



DegreeDays

News from the Virginia Propane Gas Association

Productive Fall Meeting in the Mountains!



VAPGA members and guests came together October 2-4 at the historic Hotel Roanoke & Conference Center in Roanoke, VA for the 2022 Fall Meeting! Despite some wet conditions and cloudy forecasts (thanks to the remnants of Hurricane Ian), we still had a wonderful turnout with over 70 Marketer and Supplier attendees from 55 different companies. In total (Spring, Summer, Fall), 2022 was one of our best years for meeting attendance in recent memory. We are very appreciative of everyone who continues to support VAPGA and be active in our association.

While the weather and soggy course conditions forced us to cancel the traditional Sunday golf tournament, members who had arrived early found plenty to do around Roanoke and the surrounding area. Attendees caught up over lunch, socialized at local breweries, and had an opportunity to experience a slice of what Roanoke and the valley have to offer.

As usual, Monday boasted a full slate of speakers, committee meetings, and industry updates—including some comments from State Delegate Chris Head (17th District – Botetourt/Roanoke County/Roanoke City), a representative from the Virginia Values Veterans Program, and Sonya Ravindranath Waddell—an Economist from the Federal Reserve Bank of Richmond. We were also

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2023 Meetings

SPRING MEETING

March 26–28, 2023

Williamsburg Lodge
 (Colonial Williamsburg)
 Williamsburg, VA



SUMMER MEETING

July 16–19, 2023

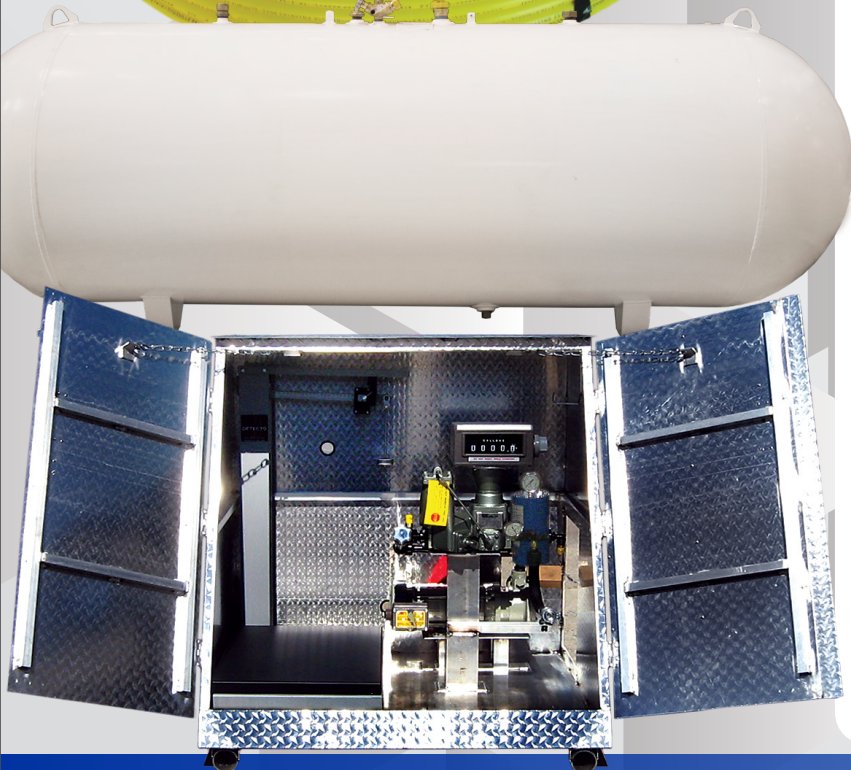
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President's Message



Summer is officially over, and what used to be viewed as our “slow” time. We can all agree that those slow days no longer exist in our industry as most of us are just as busy today as we were six months ago. For this reason, I want to thank everyone who took a few days away from the office and joined us in Roanoke.

It is hard not to enjoy your stay at the beautiful Roanoke Hotel. Despite the dreadful weather that forced golf to be canceled, we were still able to welcome over 75 registrants to the meeting. This number includes eight new attendees, who I hope found our meeting welcoming and informative, and left them with a desire to return.

The day was filled with excellent speakers, including Garrett Johnson and Kristen Rice with PERC, who spoke on the Learning Center and State Supported Rebates and Grants. Meagan LoBuglio represented V3 and the importance of working with our Veteran community to fulfill our ever-growing workforce needs. Delegate Chris Head outlined what we can expect in the Virginia Elections to be held in 2023 and what he called a “cataclysmic change” due to redistricting. Sonya R.

“What good is the warmth of summer, without the cold of winter to give it sweetness.”

John Steinbeck

Waddell, with the Federal Reserve Bank of Richmond, wrapped up the afternoon. Sonya spoke about inflation and unemployment trends over the last decade and where we stand today within our state.

