

# Meet the Propane Industry Thought Leaders



**TUCKER PERKINS**  
Industry and Markets

Tucker Perkins is the President and CEO of the Propane Education & Research Council (PERC), a Washington D.C.-based nonprofit that invests in the research and development of propane-powered innovation and promotes the safe, efficient use of propane through safety training and education programs.

Perkins has 40 years of experience in the propane industry, including operating his own propane retail company in Virginia, as well as holding executive positions at CleanFuel USA and Inergy Propane.

He is active with many industry organizations, including the National Propane Gas Association, World LP Gas Association, Industrial Truck Association, and Outdoor Power Equipment Institute.

Perkins is a dynamic and relatable leader who has amplified propane's voice in the national energy conversation as a frequent keynote speaker on energy-related topics.

He is also host of the podcast Path to Zero, which provides a platform to engage with energy thought leaders in provocative discussions regarding energy and the environment.

He holds a BS in civil engineering from Virginia Tech and an MBA from the University of Richmond.



**ERIC KUSTER**  
Safety: Industry and Consumer

Eric Kuster joined the Propane Education and Research Council as the Vice President of Safety, Education, and Compliance in August of 2019. In this role Kuster has overall responsibility for all of PERC's safety, training and compliance programs including CETP training and certification.

Kuster started his career in the propane industry in 1990 working in almost every aspect of wholesale and retail propane operations including Director of Safety and Training for a large multistate petroleum and propane marketer. He expanded his safety career as the National Director of Risk Engineering for an insurance underwriting company, providing safety and compliance guidance, incident investigation, and subject-matter expertise for specialty industries including propane, natural gas, and explosives. Most recently Kuster held the position of Director of Safety and Certification for the National Propane Gas Association.

Kuster holds a BS degree from Delaware Valley University and has been involved in many industry-related volunteer organizations including emergency services as a firefighter/EMT.

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**BRYAN CORDILL**

Construction: Residential and Commercial

Bryan Cordill is the Director of Residential and Commercial Business Development for the Propane Education & Research Council.

In his role, Cordill leads efforts to support and grow propane demand in the residential and commercial construction markets. Additionally, he facilitates the development and adoption of propane-powered equipment and appliances through business development, product development, and market development activities to preserve existing markets and develop new growth opportunities.

Prior to coming to the Propane Council in 2019, Cordill spent 17 years working as a sales manager for his family's propane business, Cordill Butane-Propane Service – an independent propane supplier in Monroe, Louisiana. He was then named Business Development Officer at Ajasent Inc., where he provided cloud hosting services for propane and related service companies. Most recently, Cordill cofounded Proponent LLC – a consulting company – where he worked with company leadership to develop and deploy new strategies.

Cordill has a master's degree in industrial and organizational psychology from Louisiana Tech University. He lives in Monroe, Louisiana.



**JOSEPH CALHOUN**

Material Handling, Port, and Power Generation Applications

Joe Calhoun is the Director of Off-road Business Development for the Propane Education & Research Council. In his role, Calhoun leads PERC initiatives to support and grow propane demand in the off-road and materials-handling markets. He is responsible for business development, product development, and market development activities, which include outreach, communications, education, research, technical integrations, and product commercialization.

Before coming to PERC, Calhoun worked for RegO Products as Business Development Manager for the propane and industrial gas markets. Before RegO, he was National Business Development Manager for Robinson Pipe and Vessel in De Pere, Wisconsin. Calhoun has also served as the Business Development Manager at TransTech Energy in Rocky Mount, North Carolina; Regional Sales Manager for Ray Murray; Director of Corporate Business Development with Paraco Gas; and Manager of Customer Service and Logistics at American Welding and Tank.

Calhoun is also a former board Vice President of the Mid-Atlantic Propane Gas Association and has been a member of the Pennsylvania Propane Gas Association.

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**MICHAEL NEWLAND**  
Agriculture Applications

Michael Newland is Director of Agriculture Business Development for the Propane Education & Research Council.

In his role, Newland promotes propane use for agricultural markets. He facilitates the adoption of propane-powered equipment, appliances, and vehicles through market development and product development to preserve existing markets and develop new growth opportunities.

He brings more than 20 years of experience in sales, sales and project management, and brand development in the agriculture market to the role. Most recently, Newland served as National Sales Manager for Business Development at AgYield, a full-service revenue management company for growers based in Illinois. Prior to AgYield, he was Vice President of Sales and Operations for the Midwest USA Division of MagGrow, and he worked as the Director of Field Operations and National Agronomist for Wilton Agriculture Strategies.

Newland received his bachelor's degree in organizational management from Bluffton University. He lives in Morrow, Ohio.



**STEPHEN WHALEY**  
School Bus and Clean Transportation

Steve Whaley has managed the over-the-road market portfolio for PERC since January 2020. He is responsible for growing propane autogas market share in on-highway light-, medium-, and heavy-duty vehicle markets. He focuses on new product research and development, product launches, maintenance and growth in existing market segments, and potential new market development opportunities.

Prior to coming to the Propane Education & Research Council, Whaley ran his own consulting company for the last four years. Before that, as eastern U.S. Regional Sales Manager for Agility Fuel Solutions in North Carolina, he helped develop class 7 and 8 vehicle fleet markets for natural gas. He also trained and supported heavy-duty truck dealers with their fleet customers' adoption into CNG and LNG implementation. Whaley was formerly a Director of Business Development for Roush CleanTech and oversaw propane autogas research and business development for Blossman Propane.

Whaley has a bachelor's degree in industrial arts education from Virginia Tech, and a master's degree in industrial education from Clemson University. He has lifetime post-secondary teaching credentials from the state of California.