



DELTA LIQUID ENERGY ENSURES RESILIENT, SUSTAINABLE OPERATION WITH PROPANE.

SOUTHWESTERN PROPANE SUPPLIER LEADS BY EXAMPLE WITH CLEAN, EFFICIENT PROPANE EQUIPMENT

POWER OUTAGES, EMISSIONS REGULATIONS ARE EVERYDAY CHALLENGES IN CALIFORNIA

Delta Liquid Energy's location on the West Coast introduces it to a few unique challenges: increasingly stringent emissions regulations and the need for resilient energy when there's a power outage — whether planned or unplanned.

On top of rising unplanned power outages in California, utility-initiated "de-energization events" are only adding to the state's total power outage rate over the past few years. According to Bloom Energy, there were 25,281 blackout events in California in 2019, a 23 percent increase from 20,598 in 2018. Moreover, almost a quarter of a million commercial and industrial customers were affected by Public Safety Power Shutoff (PSPS) outages from October 2017 to October 2019. PSPS events occur when there are potentially dangerous weather conditions in fire-prone areas. During these events, power will be proactively turned off to reduce the threat of wildfires. Power outages are not only inconvenient for

businesses but can be costly, too. For large companies, the cost of an outage can escalate into millions of dollars per hour of downtime, according to Bloom Energy. The Department of Energy (DOE) has estimated that outages can cost the U.S. economy upwards of \$150 billion annually.

With more and more time spent in the dark by California customers, it's important for essential businesses to keep the lights on and serve their customers. For Delta Liquid Energy specifically, this means the ability to continue providing fuel to the homeowners, businesses, and farmers who rely on their propane deliveries to live and work.

Another challenge for businesses in California is the growing demand for sustainable practices. The state of California is known to be a leader when it comes to sustainability initiatives and in order to keep pace with the state's ambitious emissions regulations and reduce its carbon footprint, Delta Liquid Energy needs clean, low-emissions equipment.

COMPANY

Delta Liquid Energy, Paso Robles, CA

SUMMARY

Family owned and operated since 1936, Delta Liquid Energy is a full-service propane supplier in California and Nevada. The company was started with a single propane-powered delivery truck and has grown to serve residential, commercial, on-road vehicle fleet, agriculture, and industrial customers through its nine locations. Delta Liquid Energy is currently in its fourth generation of family ownership and takes pride in its family company culture.

"We do it all," said Allison Platz-Velazquez, marketing manager at Delta Liquid Energy and fourth-generation employee. "We're just trying to maintain a foothold in every aspect of the propane industry and continue to serve customers wherever the need may be."

"We are trying to combat the trend toward electrification, especially in California, and show that propane is a clean fuel and a fighting force," Velazquez said.

COMPANY ADOPTS SEVERAL PROPANE-POWERED SYSTEMS

All nine Delta Liquid Energy facilities have a propane back-up generator. Propane generators are key to a resilient operation, allowing businesses to resist hazards brought on by major disasters, continue providing necessary services to their customers, and reduce the magnitude or duration of a disruptive event.

Propane doesn't degrade over time, like gasoline or diesel, making it the ideal standby power fuel. Propane systems are available in a variety of capacities, meaning they can power anything from a small business to a large manufacturing facility, and they can handle all of a business' energy needs for days, unlike wind- or solar-powered systems. Plus, they reduce emissions compared with electric options. According to data from the Propane Education & Research Council (PERC), a seven-kilowatt propane generator produces roughly 62 percent fewer sulfur oxide (SOx) emissions than units using grid electricity. Further, a 100-kilowatt propane generator produces up to 72 percent fewer SOx emissions than units using grid electricity.

As important as its resilient characteristics, using the energy source themselves allows Delta Liquid Energy to make a better business pitch to customers.

"We are a 'practice what you preach' type of company," Velazquez said. "We use propane systems so that when we speak to customers, we can tell them it's tried and true and that we've used it for many years."

Beyond propane generators, the company also operates propane autogas fleet vehicles, including bobtail trucks and service trucks. Transportation is the largest source of greenhouse gas emissions in the country. Fortunately, propane autogas vehicles reduce emissions compared with

gasoline and diesel vehicles. According to data from PERC, propane autogas vehicles reduce NOx emissions by up to 36 percent compared to diesel vehicles, greenhouse gas emissions by up to 12 percent compared to gasoline vehicles, and up to 45 percent less particulate matter than electric vehicles throughout the full fuel cycle.

Another area in which the company has incorporated propane systems is in its Las Vegas office location. Delta Liquid Energy's Las Vegas location uses a propane-powered cooling unit — a Nextaire heat pump — in its 5,000-square-foot office building. The unit, which regulates the temperature in five different zones, averages 1,100 to 1,200 propane gallons per year. Propane heating systems can offer increased efficiency, smaller energy bills, and a much smaller carbon footprint compared with other commercial heating options. Many air-source heat pumps (ASHP) are powered by upstream, coal-fired power generation plants. In areas with significant coal-fired power generation, the inefficient electric resistance back-up heat in ASHPs creates much higher carbon emissions compared with ASHP-propane furnace hybrid systems, which avoid the electric resistance back-up. These systems are also direct-vented — meaning they take all air needed for combustion directly from outdoors — which improves efficiency and indoor air quality. Because of the heat pump's efficiency, Delta

"PROPANE BENEFITS US FINANCIALLY AND ENVIRONMENTALLY."

ALLISON PLATZ-VELAZQUEZ,
DELTA LIQUID ENERGY MARKETING MANAGER

Liquid Energy was able to downsize from a 500-gallon tank to a 250-gallon tank. "It speaks to the efficiency of the unit — we didn't even need the bigger tank," said Mike King, Las Vegas branch manager.

DELTA LIQUID ENERGY OPERATES WITH PEACE OF MIND, RESILIENCY, AND A REDUCED CARBON FOOTPRINT

Equipped with propane-powered generators, all of Delta Liquid Energy's facilities are resilient and can power systems off the grid, with limited access to electricity, and during emergencies and power outages. As an essential business, keeping a building functioning during a power interruption isn't a luxury for businesses, it's a necessity. For this reason, the reliability and resiliency of propane equipment is key to Delta Liquid Energy's operation.

A propane standby generator can save a business thousands of dollars by keeping the lights on and the doors open. Plus, operating on propane provides businesses with security and peace of mind — and an opportunity to stand apart from the competition.

Additionally, the company is able to support sustainability initiatives in its state by operating with propane systems and equipment. Delta Liquid Energy takes pride in being an industry leader in promoting a low carbon footprint through the use of propane motor fuel equipment and propane vehicles.

FOR MORE INFORMATION

To learn more about the benefits of propane, visit [Propane.com](https://www.propane.com).

THE PROPANE EDUCATION & RESEARCH COUNCIL was authorized by the U.S. Congress with the passage of Public Law 104-284, the Propane Education and Research Act (PERA), signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.

1140 Connecticut Ave. NW, Suite 1075 / Washington, DC 20036 / P 202-452-8975 / F 202-452-9054