



PROPANE EXCHANGE

Dec 2010 * West Virginia Propane Gas Association

*Thanks to
CUI Distribution/Equipment &
Thompson Gas for advertising in
this issue.*

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DATES TO REMEMBER

March 14-15, 2011 Spring Membership Mtg
Embassy Suites
Charleston, WV

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

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



West Virginia Propane
Gas Association
is Now on
Facebook

WVPGA JOINS LARGEST SOCIAL MEDIA SITE

Facebook, the largest social media site in the world, just got another fan. The West Virginia Propane Gas Association now has its own page.

With more people joining and maintaining Facebook pages, it has become one of the major places to stay in touch, share information and build networks.

While WVPGA has had an internet presence since former President Pat Lafayette got the association its first web domain 10 years ago, it has been used primarily by businesses during business hours.

Facebook allows WVPGA to get in touch with members on a more personal basis. You are invited to become a "friend" by adding West Virginia Propane Gas Association to your Facebook page.

Not only will you get the same information that appears on the website, but you will get notifications when information is added (*if you have set your Facebook page to receive such notifications*). There is also information on the Facebook page which is not on the website.

WVPGA's Facebook page also allows you to share information, ask questions when propane-related problems arise, and share your expertise to help others work and operate safely.

So, become a friend of the West Virginia Propane Gas Association on Facebook and start enjoying these additional benefits.

Reminder: New Leads Ready for Download

New builder leads collected in October 2010 are now available at

www.propanemarc.com

Compiled from the Build With Propane website, magazine advertising, and conferences and trade shows, the leads are current and qualified and represent tangible business opportunities



Help Your Customers Prepare for Winter Storms

Do your customers know they should clear heavy snow and ice from regulators, regulator vents, piping, tubing and valves?

Failure to do so can cause damage that could result in a gas leak. Appliance vents, chimneys and flues also must be kept clear of snow and ice so appliances can vent properly. This is especially critical on the roofs of mobile homes.

Customers should clear snow carefully, using a broom rather than a shovel to avoid damaging any components. They should also clear the walkway and the tank area so that propane company personnel have ready access to the tank.

A copy of *Keeping Your Family Safe: Winter Storms* brochure may be found under "Safety" at www.wvpropanegas.org. An interactive, non-audio consumer safety module on winter storm preparedness may be found at <http://www.usepropane.com/safe-source-of-energy/interactive-safety-modules/>

Fire Safety Analysis: How Knowledgeable are YOU?

Could you answer these questions?

* To find out if a fire safety analysis is required, all connected propane containers of the facility must be summed to determine whether they have an aggregate water capacity greater than _____ gallons.

* An emergency shutoff valve (ESV) must be installed within ___ ft. of lineal pipe from the nearest end of the hose or swivel-type connections on liquid transfer manifolds greater than one and one half inch in diameter or larger and a pressure equalizing vapor line one and one quarter inch or larger.

If you have been reading the last two issues of *Think Safety*, you would have no problem answering. They have dealt with Fire Safety Analysis.

Part 1 covered **Propane Storage Facilities** including tanks less than 2000 gallons; bulk and industrial tanks, and large tank requirements.

The most recent issue covered **Pipe and Facility Protection**. Topics included protecting the piping; protecting the facility; ignition sources and other property exposures.

If you missed these issues or just want to review them again with your company personnel, visit www.wvpropanegas.org to download. Each issue comes with its own quiz to insure it has been read.



Important Message to Members

With less than a month remaining in the year, it is time to look forward to 2011.

WVPGA asks for your financial support only once a year in the form of your Membership Renewal.

Your membership dollars provide WVPGA with the funds to keep an office open and staffed. That way we are able to provide timely membership programs, CETP schools, updates to our websites, and even this newsletter.

When you renew, you also insure that the propane industry has representation at the State Capitol in Charleston by supporting our lobbyist.

Membership Renewals have already gone out. You may pay by check, money order or Visa or MasterCard.

Your prompt payment this month helps WVPGA be there for the future...as well as obtaining those valuable Hours of Service waivers when winter really hits!

Thanks for your support this year. Please renew promptly for 2011.

Bill Kraft, President
Tom Osina, Executive Director

News from NPGA

Impact of OSHA Crane Rule on Propane Industry Under Review



NPGA Reviewing Impact of OSHA Crane Rule on Industry

NPGA is currently reviewing a final rule published by the Occupational Safety and Health Administration's (OSHA) pertaining to cranes and derricks used in construction.

The extensive rule covers a number of aspects related to crane use including a requirement that crane operators become trained and certified through an accredited third party testing agency.

NPGA reviewed this very detailed and complex proposal when it was initially published to determine its applicability and impact on the propane industry for those circumstances where truck-mounted cranes are used in the setting of a storage tank.