I would be remiss not to send out enormous congratulations to **Phillips Energy** on being awarded the 2021-2022 Safety Award. While this award is usually given out at the summer meeting, it was a great pleasure to witness **Trent Johnson** present it at our Roanoke dinner. **John** and **Elizabeth** are true leaders in our industry who unselfishly bring their knowledge and expertise to our association. Thank you, Phillips Energy!

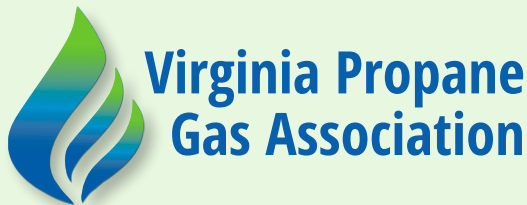
Lastly, congratulations to **Kevin Lloyd** and **Taylor Sutton** on their 2022 Fall Cornhole tournament victory. **Jamison Walker** and his Young Gassers Committee put on another great tournament that garnered over \$1,000 for the scholarship fund.

After each meeting, a survey is distributed, and the results are reviewed and discussed by the Executive Committee. I want you to know that your opinion does matter, and the survey is a great tool to express how you want YOUR meetings structured. **You can access the survey [here](#). The deadline is Monday, October 17.** One of the recurring themes in the last few surveys is the request for more individualized committee meetings. We brought this back to our meeting schedule in Roanoke and are anxious to receive your feedback on this change. I commend our committee chairs, who work tirelessly behind the scenes preparing for our meetings. Without your stewardship, we would not be the successful association we are today.

Seeing and catching up with many of you this past week was a great pleasure. I will anxiously await seeing everyone in person again in March in Williamsburg. In the meantime, please reach out to me. I would love to hear how things are going in your neck of the woods and how I can be of service to you behind the scenes.

All the best,

Meghan Kulinski
2022–2023 President



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joined by two PERC staffers, Garrett Johnson and Kristen Rice, who updated the association on what's new with PERC and how we can get the most out of their programs. My sincerest thanks to all of our speakers and presenters who took time out of their busy schedules to join us.

We also returned to a "breakout" committee format for this meeting, with each committee meeting in a more formalized session, to encourage more active participation. If you attended any of the meetings and are interested in becoming involved in a more formal capacity, please let that committee chair know so you can be added to the roster and kept in the loop on the committee's ongoing meetings and activities.

The Monday night Reception & Dinner was filled with cold drinks, good food, and lots of laughs. Congratulations to Phillips Energy, Inc., for being awarded the 2022 Safety

& Education Award. Following dinner, the Young Gassers hosted a charity Cornhole Tournament to benefit the Young Gassers Scholarship Fund. Thanks to all who participated as we were able to raise over \$1,000 for the scholarship fund! After the dust had settled from the 42 participants, the team of Kevin Lloyd & Taylor Sutton emerged as the champions.

Many thanks to all attendees, volunteers, and hotel staff who made the event a success. Our association is only as strong as our participation, and I am happy to report that our membership is as engaged as ever. While we have a busy legislative season ahead and will undoubtedly call on our members to assist as we continue the fight for propane and energy choice, I cannot thank everyone enough for their support thus far in 2022. Hope everyone has a great start to fall, and we'll see you all in Williamsburg to kick off the 2023 meeting slate!

Winter Preview: Steady As It Goes

Although propane retailers may be a little leery of what this year's winter will bring in the form of challenges and unforeseen circumstances, a feeling of confidence and competence appears to be taking hold as the industry gets down to the business of preparing for another heating season.

Although overall supply is going to remain tight, "the market is in better shape than we were at this time last year," says Rusty Braziel, the founder and executive chairman of RBN Energy, who spoke at an August agricultural outlook webinar presented by the National Propane Gas Association (NPGA) with assistance from the Propane Education & Research Council (PERC).

"Things look OK as long as we have a normal winter," Braziel says, noting that a good portion of any difficulties experienced during the 2021-22 heating season "were mostly last-mile logistical issues."

Now is the time to get everything in order for winter's all-too-soon arrival, according to Braziel. "As always, shape up your supply chain and have those barrels in storage in case supply goes haywire."

"My advice to the retail propane industry is to look at your supply and demand forecast for the upcoming winter months," adds Stephen Heffron, vice president of marketing at Ray Energy.

"If your business has been growing and you see any supply gaps out there, consider targeting those specific months by adding some winter-only supply now, while things are still relatively quiet."

Heffron observes that "retailers are a little spooked about this coming winter, which is a good thing. They see or hear about what's happening in Europe, and it's starting to sink in that it's better to prepare now than to scramble later."

