



PROPANE EXCHANGE

March 2012 * West Virginia Propane Gas Association

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DATES TO REMEMBER

April 14-16, 2012	NPGA Southeastern Convention Atlanta, GA
June 4-6, 2012	Propane Days Washington, DC
June 18-19, 2012	Summer Mtg and Bobtail Rodeo Stonewall Resort Roanoke, WV
Sept 24-25, 2012	Joint WVPGA-VAPGA Mtg Glade Springs Resort Daniels, WV



Be One of the Successful Companies

Making Use of the Big 3

**Profitable Customers;
Key Business Indicators;
Great Employees.**

Do you have them? Want to know how to develop them for economic success? Then the Spring Membership Meeting is a must attend event for you and your key managers.

It will be held on Tuesday, March 27, 2012 at the Charleston Marriott Town Center, 200 Lee Street, Charleston, WV 25301. Room rates are @\$129 single/double and are available until March 9th or when the block is filled by calling 800-228-9290 or 304-345-6500.

The program will be led by former propane marketer Mike Shilts of Turn Around My Company. For a mere \$45. you will learn how to make effective use of the Big 3 listed above along with these hot button topics:

- Why all gallons sold are not equal;
- Setting employee goals/incentive plans that motivate;
- Effective customer service/telephone techniques that sell;
- Effectively using your Microsoft office software.

The daylong meeting will also include a Board of Directors meeting & luncheon. Invited guests are State Fire Marshal Sterling Lewis; WVPGA Lobbyist Sterling Lewis; and a representative of the Independent Oil & Gas Association of WV to speak about the Marcellus Shale drilling projects.

Visit www.wvpropanegas.org to get the full schedule and registration form. Registrations received and paid by March 12th get a discount.

News from the Association



Programs That Will Strengthen Your Business in 2012

It is even more important to make sure your business and your employees are knowledgeable in 2012. That is why the upcoming membership meetings are focusing on the following:

Spring Meeting: Critical Business Indicators and Making Them Work for You.

Summer Meeting: Bobtail Rodeo and Autogas Presentation from PERC.

Fall Meeting: Propane Issues and How They Effect You by NPGA's Chairman .

Dates and locations are listed on page 1. Save these dates on your 2012 calendar today.

Applications for Propane Emergencies Training Now Being Accepted.

The West Virginia Propane Gas Association is accepting applications for Propane Emergencies Training in 2012. If applicant's application is approved the WVPGA will provide an appropriate instructor, with equipment to conduct the class, at no cost to the applicant.



Each attendee will receive a copy of the most current edition of the Propane Emergencies workbook at no cost. For those interested, please visit www.wvpropanegas.org and find out more about the

applicant's responsibilities and application procedures.

WVPGA's Legislation Moves Ahead

Legislation which would discourage customer tampering of propane equipment continues to be discussed in the legislature.

HB 4509 was introduced by Delegate Mark Hunt (D-Kanawha) last month which would require that LP gas equipment be installed in accordance with manufacturer's instructions and provide protection from liability for persons who follow such instructions. Visit www.legis.state.wv.us to follow this bill. The session adjourns March 18, 2012.

Association Joins NPGA Protest

The WVPGA Board of Directors approved joining NPGA's protest of TEPPCO's recent cost of service filing. As proposed, the new tariffs would go into effect March 12, 2012. Preliminary analysis of the proposal indicates that rate increases for some origin-destination pairs exceed 100%. More information may be found at www.npga.org.

News from Members

WVPGA Associate Member Bergquist Inc. announces that it will now be a distributor for Cavagna Group. Cavagna, based in Italy with manufacturing facilities around the world, has been supplying propane equipment to the US market for over 20 years.

The company will also offer valves & regulators from Marshall Excelsior Company of Marshall, MI.



NFPA Gas Process Safety Committee Meets



2012 Expo Celebrates Propane Centennial

Join NPGA on April 14 - 16, 2012 in Atlanta, Georgia to celebrate the 100th anniversary of propane at the industry's largest propane centennial celebration.