At the time, we believed that the proposal only applied to cranes used for construction purposes only. We further believed that cranes used in the propane industry for setting storage tanks at a residential location, for example, fell under OSHA's "general industry" regulations as opposed to "construction" regulations.

NPGA requested the agency to affirm the applicability of the regulations to the construction industry only, i.e. no impact on general industry, when OSHA issued its final rule.

In spite of our assertions, OSHA, nevertheless stated that they could not exclude the propane industry from the applicability of the regulations if use of a crane to set a tank was at a construction site. They further noted that the new OSHA regulations would not apply if a simple replacement of a tank at an existing site occurred.

As noted above, among the main requirements of the final rule are that crane operators be licensed or certified by: a 1) third party testing agency, 2) licensed governmental agency, or 3) the U.S. military. Employers may also certify their crane operator employees as long as it is done through an audited employer program that meets OSHA's criteria.

While the final rule became effective in November, OSHA has provided a four-year phase-in period for the operator certification requirements.

Thus, **the compliance date for operator certification is November 10, 2014**. Nevertheless, in view of NPGA's previous assertions questioning the applicability of the construction regulations to the propane industry, we intend to revisit this issue with OSHA for further clarification and potential modifications.

Get All the Facts



Your business exists to make a profit. Your business decisions are based on sales, costs, profits, and losses. Keeping accurate records is essential in making your business successful.

Patterns found in your financial records influence your decisions. Investigation and recordkeeping of accidents, related injuries, and property loss serve the same purpose. Determining patterns of accidents will influence your decisions.

Accident investigation is a very important tool in your safety program. Use careful thought and sound judgment when investigating. Accidents seldom have a single cause. Get all the details. Be specific.

1. Question your injured employee as soon as possible. Question all witnesses to the accident. Have your witnesses draw sketches when necessary.

2. Don't ask "Why" questions. Ask "What" questions. "What" questions are more objective and don't imply fault and the possibility of blame.

Examples: "What were you doing at the time of the accident?" (*Not:* "Why did this happen?") "What was your reason for being there rather than at your work station?" (*Not:* "Why weren't you at your work station?") "What caused the equipment to fail?" (*Not:* "Why did your equipment fail?")

3. Keep asking questions. Don't settle for, "It was employee negligence. It was faulty equipment."

4. Involve your employees in investigating accidents. This will make them feel like they are a part of the effort to make your workplace safe. Use confidential interviews. Listen to your employees' findings. Take their suggestions seriously. Use employee awareness, acceptance, and participation to your advantage.

Your ultimate goal is to eliminate accidents. Not employees.

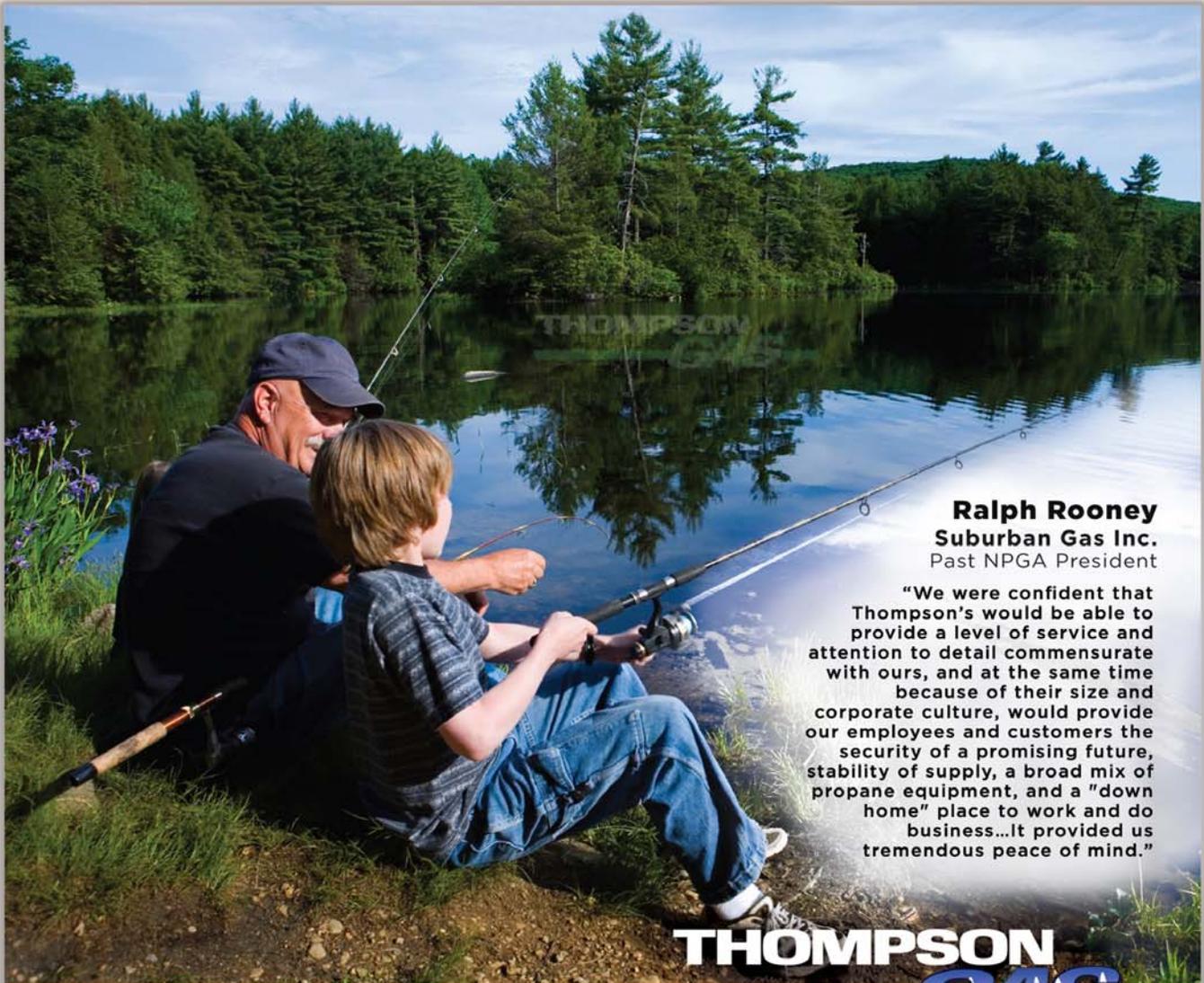
5. After you have compiled all the details, all witnesses statements, all the facts, use them. Compare your findings with findings in other accidents. Ask yourself questions and look for patterns such as (see box on left):

