick of Arrick’s Propane where her mother, Jennifer works. Her financial and academic goals made her stand out and ultimately helped her impress the scholarship committee with an award this year.

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Agility Fuel Solutions, a leading global provider of clean fuel solutions for medium- and heavy-duty commercial vehicles, announced today that its 488LPI 8.0L V-8 propane engine has received EPA approval for sale through December 31, 2019.

The 488LPI engine uses Agility’s patented liquid propane injection (LPI) technology. The engine is assembled in Agility’s Salisbury, North Carolina plant on a base General Motors V-8 engine long block, with proprietary Agility dress parts, propane injection system and controls. The 488LPI engine is used in school bus, propane bobtail and medium-duty truck applications.

A version of the 488LPI engine is available on the Thomas Built Buses Saf-T-Liner C2 propane school bus.

“We are pleased with the performance of the 488LPI engine since we brought it to market in 2018,” said Brad Garner, Agility’s president of powertrain systems. He added, “We expect demand for this engine to continue to grow as more fleets benefit from the significant purchase incentives available for propane powered vehicles and enjoy the lower total cost of ownership over the life of the vehicle.”

ABOUT AGILITY FUEL SOLUTIONS
Agility Fuel Solutions, a wholly-owned subsidiary of Hexagon Composites ASA, is a leading global provider of clean fuel solutions for medium- and heavy-duty commercial vehicles. Its product offerings include natural gas, hydrogen, battery electric energy storage and delivery systems, Type 4 composite natural gas cylinders, propane and natural gas fuel systems, and propane dispensers. Agility offers solutions for a variety of vehicle types, including Class 8 trucks, refuse trucks, transit buses, school buses, concrete mixers and delivery trucks. Agility has been manufacturing and servicing safe and reliable clean fuel solutions for commercial vehicle fleets and OEMs for more than 20 years, logging billions of miles on the road per year.

Photo courtesy of Agility Fuel Solutions.
ANOTHER VORTEX WINTER ON ITS WAY?

While the forecasts have varied - some suggest frigid temperatures and less snow while others suggest cold temperatures and a snowier winter than normal - nearly all predictions are suggesting colder temperatures than normal for Ohio this winter.

Almost all weather predictions are suggesting winter temperatures could hit Ohio sooner than normal too. With a wet spring and the planting/harvesting impacted, crop drying could be a concern on supply.

And who knows where the Line 5 situation in the state up north will end up and what it will mean for propane supplies?

If all of this seems familiar, it is! These same situations all occurred during the dreaded Vortex Winter. What this means is that the OPGA encourages all members to make sure - as always - that you have your winter supply issues addressed, that you have your transport plans in place, and that your customers are ready for winter with you as their trusted propane provider.
Recently, the OPGA received a question from a member about the proper posting of the HazMat 2-4-0 decal. The OPGA shared the following information with the member and thought this might be a perfect reminder for the entire membership:

The document that governs placards is NFPA 704, The Standard System for the Identification of the Hazards of Materials for Emergency Response. According to NFPA 704, placards at your facility are meant to provide quick hazard information for emergency responders. Placards should be visible in case of emergency and placed where the responders are likely to enter. If there are multiple entrance points, then there should be numerous placards. Section 4.3 of NFPA 704 provides guidance on locations for posting.

The placement and quantity should be decided using a facility’s best judgment coupled with advice from your Authority Having Jurisdiction. At a minimum the placard should be posted on the two exterior walls of a facility or building, each access to a room or area, or each principal means to an exterior storage area.

In the words of one OPGA leader, this essentially means: It is in the eyes of the inspector based on interpretation. Based on most interpretations, the decal is to be affixed to all 4 sides of the bulk propane tank to be able to be readily identified in an emergency.
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OPGA SCORES LEGISLATIVE VICTORY WITH PASSAGE OF CHECKOFF PROGRAM

BY ALEX BOEHNKE
OPGA DIRECTOR OF GOVERNMENT AFFAIRS

The OPGA won a major legislative victory with the passage of our priority legislation the Ohio Propane Marketing Program otherwise known as the state checkoff. The legislation was passed as part of Ohio’s biannual operating budget which was signed into law by Governor DeWine in mid-July. The legislation creates a propane commodity checkoff program similar to those developed in over a dozen states. As a result of the legislation, retailers will be able to utilize funds to promote the industry through research and development, rebates, safety and training, and public/consumer education. Furthermore, the checkoff program enables Ohio to develop an all-encompassing energy portfolio built to meet the needs of today and tomorrow. We greatly appreciate the efforts of representative Jay Edwards and many of his colleagues, who fought hard to get the program included in the state budget bill. We also want to recognize the hard-work of our board of directors and lobbying team, who worked tirelessly to secure passage of the program.

