



PROPANE EXCHANGE

October 2010 * West Virginia Propane Gas Assn.

www.wvpropanegas.org * 703.530-9772

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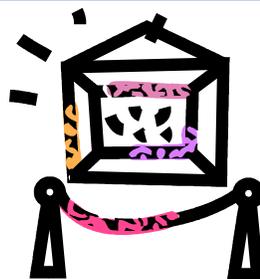
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DATES TO REMEMBER

April 16- 18, 2011 NPGA Southeastern Conv
Atlanta, GA

June 14-15, 2011 Propane Days
Hyatt Regency
Washington, DC



Virtual Museum
to Celebrate
Centennial of Propane

Propane is going to be 100 years old in 2012...and the West Virginia Propane Gas Association is starting the celebration. WVPGA is building a Virtual Museum to showcase the long history in the state.

Members of the propane industry in West Virginia are submitting pictures of various items related to their companies' involvement in the propane history. These pictures will be posted on a "virtual museum" to bring awareness about the long history of propane. In WV. Submit your pictures in jpeg format to wvpga@aol.com.

Meanwhile, NPGA's Propane Centennial Celebration (PCC) Task Force is currently collecting archival documents and photos, as well as individual company information, to be included on its website, scheduled to be launched in January, 2011.

Industry members and companies are encouraged to share their own histories with the PCC so that their information can be included as part of the whole industry's centennial celebration.

For more information and to download an information submission form, please visit

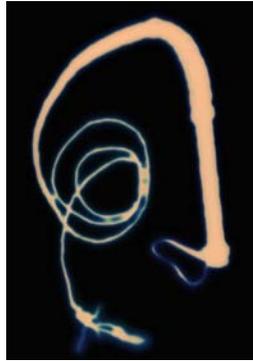
www.npga.org/PropaneCentennialCelebration

New Leads, New Gallons: Just One Click Away

New construction professional sales leads collected from June through August are now available on the Propane MaRC.

Compiled from www.buildwithpropane.com, magazine advertising, and conferences and trade shows, the leads are current and qualified and represent real opportunities for your business to deliver more gallons.

Don't wait. Download today



Marketer Training Can Help You Capture New Gallon Opportunities

The PERC Marketer Technology Training program can show you how to help your customers make the business case for propane mowers, tankless water heaters, and irrigation engines.

Marketers have had good things to say about the program. After a recent session in Monterey, Calif., John Murphy of AmeriGas said the “trainers were among the best I have ever experienced.” Lora Brazil of Kamps Propane said, “I would love to have all of my sales group involved in this training. Best class I've attended in a very long time.”

Sessions on commercial mowers and tankless water heaters will come to Flintstone, Md., on October 26, 2010. Visit <http://www.propanecouncil.org/MTT>.

Videos Enhance Virtual Farm Experience



The Propaneville Farms virtual farm tour features videos that introduce farmers to the latest research on propane use in agriculture.

They showcase an irrigation engine, propane lawn mowers, an on-farm refueling station, and thermal weed control technology.

The tour, at www.agpropane.com, features 12 pieces of propane equipment in six areas of the farm.

NEWS FROM NPGA

NPGA Establishes Pipeline Advocacy Program



At its most recent meeting, NPGA's Board of Directors approved the establishment of a program to ensure the industry is well-positioned in the future to influence decisions before the Federal Energy Regulatory Commission.

Although activities in this area have been underway in recent years, they had been undertaken with specific, limited scopes and objectives. NPGA has proven the value of this area of advocacy over the last 8 years, most clearly in the significant reductions in rates to ship propane on the Mid-America Pipeline system effective January 1, 2010.

Other victories have resulted in reduced costs or other burdens related to the efficient shipment of propane.

The goals of NPGA's new advocacy program will include consistent participation in tariff-specific proposals; ongoing contact with FERC Commissioners; and analysis of possible legislative opportunities related to the propane pipeline infrastructure

2011-2012 Academic Year Scholarship Application is Available Online

The National Propane Gas Foundation Scholarship Fund aims to foster educational opportunities for the children of National Propane Gas Association (NPGA) member companies by offering scholarships to colleges or vocational/technical schools.

The fund provides non-renewable scholarships in the amounts of \$1,000-\$2,000. The 2011-2012 academic year online scholarship application is now available on the NPGA website. Scholarship Applications will be accepted September 15, 2010 until March 15, 2011. Visit www.npga.org/scholarship for more information and to download an application

Fall Meeting Update:

Those who attended the Fall Membership Meeting heard Steve Coscia speak about World Class Customer Service.

Steve invites WPGA Members to Opt-In to his 'Customer Service Excellence' e-newsletter which includes streamed educational videos, mp3 audio files that members can save onto their IPOD or Blackberry and value-added articles.

WPGA members can Opt-In here:

<http://www.coscia.com/newsletter.php>

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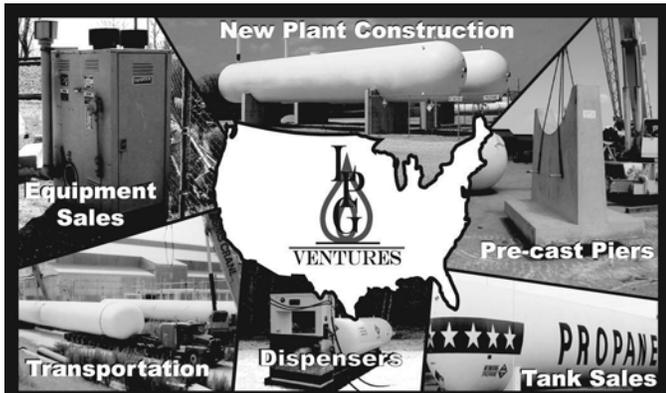
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