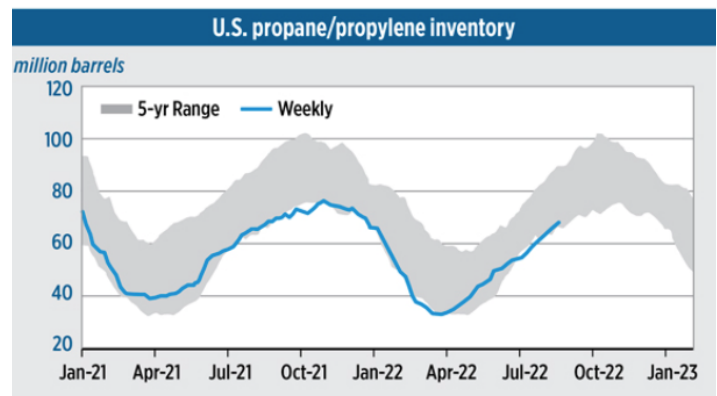
He points out that "we live in a global community where the price and availability of every substantial source of energy, from LNG to LPG, is interconnected with events that happen around the world."

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As a result, "if we have a cold winter, we'll have to outbid the export market," says DD Alexander, president of Global Gas and chair of the NPGA Propane Supply & Logistics Committee.



Stephen Heffron of Ray Energy encourages propane retailers to assess their supply needs and address gaps before the winter. (Photo by Joe Mulone Photography)



Source: U.S. Energy Information Administration

"The western side of Canada is now exporting more propane," Alexander reports. "There's going to be a lot less propane coming down to the Upper Midwest and the West Coast from western Canada due to the exports off the west coast of Canada and a new PDH plant due to come online."

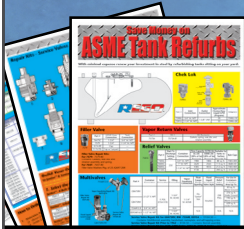
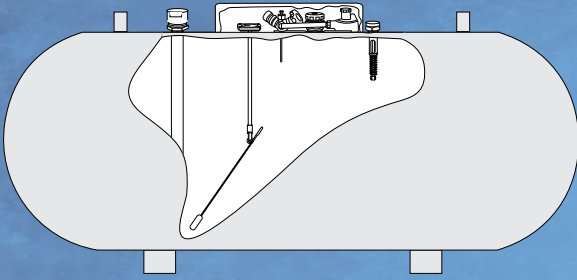
The propane dehydrogenation (PDH) process diverts gas to the manufacturing sector and away from consumer heating consumption.

"Over the last 28 months," she says, "propane production has only grown 4 percent – not much. Exports are increasing 10 percent more each year."

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Limited transport availability

Considering a strategy of venturing into the spot market to make up any shortfalls is a plan best avoided, says Heffron. “Facing the prospect of strong export demand and tight transport capacity, this is shaping up to be the kind of winter where it probably doesn’t make sense to go into it knowingly short,” he cautions. “Finding extra propane supply at the last minute and the transports to haul it may be very challenging.”

Next week is hard enough to predict without having to figure out the future of propane, says Greg Noll, executive vice president of the Propane Marketers Association of Kansas.

Uncertainties aside, “plan ahead,” he says. “If you don’t have a plan, you’re going to fail.”

According to Noll, it’s crucial to avoid the lack-of-preparation errors committed last year by some unfortunate retailers who ran afoul of scant supply and transportation limitations.

“We couldn’t get the propane from where it was to where we needed it,” Noll laments.

He says the industry still needs increased on-site storage capabilities, and he encourages retailers to ask customers about storing propane in their backyard tanks by filling them before the snow flies and the mercury drops.

This year, industry leaders have already approached government officials to facilitate quick decision-making pertaining to hours-of-service considerations.

Monitoring metrics

As far as preparing for the winter heating season, Peter Iacobucci, general manager at Palmer Gas & Oil in Atkinson, New Hampshire, considers summer’s end on July 5, when the company begins to plan accordingly for winter’s wrath.

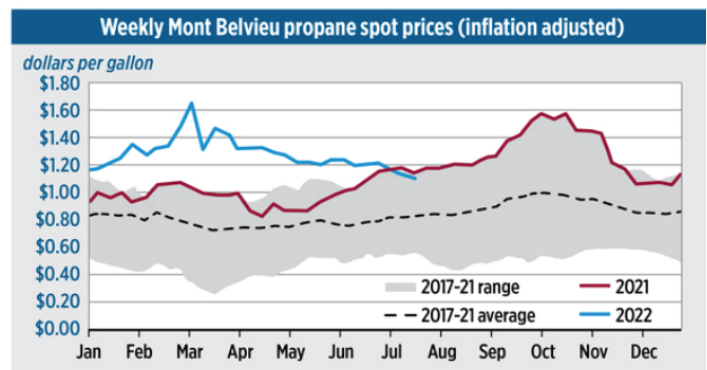
Equipment and tool inventories are thoroughly reviewed to detect any shortfalls – a process made ever more daunting in recent years because of supply chain issues.