Before assessments can begin however, the program must pass a statewide referendum in which all propane retailers will have an opportunity to vote on the proposal. OPGA leadership is currently in discussions with state officials regarding next steps. Please stay tuned for more information on this important program in the coming weeks and months.

OPGA JOINS BUSINESS GROUPS IN SUCCESSFULLY DEFEATING CHANGES TO STATE BUSINESS INCOME TAX DEDUCTION

Also taking center stage during budget negotiations was discussion about reducing the amount of the business investor income deduction for pass-through entities such as S-corps, partnerships and LLCs and eliminating the 3% rate cap on income above the deduction amount. The OPGA worked diligently alongside numerous other business organizations urging the legislature and the Governor to maintain the current $250,000 deduction and the 3% rate cap. Those efforts paid off and the deduction and cap were retained.
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The OPGA Membership Committee has a special request for you: **Please share the OPGA Membership Benefits.**

Click here (or on the picture above) for a complete list of the OPGA Membership Benefits.

Over the last few years, the OPGA has worked hard to improve its outreach to Ohio's propane retailers. The OPGA Membership Committee has expanded its list of benefits and group purchasing discounts (which are listed at the end of this issue of the Buckeye Bulletin).

Now it is time for the OPGA and all of its members to brag about the OPGA accomplishments, the OPGA membership benefits, and to take advantage of the OPGA membership benefits.

If you are an Associate Member (an industry vendor), please share the OPGA membership benefits with your employees and with your propane retailer customers in Ohio. As you are making your visits, attending to your customers, making future plans, etc., the OPGA Membership Committee respectfully asks that you share the attached OPGA benefits with your customers. Encourage them to take advantage of the membership benefits. Encourage them to attend OPGA meetings.

If you are a Propane Retailer, please share the OPGA membership benefits with your employees and with all the vendors/associate members that help you conduct your business. Encourage them to take advantage of the membership benefits. Encourage them to attend OPGA meetings. If your vendors are not OPGA members, make sure they join OPGA.

The Membership Committee would also like to welcome back the following members to OPGA:

**Intrastate Marketers:**
- Northfield Propane (Northfield, OH)
- Ohio Valley Propane Services (Portsmouth, OH)
- Victory Propane (Brookville, OH)
- Youngstown Propane (Youngstown, OH)

**Associate Members:**
- Alliance Autogas (Swannanoa, NC)
- Angus Energy (Fort Lauderdale, FL)
- Avatas Payment Solutions (Boston, MA)
- Cetane Associates (Silver Spring, MD)
- Honewell, Inc. (Geneva, OH)
- John Rosbough Trucking (Lodi, OH)
- LP Gas Magazine (Cleveland, OH)
- OPIS by HIS Market (Rockville, MD)
- PT Risk Management (Phoenix, AZ)
- Rousch Clean Tech (Livonia, MI)
- Tank Utility (Boston, MA)
- Total Control Systems (Fort Wayne, IN)
- Westmor Industries (Morris, MN)

Remember to support the members that support the OPGA! Together, all of us as proud OPGA members can continue to improve the Ohio propane industry! Thank you for your help and membership.
The U.S. Department of Transportation’s Federal Motor Carrier Safety Administration (FMCSA) today published a notice of proposed rulemaking (NPRM) on changes to hours of service (HOS) rules to increase safety on America’s roadways by updating existing regulations for commercial motor vehicle (CMV) drivers.

“This proposed rule seeks to enhance safety by giving America’s commercial drivers more flexibility while maintaining the safety limits on driving time,” said U.S. Transportation Secretary Elaine L. Chao.

“FMCSA wants drivers and all CMV stakeholders to share their thoughts and opinions on the proposed changes to hours of service rules that we are putting forward today. We listened directly to the concerns of drivers for rules that are safer and have more flexibility—and we have acted. We encourage everyone to review and comment on this proposal,” said FMCSA Administrator Raymond P. Martinez.

