



Date: February 2, 2012
To: House Transportation and Economic Development Committee
Re: **Strong Support for HB 4020 and 4028**

Co-Chairs and Members of the Committee:

Good afternoon. My name is Joe Westby. I am the Northwest Regional Vice President for Ferrellgas. We are an "Employee Owned" propane retailer with approximately 1 million customers in all 50 states, the District of Columbia, and Puerto Rico. I have worked in the propane industry for 23 years. I am an officer with the Pacific Propane Gas Association.

I support increased funding for ConnectOregon IV through either HB 4020 and 4028. In my industry we depend quite heavily on the rail service for delivery of our product to our distribution plants. Rail service can often allow us security for our customers as the amounts delivered are larger than that of traditional truck delivery and we don't need to install additional storage on site due to the capacity that can be delivered by rail. A single rail car can deliver up to 30,000 gallons at a time, while standard truck deliveries are only 10,000. This way I only have to pay once for the same amount that I would have had to pay three different truck loads for.

Having rail service also allows us a competitive edge at times because it allows us to purchase from sources that are beyond the range of traditional truck and trailer. We are able to reach into other parts of the country where postings may be more favorable or where product may be in better supply.

Over all, our rail service gives us a very nice diversity for purchasing and securing product. This in turn adds up to competitive rates for the customers, security with supply during peak weather demands and a more streamlined transport fleet. Win/win for both company and customer.

Please consider my support of HB 4020 and 4028.

Thank you for your time.

Joe Westby
Ferrellgas
Portland, Oregon