If accidents are random, are the employees getting proper training?

Review your accidents regularly. Determine the accident patterns you have in your workplace. Then take the correct actions to prevent similar accidents from happening in the future.

Source: NetPay Payroll Services, Harrisburg, PA

Environment - Are the accidents occurring in the same department?
Type of Job - Do the accidents happen with a certain type of job?
Time - Are the accidents occurring at a certain time?
Type of Injury - Do the accidents all involve the same type of injury?
Equipment - Is it always an equipment failure? Is it mishandling of equipment?
Employees - Is it the same employee, or random employees having the accidents?



Ralph Rooney
Suburban Gas Inc.
Past NPGA President

"We were confident that Thompson's would be able to provide a level of service and attention to detail commensurate with ours, and at the same time because of their size and corporate culture, would provide our employees and customers the security of a promising future, stability of supply, a broad mix of propane equipment, and a "down home" place to work and do business...It provided us tremendous peace of mind."

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**TODAY IS A GREAT DAY TO
CONTINUE YOUR HERITAGE.**

We're family, and since 1946, we have understood the importance of great customers and great employees. When the time is right to consider selling your business, you owe it to yourself, your customers, and your employees to call for a confidential meeting.

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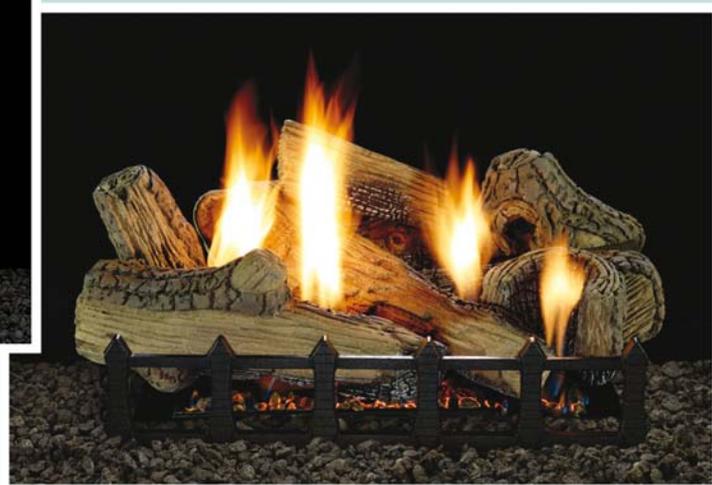
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The weather may turn frightful and cold,

but you can keep homes warm and delightful all season long by turning to CUI for all your propane heater, fireplace, parts and accessory needs.

Empire brings new meaning to comfort with the Harmony Burner & Log sets from the White Mount Hearth Line. Choose between the Wildwood and the Canyon logs, set over your choice of a standard or expanded bed burner. Offering up to 40,000 BTUs, these log sets are sure to keep you warm as the weather gets cold.



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