Both the propane and fuel oil aspects of the business are successfully operated via a series of time-tested procedures characterized as “a proven method” developed over many years of experience, with special attention directed toward learning from events over the past three to five years.

“We have metrics that we use,” says Iacobucci.



Palmer Gas & Oil begins to plan in early July to ensure it’s prepared for the heating season. (Photo by Kim Martin Photography)



Note: Prices are adjusted for inflation using the Consumer Price Index. (Data source: Thomson Reuters)

The company, celebrating its 90th year, has acquired tanks that are ready for setting, and staffers remain in constant contact with the supply points to make sure all is well for the upcoming heating season.

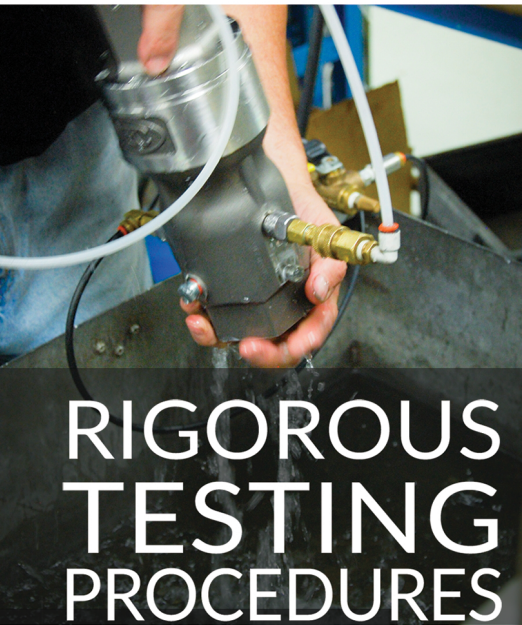
Palmer employs a considerable amount of on-site propane storage, recently upped by an additional 120,000 gallons. The enhanced storage was implemented last fall, and it is going to be in full use this year.

Barring any unforeseen circumstances – which can strike at any time, “I’m feeling pretty comfortable” as the heating season approaches, says Judy Taranovich, owner and president of Proctor Gas in Proctor, Vermont.

She recently hired a new bobtail driver and has reached out to her two propane suppliers – receiving assurances that there is enough available gas to meet the needs of her customers.

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> **Winter Preview**, continued from page 8

"I'm a smaller company, so in the grand scheme of things I'm not a big draw on the suppliers," says Taranovich, who also serves as Vermont's NPGA state director and has previously garnered nationwide association honors as State Director of the Year.

She is quite confident in the abilities of her two suppliers, Ray Energy and NGL Supply. "In eight years, I've never been let down once," she says.

Facility fires

Currently under industrywide cautionary consideration are two potential challenges presented by a pair of serious summer fires that occurred at the Medford, Oklahoma, fractionator plant and the Freeport, Texas, LNG facility that account for about 17 percent of U.S. export capacity.

Freeport executives expect the plant to be at more than 85 percent functionality by the end of November, with 100 percent capacity achieved by March 2023.

"One possible impact from the Freeport fire is that if less LNG is exported from the U.S., then more diesel and LPG may be exported from the U.S., which could adversely affect domestic propane supplies," says Heffron.

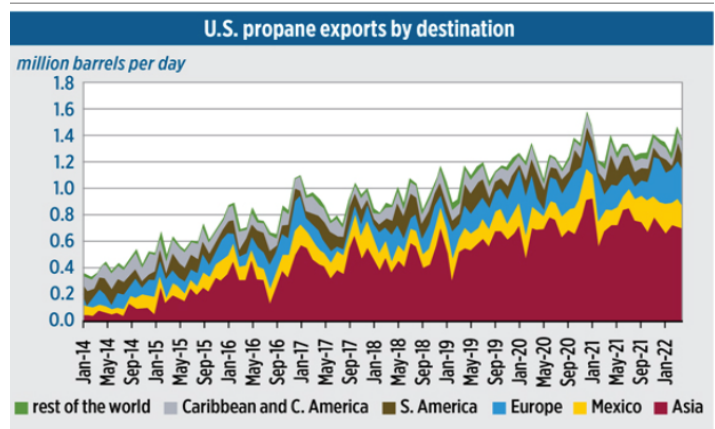
"Regarding the Medford fire, the fact that Conway prices are near parity with Belvieu prices tells us that the market is trying to keep Conway barrels in the Midwest, not heading to the Gulf Coast," he reports.

The Medford fractionator being out of commission will increasingly affect Conway's price the longer it stays down, says Alexander.