First adopted in 1937, FMCSA’s hours of service rules specify the permitted operating hours of commercial drivers. In 2018, FMCSA authored an Advanced Notice of Proposed Rulemaking (ANPRM) to receive public comment on portions of the HOS rules to alleviate unnecessary burdens placed on drivers while maintaining safety on our Nation’s highways and roads. In response, the Agency received more than 5,200 public comments.

Based on the detailed public comments, FMCSA’s proposed rule on hours of service offers five key revisions to the existing HOS rules:

- The Agency proposes to increase safety and flexibility for the 30 minute break rule by tying the break requirement to eight hours of driving time without an interruption for at least 30 minutes, and allowing the break to be satisfied by a driver using on duty, not driving status, rather than off duty.
- The Agency proposes to modify the sleeper-berth exception to allow drivers to split their required 10 hours off duty into two periods: one period of at least seven consecutive hours in the sleeper berth and the other period of not less than two consecutive hours, either off duty or in the sleeper berth. Neither period would count against the driver’s 14-hour driving window.
- The Agency proposes to allow one off-duty break of at least 30 minutes, but not more than three hours, that would pause a truck driver’s 14-hour driving window, provided the driver takes 10 consecutive hours off-duty at the end of the work shift.
- The Agency proposes to modify the adverse driving conditions exception by extending by two hours the maximum window during which driving is permitted.
- The Agency proposes to modify the short-haul exception available to certain commercial drivers by lengthening the drivers’ maximum on-duty period from 12 to 14 hours and extending the distance limit within which the driver may operate from 100 air miles to 150 air miles.

FMCSA’s proposal is crafted to improve safety on the Nation’s roadways. The proposed rule would not increase driving time and would continue to prevent CMV operators from driving for more than eight consecutive hours without at least a 30-minute change in duty status.

In addition, FMCSA’s proposed rule on hours of service regulations is estimated to provide $274 million in savings for the U.S. economy and American consumers. The trucking industry is a key component to the national economy—employing more than seven million people and moves 70 percent of the nation’s domestic freight.

The public comment period will be open for 45 days.

The Federal Register notice, including how to submit comments, is available by clicking here.
Save the Date!
The Indiana, Michigan, and Ohio Propane Gas Associations are collaborating to bring you a joint summer convention in 2020. Learn important and timely updates from industry experts and help your company grow and improve.

Don’t miss this unique opportunity to collaborate and network with your fellow propane colleagues in neighboring states. For more information, visit ohiopropanegas.org.

JULY 28-30 2020 GRAND RAPIDS MICHIGAN
GROUP-RATING SAFETY ACCOUNTABILITY

Each year Ohio employers have the opportunity to participate in BWC’s Group-Experience-Rating Program or Group-Retrospective-Rating Program. While these programs are not required, they do provide you with an opportunity to significantly reduce your workers’ compensation premiums, while increasing your awareness of safety and risk-management strategies.

Workplace safety is an important component of these programs. To succeed in accident prevention, we encourage you to use the many resources available to you. We believe a group-rating program is a partnership that includes you and your employees, your sponsoring organization or third-party administrator (TPA) and BWC. Each has specific roles and responsibilities, all designed to assist in preventing workplace accidents. This letter outlines the safety services expectations you should have as an employer enrolled in a group-rating program.

The employer will:
- Maintain a safe workplace;
- Attend safety training to enhance workplace safety;
- Use BWCs safety services as needed;
- Fulfill the required two-hour training requirement and provide proof of attendance to sponsor for claim(s)
- occurring within the last year.

The certified primary and affiliated sponsoring organizations will:
- Sponsor eight hours of safety training (this may be done at one time or may be provided incrementally as long as the total is at least eight hours);
- Provide information regarding safety resources to group members;
- Possibly assist an employer in achieving its safety needs;
- Manage employer fulfillment of the two-hour training requirement, where applicable;
- Publish this letter to group members.

The TPA may:
- Assist sponsoring organizations with fulfilling the group-rating safety requirements;
- Assist an employer with its safety needs;
- Work in conjunction with sponsors to develop safety training and deliver safety resources;
- Provide resources for claims handling.