NPGA will commemorate this major milestone with events held in conjunction with the 2012 Southeastern Convention & International Propane Expo.

This is a once in a lifetime occasion when the propane community will come together to recognize a historical year for our industry.

Visit the Expo website to preview the centennial activities being held in Atlanta and register for the propane industry's biggest birthday bash of the year!

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The National Fire Protection Association (NFPA) Gas Process Safety Committee met recently to begin the development of the 2014 edition of the 'Standard for Fire and Explosion Prevention During Cleaning and Purging of Flammable Gas Piping Systems' standard.

The standard was originally issued as a "provisional standard" in 2012 as a "stopgap" measure to address the concerns expressed by the U.S. Chemical Safety Board following its investigation into an incident that occurred at the Kleen Energy power generation facility in which several people were killed during a pipe cleaning operation known as "gas blowing."

Although the standard originally was intended to address power plants and other heavy industrial users of fuel gas that are outside the scope of the National Fuel Gas code, the scope of the standard eventually expanded to include all flammable gases.

As a result, several changes were proposed from different entities (Gas Processors Association and Compressed Gas Association) to try and get their industries exempted from the scope of the standard on the basis that other codes and standards already regulated those industries.

Some proposals were rejected by the technical committee and others were accepted in full or in part.

The 2012 edition of the standard currently exempts those systems that are within the scopes of either the National Fuel Gas Code (NFGC) or NFPA 58.

There was a proposal to remove those exemptions and bring all of those systems into the scope of the standard, but it was rejected for the time being.

The argument against those proposals was that there were already standards in place that address those systems. The technical committee wasn't fully satisfied, however, and the chairman appointed a task force to review the applicable standards (such as NFGC and NFPA 58) to ensure that adequate coverage for purging and cleaning piping systems was in place.

Comments for this development cycle will be due August 31, 2012.

Gas Fireplace Manufacturers Address Burns from Glass Panes



"Some consumer advocates want to take the action a step further and want all gas fireplaces to be sold with the protective screen installed on the glass when it leaves the manufacturer."

According to federal estimates, since 1999 more than 2,000 children ages five and under have suffered burns by touching or contacting the glass surface pane of gas fireplaces, however that number could be higher.

In an effort to address this problem, the industry is proposing that all future sales of gas fireplaces include a safety screen or barrier with each fireplace sold. The present voluntary standard, certified by the American National Standards Institute, provides for warnings that accompany the product in the owner's manual, but the screen is not included.

Some consumer advocates want to take the action a step further and want all gas fireplaces to be sold with the protective screen installed on the glass when it leaves the manufacturer. This still would allow a consumer to remove the screen for aesthetic reasons but advocates believe this is a less likely outcome.

This new proposal has not been approved by the Federal Consumer Product Safety Commission as a means to address this problem.