"Obviously, if we get a cold winter, this will dramatically affect the price," she notes. "We could see a complete blowout of the historical Belvieu-Conway spread. The spread between Conway and Mt. Belvieu has already been affected, and the longer it stays down the more effect we will see in the pricing between the hubs."

In the short term, Alexander adds, other assets in the Conway market will help take the pressure off. But once the capacity is maxed out, she says, the industry will see product move to Mt. Belvieu for fractionation before returning to the Conway market.

"Of course, this will increase the cost of the gas and we may see, with colder weather, the spread get extremely wide between Conway and Mt. Belvieu," she says. "We will have to wait and see."



Data source: U.S. Energy Information Administration, Petroleum Supply Monthly

Continuous outreach

The ongoing shortage of workers continues to be a major industry challenge.

"We definitely need more drivers for transports and bobtails," says Noll. "It's not getting better – it's getting worse."

NPGA, PERC and several other industry entities have been making employee recruitment a priority. The training requirements can be onerous for entry into a propane industry career. "You can't just walk in the door like it was 20 to 30 years ago and start work tomorrow," says Noll.

Continuous outreach within retailers' market area – even when they're not actively seeking new hires – is necessary to build a list of potential employees. Have interested parties fill out an application if they express interest despite a lack of an immediate opening. "You have to invite them into the business before you actually need them," according to Noll.

"We're going to have to be very creative for hiring for all positions," says Alexander. "Before, it was more drivers and service technicians [that were in short supply]. Now it's across the board, including office personnel," she says.

Visit local technical schools and talk to the students, she suggests. Reach out to people from your church and other connections such as your local banks, stores and civic organizations. "Think about the networking that you can do."

At Palmer Gas & Oil, employee recruitment efforts are ongoing throughout the year, especially when it comes to getting winter drivers on board.

> **Winter Preview**, continued from page 10

“A lot of companies wait until September or October,” says Iacobucci. “You can wait until October if you want, but by then the positions [at your competitors] are filled” by the limited pool of qualified and willing workers. “Demand drives the market,” he asserts.

Referral bonuses and signing bonuses are among the Palmer recruiting perks.

“The best advertising is word-of-mouth – they see each other in the coffee shops,” ready-made grounds for spreading the word about the benefits of working at the company, Iacobucci says. “We’re family owned and operated, and we like to consider our employees our family.”

Women in Propane’s New Leadership Podcast Now Live



Women in Propane (WIP), an official business council of the National Propane Gas Association (NPGA), is looking to propel the propane industry further with a new podcast titled **Through the Leadership Lens**. Each episode focuses on making the propane industry better for everyone by talking about everything leadership!

Your hosts, Bridget Kidd and Freddie Ridler, chat with industry influencers about everything from how individuals got into the propane industry to leadership qualities to emulate. Each episode will cover three different topics:

1. What does leadership mean to them?
2. Their experience with impactful leaders.
3. How leadership styles have changed over the years.

You will walk away from each episode with new ideas that you can use to advance your career and strengthen workplace relationships.

“We are excited to explore leadership in our industry from the Women in Propane perspective and look forward to introducing our audience to today’s emergent leaders,” said Jessica Johnson, National Accounts Coordinator at ThompsonGas and creator of the podcast. “There are many transformative conversations happening right now and we wanted to have a way to capture them.”

To learn more about Through the Leadership Lens or The Leadership Lens Online, please visit www.womeninpropane.org/podcast. All podcast episodes are available wherever you listen to podcasts.

About Women in Propane: The Women in Propane Council (WIP) was founded in 2012 as a business council of the National Propane Gas Association. The council is governed by an executive board of industry leaders that has adopted by-laws that define the organizational structure and opportunity for membership and involvement. Women in Propane was established to provide positive opportunities for industry professionals—both women and men—to support the advancement and success of all employees in every scope of business operation and professional development. Founded by women, our mission today champions the principles of diversity, equity, and inclusion. Learn more in our webinar series, The Leadership Lens Online, which focuses on empowering, educating, and networking for member organizations.

**For more information, contact Greg Wasson, Chair,
Communications & Marketing, Women in Propane, at wip@npga.org**

Make a PAC Donation Today!



The mission of VAPGA's PAC is to distribute contributions to candidates for the state legislature who, by their acts, demonstrate support of the propane industry and the private enterprise system. Your donations help VAPGA gain visibility and leverage access to promote our industry. Now more than ever, we need your support to combat the electrification and fuel ban efforts that threaten our industry. Please consider making a donation to the PAC today.

If you'd like to make an investment in the future of Virginia's propane industry, contact [Zach Eisenman](#), Executive Director, or [John Phillips](#), VPAC Committee Chair.

In addition to PAC donations, please let us know if you would be interested in hosting and/or meeting with a legislator this fall.

