



# PROPANE EXCHANGE

April 2012 \* West Virginia Propane Gas Association

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## DATES TO REMEMBER

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



## Are You Taking Advantage of These Benefits?

### MAKE USE OF THESE IMPORTANT OPPORTUNITIES

**Bobtail Truck Rodeo.** It is time for the bi-annual bobtail truck rodeo which will be held on June 18-19, 2012 at Stonewall Resort, Roanoke (Weston), WV. Not only do we see who is the best driver in the state, but there will be a special Autogas program to help educate everyone on this up and coming business opportunity.



**Safety & CETP Seminars.** After a 2 year hiatus, this year's schools will focus on bobtail delivery as well as the required 3-year refresher training needed to keep your drivers certified. Schools will be offered in Beckley and Bridgeport in July and August.

**Fire School Training.** Take advantage of classroom fire school training for your local fire departments and first responders. Funds are available which cover the cost of books and an instructor which is made possible through the PERC rebate collection. To apply, go to [www.wvpropanegas.org](http://www.wvpropanegas.org) and complete the application.



**Resource Catalog Materials.** Are you taking advantage of all the safety and consumer materials



available for your use from the Propane Resource Catalog? If you order through WVPGA, you do not have to pay upfront. Visit [www.propanemarc.org](http://www.propanemarc.org) to check out all that is available for you to use.

And do not forget to use current and previous issues of **Think Safety** along with the quizzes available at no charge to download.

# Court Consolidates Hearth Products Litigation



## *OSHA Final Rule on Hazard Communication Published*

On March 26, 2012, the Occupational Safety and Health Administration (OSHA) published its Final Rule amending the Hazard Communication Standard (HCS). OSHA sought to maintain the structure of the current HCS, but a number of elements within the HCS have been revised. Among the items amended are definitions, hazard classification, labels and other forms of warning, material safety data sheets and employee information and training requirements.

While the requirements are slated to become effective May 25, 2012, actual key compliance dates are December 1, 2013 (training on new label elements), June 1, 2015 (comply with all amended provisions) and June 1, 2016 (update workplace labeling and hazard communication programs).

NPGA is reviewing in detail the 300-plus page rule to assess the overall impact it will have on the propane industry. In some instances, it appears the changes are minor while other changes are more significant. In particular, NPGA will be reviewing the manner in which the agency addressed NPGA's numerous comments during the proposed rulemaking stage. More details on the changes will be provided as they occur.

### **West Virginia Propane Gas Association**

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**In March**, the U.S. Court of Appeals for the District of Columbia ruled on several motions pertaining to litigation involving the Department of Energy's (DOE) regulations for decorative hearth products.

**Specifically**, the court consolidated all cases that pertain to DOE's action to regulate decorative hearth products as direct heating equipment, which would require the products to meet the agency's minimum efficiency standards.

**The first petition brief** filed on this matter was by the Hearth, Patio and Barbecue Association (HPBA), which appealed DOE's April 2010 Final Rule that regulated decorative gas fireplaces as heating appliances. In that rule, DOE specified certain exclusion criteria that could not be met.

**Subsequent to the April 2010 rule**, DOE then issued a November 18, 2011 Final Rule that amended the exclusion criteria, but also included decorative gas logs as direct heating equipment. Both NPGA and HPBA filed separate petition briefs asserting that the November 18, 2011 final rule regulating decorative hearth products as direct heating equipment was invalid.

**While the court** had previously consolidated both 2011 cases, i.e. NPGA and HPBA, the court's ruling this week ordered that the litigation for both the 2011 and 2010 cases be consolidated into one brief. In its ruling, the court also laid out the briefing schedule and the allocation of space allotted to each petitioner within each brief.

**Final briefs are due** by July 5, 2012. NPGA and HPBA staff and counsels are working together to ensure all of our concerns with the DOE actions are addressed in the brief.





Two New Programs  
for Marketers to  
Grow Business

## *Staying Profitable Even When Winter Never Comes*

If you did not attend the Spring Membership Meeting, you missed key information to help grow your business whether winter is cold or not.

Here are some vital concepts that were discussed:

- Start using the Microsoft Office products you already own (*instead of spending \$\$\$ on needless additional software*).
- Be proactive—give your banker MORE than requested.
- Never use the financials to make operating decisions.
- Review and consider firing your unprofitable customers.
- Develop a succession plan before you really need it (*even if you work for a major, who would take your place if you were gone?*).
- Create PDF's to retain integrity and allow easy opening regardless of the recipient's software.
- Set visible and attainable goals to motivate everyone in your company.

*“Businesses planned for service are apt to  
succeed.*

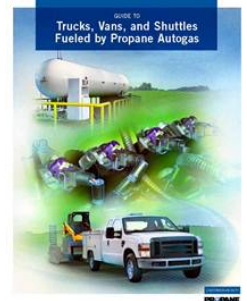
*Those planned for profit are apt to fail.”*

*- Nicholas Murray Butler*

## Trucks, Vans, and Shuttles Guide Added to Propane MaRC

The Propane MaRC now includes a brochure covering propane autogas vehicles, *Guide to Trucks, Vans, and Shuttles Fueled by Propane Autogas*.

The guide lists five reasons why fleet owners are choosing these vehicles — they cost less to operate; the fuel is domestically produced; the vehicles release fewer pollutants and greenhouse gas emissions; and they provide the same power, torque and towing capacity as gas-powered vehicles.



Finally, fleet owners can choose from among a number of propane autogas vehicles. Industry-leading manufacturers have developed more than a dozen new on-road vehicle platforms fueled by propane autogas, many with funding from PERC. Light- and medium-duty truck, van, and shuttle options are ready to fit almost any application.

The brochure, from the Propane Education & Research Council, can be viewed here <http://bit.ly/l64utd>.

## Three Residential Building Training Courses Now Available in Print

Three residential building courses have been converted from an online format to print and are available on the Propane MaRC from the Propane Education & Research Council. The courses cover propane underground systems, community propane systems and propane-enhanced solar water heating applications.



The courses can be downloaded in a PDF format. Construction professionals can also take the courses on the Propane Training Academy to earn continuing education credits through the American Institute of Architects, the National Association of Home Builders, the National Association of the Remodeling Industry, and the U.S. Green Building Council. Check out the Academy at [www.propanetrainingacademy.com](http://www.propanetrainingacademy.com)



**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."

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**GAS**

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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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