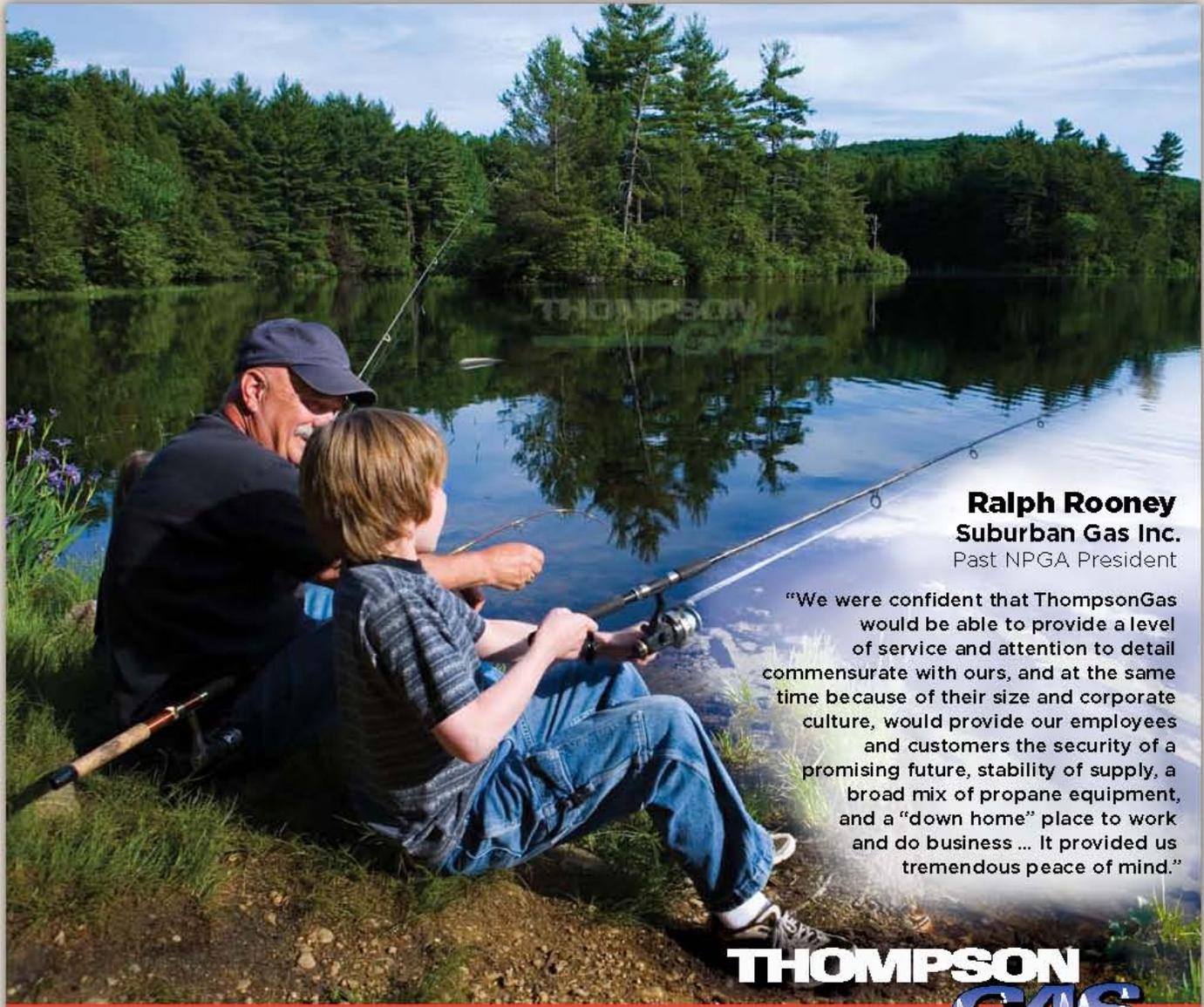
There is a general goal of allowing the industry to self-regulate in the area of safety and only if reasonable efforts are not being implemented will the government step in to establish standards that it will impose.

Some manufacturers already include screens at no extra cost. Hearth & Home Technologies includes a permanently attached mesh screen with all of its gas fireplaces. Lennox Hearth Products also offers a free attachable screen with all of its gas fireplaces.

If you are in the business of selling or servicing gas fueled fireplaces, you should keep abreast of how industry is addressing the burn injuries that arise with children coming in contact with the glass on these appliances.

Success to you!

John V. McCoy is the president of McCoy Law Group, S.C. He spoke at WVPGA's Legal Symposium. John specializes in the representation of propane companies. He can be reached at 800-599-8300 or jmccoy@mccoylawgroup.us.



Ralph Rooney
Suburban Gas Inc.
Past NPGA President

"We were confident that ThompsonGas 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."

THOMPSON
GAS

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CONTINUE YOUR HERITAGE.**

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