Thank You for Your Generous 2022 PAC Donations

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2022 Virginia Energy Plan

As directed by the Virginia General Assembly, every four years the Virginia Department of Energy develops a comprehensive Virginia Energy Plan. VAPGA staff and our volunteer leaders have been closely monitoring the development of this plan and have provided input on behalf of the association at several points—directly advocating on behalf of the Commonwealth’s propane industry.

On Monday, October 3rd, Governor Glenn Youngkin unveiled the [2022 Virginia Energy Plan](#). The 35-page plan outlines his administration’s vision for the Commonwealth energy future, and highlights five goals: reliability, affordability, innovation, competition, and environmental stewardship.

“The Commonwealth deserves an achievable plan to provide families, businesses and communities with abundant, reliable, affordable, and clean energy. Now, more than ever, Virginia needs a plan for more energy generation and reliable transmission. An “all of the above” approach that includes natural gas, nuclear, renewables and embraces innovation

and emerging technologies that will meet the diverse needs of the Commonwealth’s residents and businesses now and in the future.”

The plan is also a clear pivot away from many of the strict, unrealistic, and costly clean energy guidelines put in place by the former administration under Ralph Northam. While propane is not specifically mentioned in the plan (aside from an acknowledgement to the VAPGA for their input), we see this plan as a step in the right direction for ensuring an equitable approach to Virginia energy.

We firmly believe propane can and should play an important role in the Commonwealth’s energy future, and we will continue engage with the General Assembly and Governor’s office to make our voice heard. We would like to extend a HUGE THANK YOU! to all of our members who submitted comments to the Department of Energy on behalf of propane.

We will continue to monitor this and provide more information on the plan as it is implemented.

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In the Know: Implement Standard Operating Procedures

QUESTION: What's one way a propane company can improve operational efficiency?

ANSWER: If your business is running a little rough around the edges and you want some simple ideas to improve and refine your efficiency, let's talk about why you should implement a standard operating procedure (SOP) for daily tasks.

Let this be clear: the most effective form of an SOP is one that is written and treated as internal company law. There can be no ambiguity in the wording of a written procedure, whereas verbal conveyance is subject to human error.

A well-developed SOP should encompass a specific task, explained from start to finish, including a process with steps, descriptions and possibly images to detail the rights and wrongs of performing the task to satisfactory completion. In theory, a new employee should be able to, within reason, use a proper SOP to perform a task to the company standard without assistance. SOPs are especially helpful during an unexpected employment change.

For instance, the process of inputting new customer information into your system of tracking. If using a computer system, an SOP should include screenshots with each step and additional details explaining the purpose or reasoning behind steps as necessary. The same method should be applied to field tasks. A written guide explaining the steps and procedures of completing a process or task from start to finish should eliminate any excuse for failure to complete a task to the company standard.

Training with SOPs

Humans are creatures of habit and heavily influenced by first impressions.

When a seasoned employee is training a new employee, the seasoned employee often unloads an abundance of knowledge and experience or, in some cases, a lack thereof upon that new employee in a short period of time. The quality of training received during this impressionable period effectively determines the quality of a new employee, which affects the image and effectiveness of



your company. If training is conducted solely through the verbal or physical demonstration of a senior employee, bad habits, shortcuts and knowledge gaps may be transposed to the new employee. These negative influences will solidify into the new employee's work ethic and continue to degrade the overall effectiveness of the company.

That is why it is so important to train a new employee correctly, or even retrain an existing employee with step-by-step procedural doctrine. Understanding the reason behind each step can reinforce the importance of the process, maintain process integrity, and eliminate process degradation, which could result in accidents, ineffective work or detrimental mistakes. Liability and fault could be avoided in the case of accidents in which an SOP was not followed.

Adherence to an SOP creates an atmosphere of consistency and routine within the daily work cycle. Consistency in procedures not only breeds efficiency in performing tasks but can save the company time and money when the task is performed correctly the first time.

It is important not only to follow but periodically review your SOPs. An SOP can become outdated as technology, equipment and safety conditions evolve. It is only useful as long as you use it and take care of it.

Sean McCann is a financial analyst consultant at Propane Resources.

VAPGA CETP Training

At this year's summer meeting it was decided to return association sponsored training programs to the format used prior to the COVID outbreak. For the remainder of 2022, programs will continue to be delivered individually for each company making a request. Beginning January 1, 2023 we will return to an established schedule that provides classes at central locations on scheduled dates allowing members to register and attend when and where most convenient.

A schedule will be published by mid-March to allow plenty of time for personnel scheduling. Members with request for specific programs should make those request known as soon as possible to [Trent Johnson](#) or [Dennis Cruise](#).

Additionally, the annual Training Day providing multiple training opportunities at one location in a single day will return in May of 2023 to the Richmond area.