BWC will:
- Monitor all group-rating safety activities to confirm requirements are met;
- Remain in communication with sponsoring organizations to provide recommendations for fulfilling safety requirements;
- Provide safety training through Ohio’s Center for Occupational Safety & Health;
- Offer on-site safety consultation (hazard assessments, air and noise monitoring, ergonomics evaluation, training) by a BWC safety professional;
- Offer publications and videos for safety program support;
- Conduct employer visits to confirm the employer is meeting group-rating requirements, when appropriate.

The goal of this collaborative effort is to make sure all your safety needs are met. Using these resources will assist you in preventing accidents, reducing claims costs and achieving the highest discounts possible. Below you’ll find contact information for various resources. "}

GROUP SPONSORS
TPA: CAREWORKS COMP
BWC: OHIO BUREAU OF WORKERS’ COMPENSATION

OHIO PROPANE NEWS ADVERTISING

OPGA has a great way for propane vendors to get their name in front of propane professionals in Ohio. The Ohio Propane News is a quarterly e-newsletter that reaches the desks of over 400 propane professionals throughout the state of Ohio. The newsletter has a 50% open rate and a 22% click through rate, on average. All ads are hyperlinked to the advertiser’s website. Click here for more information on the 2020 advertising rates and opportunities.
BWC’s FY/CY20 Guidelines for Group-Rating Training

If an employer participating in group-rating or a group-retrospective-rating plan has a claim within the green year period, the employer must attend two hours of annual safety training or complete BWC’s online accident analysis form and associated accident analysis course as stated in Ohio Administrative Code 4123-17-68.

Green Period timelines
- Private employers: Policy year beginning July 1, 2019, employers that had a claim in the green period (July 1, 2017 to Sept. 30, 2018)
- Public employers: Policy year beginning Jan. 1, 2020, employers that had a claim in the green period (Jan. 1, 2018, to March 31, 2019)

When must employers complete training?
- Private employers must complete the training from July 1, 2019, to June 30, 2020.
- Public employers must complete the training from Jan. 1, 2020, to Dec. 31, 2020.

Two-hour training options
A variety of training sources are available for you to fulfill this requirement. They include the following offered through BWC’s Division of Safety & Hygiene:
- Education and Training Services Center courses.
- Ohio Safety Congress & Exposition safety-education sessions.
- Safety council seminars, workshops or conferences featuring a safety topic and are at least two-hours long. Safety council monthly meetings do not qualify.

Check out the current Safety Services Catalog, Education and Training Services section, at www.bwc.ohio.gov/catalog.

Available online courses that meet the two-hour criteria and are unique from courses taken in a previous year.
- Single courses include:
  - Avoiding Back Trauma (two hours).
  - Developing A Safety Culture (two hours).
  - Food Service Safety (two hours).
  - Introduction to OSHA (two hours).
  - OSHA Recordkeeping 101 (two hours).
- You may take any combination of the following courses totaling two or more hours of training:
  - A Five-Step Process for Preventing Work-related Musculoskeletal Disorders in your Workplace (one hour).
  - Communicating Professionally and Effectively with Diverse Audiences (30 minutes).
  - Health Hazards in Construction (one hour).
  - Industrial Hygiene Overview: Recognizing Occupational Health Hazards (90 minutes).
  - OSHA Updated Rule for Industry (one hour).
  - Powered Industrial Trucks and Powered Mobile Equipment Safety (one hour).
  - Summer Hazards (90 minutes).
  - Young Worker Safety (90 minutes).

BWC learning center instructions
- Browse catalog with search words DSH online.
- Click on the Class title of the online course you wish to take.
- Click on Access Item to begin the online course.
- Use only the Back and Next navigators to move within a specific module.

Note: When taking a class from the Learning Center, do not just exit or close your window. Taking a screen shot of your computer screen after completing all modules and saving to a WORD file is a best practice. This will be evidence of a course completion in the event your local machine does not communicate with our server.

Online accident analysis form and course
Complete the online accident analysis form as soon after the accident as possible. The form helps employers summarize the accident as possible. You can find accident analysis resources at ohiobwc.com/employers/programs.