Finally, planning is underway for the Bobtail Rodeo, as provided in years past, to return next year. Additional information will be made available as the event gets closer.

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Workforce Development Update



Virginia Department of Veterans Services Virginia Values Veterans V3 Program

Meagan LoBuglio, V3 Regional Program Manager for Southwest Virginia will be in attendance at our Fall Meeting! Be sure to check in with her to see how your company can be getting the most out of the V3 Program.

VAPGA leadership has made the decision not to continue its partnership with Vets2Techs and GenerationNext in 2022. We appreciate their work and all of their efforts over the past year to assist our members. However, the Workforce Development Task Force, led by **Trent Johnson** and **Randy Doyle**, has reached out to the Virginia Values Veterans Program (V3) as a new partner in workforce development.

V3 is a program run by the state's Department of Veterans Services. As a state funded program, V3 is completely free to use and enrollment is as easy as 1...2...3!

1. Employer enrolls in program by submitting [application](#) online.
2. Employer completes the [training requirement](#) within one year.
3. Employer completes and submits an Executive Cover Letter to their assigned V3 Regional Program Manger to supply to the Governor's Office requesting certification.

V3 certification is valid for 5 years. Certified employers can proudly display their V3 Certified Seal and V3 program logo to highlight their commitment to military employment.

Read the Executive Summary [here](#). Learn more [here](#).

2022 Rebates



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for additional information or to request an application and pre-approval numbers.

2022-2023 VAPGA Leadership

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Tom Krupa, *NGL Supply (Interim)*

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VAPAC

John Phillips, *Phillips Energy*

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RBN Energy Weekly Supply Update

Bottom Line: RBN Energy analysis shows that U.S. propane stocks increased by 3.3 MMbbl, which puts stocks at 81.2 MMbbl.

This is almost 11 MMbbl above the five-year minimum and same week during 2021. Access the full weekly report to read more about the current inventory levels and likely causes, including the impact on exports of ongoing lock-downs in China and the geopolitical conflict in Europe. Visit [NPGA's Inventory Trends](#) section for the full weekly report, monthly report, and data analysis. Questions? Contact NPGA Manager, Industry Affairs [Twana Aiken](#).

FMCSA Solicits Input on ELDs

Bottom Line: DOT's Federal Motor Carrier Safety Administration (FMCSA) has issued an Advanced Notice of Proposed Rulemaking (ANPRM) soliciting public input on how the agency can improve the clarity of the regulations associated with electronic logging devices (ELDs).

(Note that an ANPRM is only an action to obtain input for potential future rulemakings and not an action to propose changes to the current regulations.) The agency is seeking this input based on experience and lessons learned now that ELDs have been in use for the last several years. ELDs are only required for long-haul operations, typically facilitated by transport trucks. They are not required for short-haul operations, which are typically facilitated by bobtail trucks.

FMCSA is seeking comments on the following issues:

- Applicability of ELDs to pre-2000 engines;
- Addressing ELD malfunctions;
- Removal Process – e.g., when an ELD provider goes out of business or does not keep their information current;
- Technical Specifications – e.g., the impact of adding certain data elements to every event such as actual odometer reading and geo-location, among others, and the ability of the ELD to more efficiently monitor vehicle operation with more frequent recordings.

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NPGA Updates, *continued from page 20 >*

- ELD Certification – e.g., should FMCSA establish a certification process for ELDs.

The ANPRM notice can be viewed [here](#). The comment deadline is November 15, 2022. Any comments you may have can be forwarded to [Mike Calderera](#).

TSA Security Threat Assessments Exemption Extended

Bottom Line: The Transportation Security Administration (TSA) has granted a temporary exemption from the renewal requirements regarding its Security Threat Assessment (STA) for Hazardous Material Endorsement (HME) holders.

Specifically, states may exempt drivers who have previously passed the threat assessment and whose HME is set to expire between July 1, 2022 and December 27, 2022. States may extend the expiration date for a period of up to 180 days for HME holders.

The HME Threat Assessment Program conducts a threat assessment for any driver seeking to obtain, renew and transfer a hazardous materials endorsement on a state-

issued commercial driver's license. The TSA determined that it is in the public interest to grant a temporary exemption for commercial truck drivers renewing their HME. This announcement eases the requirement that current HME holders, including those working in the propane industry, renew their threat assessment before the expiration of their current HME. Please send any questions or comments to [Twana Aiken](#), NPGA Manager of Industry Affairs.

October Heating Degree Days

Bottom Line: Despite regional variations, overall, the U.S. experienced fewer heating degree days in October 2021 than the month's 10-year average.

A heating degree day (HDD) is a measure of how cold a location is. It's derived by comparing the average outdoor temperature to a baseline of 65 degrees. More extreme cold temperatures result in a higher number of HDDs, which typically translate to an increased demand for space heating by energy consumers.

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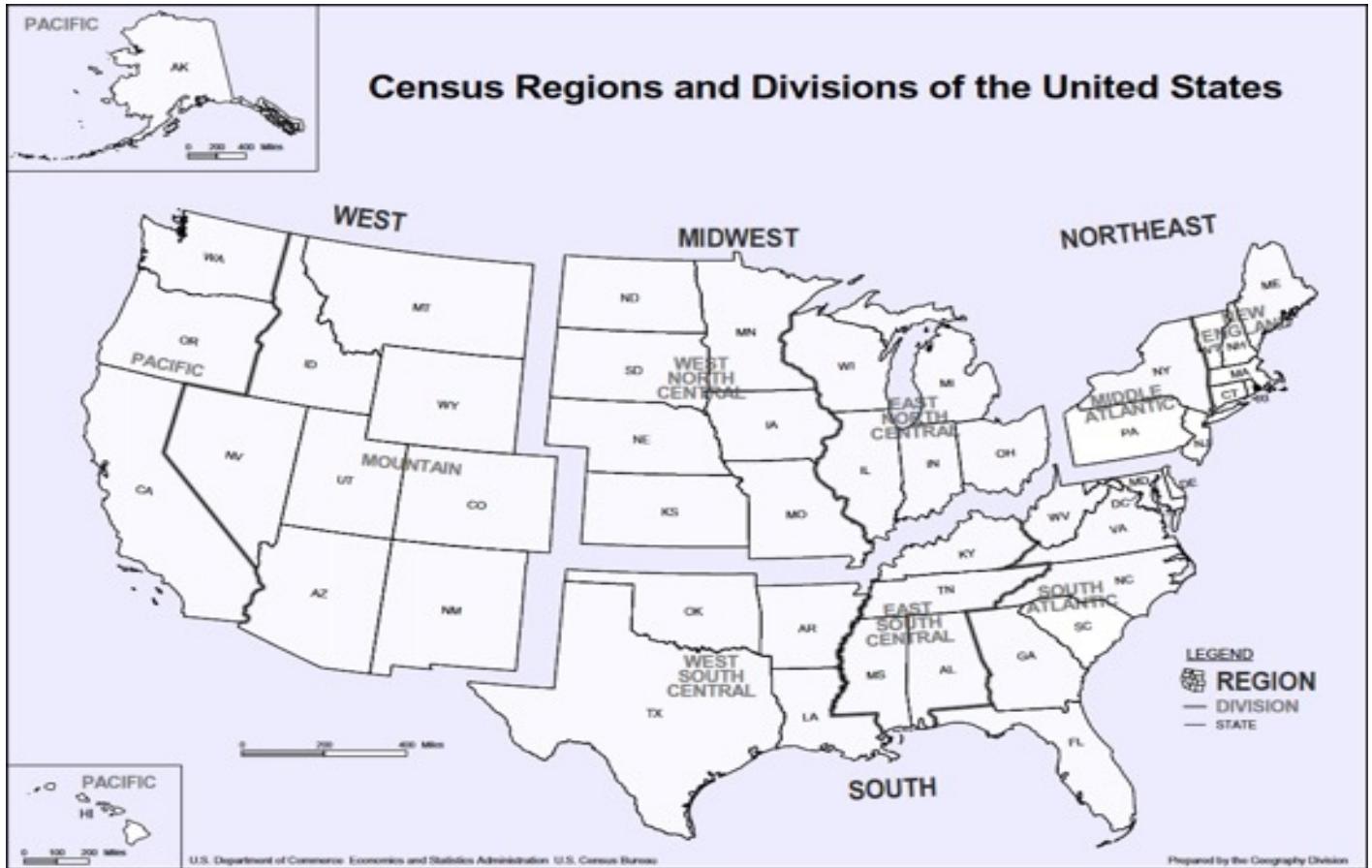


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The below data sets detail the number of HDDs that occurred in the month of October during the past 3 years, as well as the month's 10-year average, broken down by Census Division.



Census Division	Oct 2021	Oct 2020	Oct 2019	Oct 10-Year Average
New England	280	399	389	371.8
Middle Atlantic	208	337	303	307.6
East North Central	227	464	390	369.8
West North Central	295	556	526	420.1
South Atlantic	70	96	78	105
East South Central	103	154	128	148.4
West South Central	32	83	84	57.9
Mountain	346	327	482	345.3
Pacific	247	133	239	183.8
United States	181	248	255	229.9

Additional HDD data can be found under the Supply and Logistics section on the [Member Dashboard](#) of NPGA's website. For more information, please contact NPGA's [Jacob Peterson](#), Director of State Affairs.