Guidelines for courses offered through non-BWC training forums
- The group sponsor, third-party administrator or an independent source can sponsor a course, provided it meets the two-hour criteria.
- The topic must be workplace safety related and at least two hours long or be two one-hour classes. The class may be held in a classroom, online or a Webinar with the proper documentation needed to submit to a group sponsor.
- BWC pre-approval to qualified training is not required.
- The class must be conducted by reliable and credible safety-training sources. If a sponsor has any questions about safety training that he or she wants to deliver, the sponsor may contact the assigned BWC safety consultant for guidance.
- Employers can do in-house training provided they document it, and the training is beyond the expected regular day-to-day safety training in the workplace.

Sponsor documentation
- Employers are responsible for submitting documentation on how they met the two-hour training requirement to their group sponsor or third-party administrator.
- The sponsor must maintain documentation regardless of where the service is delivered.
- Examples of documentation include, but are not limited to, signed class rosters or a certificate of completion.
- Each policy owner needs to fulfill separately the two-hour training requirement.
We all hear about the always escalating costs of college today. We know and/or hear what college costs today. Many of us may be worrying about what costs will be like for our children or grandchildren. We also know that college may not be for everyone. If saving for college is on your mind, before you throw your hands up in the air and send junior out looking for a job, you might consider a few strategies to help you prepare for the cost of higher education.

First, take advantage of time. The time value of money is the concept that the money in your pocket today is worth more than that same amount will be worth tomorrow because it has more earning potential. If you put $100 a month toward your child’s college education, after 17 years’ time, you would have saved $20,400. But that same $100 a month would be worth over $32,000 if it had generated a hypothetical 5% annual rate of return. (The rate of return on investments will vary over time, particularly for longer-term investments.)

Investments that offer the potential for higher returns also carry a higher degree of risk. (Actual results will fluctuate. Past performance does not guarantee future results) The bottom line is, the earlier you start, the more time you give your money to grow.

Second, don’t panic. Every parent knows the feeling — one minute you’re holding a little miracle in your arms, the next you’re trying to figure out how to pay for braces, piano lessons, and summer camp. You may feel like saving for college is a pipe dream. But remember, many people get some sort of help in the form of financial aid and scholarships. Although it’s difficult to forecast how much help you may get in aid and scholarships, they can provide a valuable supplement to what you have already saved.

Finally, weigh your options. There are a number of federal and state-sponsored, tax-advantaged college savings programs available. Some offer prepaid tuition plans and others offer tax-deferred savings. (The tax implications of education savings programs can vary significantly from state to state, and some plans may provide advantages and benefits exclusively for their residents. Please consult legal or tax professionals for specific information regarding your individual situation. Withdrawals from tax-advantaged education savings programs that are not used for education are subject to ordinary income taxes and may be subject to penalties.) Many such plans are state sponsored, so the details will vary from one state to the next. A number of private colleges and universities now also offer prepaid tuition plans for their institutions. It pays to do your homework to find the vehicle that may work best for you.

As a parent, you teach your children to dream big and believe in their ability to overcome any obstacle. By investing wisely, you can help tackle the financial obstacles of higher education for them - and smooth the way for them to pursue their dreams.
Make the call:

- To protect your loved ones
- To protect your business
- To protect your financial future and more

You have a lot to protect, and that’s a good thing! I can help you find ways to have the peace of mind knowing you have things covered no matter what life throws at you. That’s the great benefit life insurance can provide, the ability to provide a foundation for your financial future.

Contact me and I’ll work with you to find solutions to help meet your protection needs.

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2019 SCHEDULE OF EVENTS

OCTOBER 1-3
National PERC Advisory Committee
Location to be announced

OCTOBER 29
OPERC Board of Directors Meeting
Doubletree by Hilton Columbus-Worthington, Columbus

OCTOBER 30
Quarterly Board of Directors & Membership Meetings
Doubletree by Hilton Columbus-Worthington, Columbus

For more information and updates about these events, please visit www.OhioPropaneGas.org.

RETURNING TO OUR ROOTS

For 80 years, Ferrellgas has served the propane needs of homes, businesses, and farms across the United States. You might say that running a propane company is in our DNA. The success we’ve enjoyed over eight decades now is due in large part to the quality businesses we’ve acquired through the years. That’s why we’re returning to our roots and focusing more than ever on helping our best competitors complete their exit strategy.

If you’re thinking of selling, don’t forget to give Ferrellgas a call.

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