



# PROPANE EXCHANGE

July 2012 \* West Virginia Propane Gas Association

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## DATES TO REMEMBER

July 23-27, 2012	CETP Training Tamarack, Beckley WV
Aug 20-24, 2012	CETP Training Days Inn, Bridgeport
Sept 24-25, 2012	Joint WVPGA-VAPGA Mtg Glade Springs Resort Daniels, WV

## Training

Knowledge  
useful abilities  
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Regardless of the Weather, It Is Important to Keep Everyone Trained & Certified

## ARE YOU TAKING ADVANTAGE OF THIS TRAINING?

**Training Opportunities Available.** Each year, the West Virginia Propane Gas Association applies for a PERC grant to supply CETP training to all in the industry around the state. This year, in addition to providing Basic Principles & Practices classes (which are required before any other CETP training), classes in Propane Delivery Operations/Bobtail Delivery are offered. After last month's Bobtail Rodeo, this kind of driver training is a perfect compliment.

**Two Locations from Which to Choose.** These classes are being held at the Tamarack Conference Center, Beckley, WV in July and Days Inn Suites, Bridgeport, WV in August. The registration fees include books, tests, AM & PM breaks and lunch.

**Important Note:** *While most classes start at 8 am each day, the Propane Delivery Operations/Bobtail Delivery classes start at 7 am so that all the material can be covered.*

**Special Class Offered.** New for this year is the **NFPA Refresher Training** which is required of everyone every 3 years! It is one day of instruction with test. The topics covered include HazMat Employee Training and Procedures Required for Propane Delivery Drivers. This class meets NFPA Requirements that has been in place since 2001!

**Deadlines Coming Up.** **The deadline for the Beckley class is July 6, 2012; for Bridgeport it is August 3rd.** However, if classes sell out, you don't want to be one left out. After these dates, please call the Association Office at 888-441-5454 or 703-530-9772 to make sure that there is still space.

Register: [http://www.wvpropanegas.org/index\\_wvpga\\_cetp.htm](http://www.wvpropanegas.org/index_wvpga_cetp.htm)



Look at these  
New Programs  
from PERC

## PERC Launches Marketer Technology & Sales Training Program

The Propane Education & Research Council launched its Marketer Technology and Sales Training (MTST) program, free one-day classes on propane-fueled products along with customized sales tips.



The MTST will emphasize new products and beefed up sales training to help marketers identify and break into new markets as well as maximize existing ones.

Classes will focus on tankless water heaters, commercial lawn mowers, irrigation engines, on-road vehicles and fleets, generators, and assorted residential equipment.

“The sessions will address not only the 'what' but the 'how' to succeed in these markets that offer promising gallon growth potential,” Pat Hyland, PERC director of industry programs, said. “The day-long sessions deliver hands-on exposure to new products, introduce marketers to local equipment dealers, and let marketers take their new sales skills for a test drive.”

## Online Directory Showcases 270 Propane-Fueled Products

The Propane Education & Research Council has expanded the product directory of its "Build with Propane" site to include the categories of dryers, vehicles, and propane tanks. Users can now search certain products by energy efficiency range.



The directory is an easy-to-use resource for construction professionals and propane marketers that showcases 270 products from more than 85 manufacturers. Users can find continuing education courses, fact sheets, and training videos associated with the product.

West Virginia Propane Gas  
Association  
107 S. West Street, #825  
Alexandria, VA 22314  
Telephone: 703-530-9772  
Fax: 703-530-9653  
wvpga@aol.com  
www.wvpropanegas.org  
Facebook: wvpropane  
Twitter: wvpga



**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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**J. Randall Thompson**  
President &  
Chief Executive Officer  
301-432-3880  
rthomp1@thompsongas.com

**G. Jeffrey Kerns**  
Executive Vice President &  
Chief Financial Officer  
301-432-3882  
jeff@thompsongas.com

[WWW.THOMPSONGAS.COM](http://WWW.THOMPSONGAS.COM)

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# Happy Birthday Propane!



What a landmark year! Many thanks from the Propane Centennial Celebration Task Force to those of you who worked so hard to make the record-breaking **Clean Air Rally and Autogas Parade**, our **historical museum** of artifacts and memorabilia, the **documentary video**, and all the Centennial programs such a resounding success.

And of course, none of this would be possible without the generous support of the sponsors who contributed to our industry's legacy.

## But wait—the party is not over yet!

If you haven't seen the fabulous Centennial Museum, be sure to head to the Northeast Propane Show, August 8-9 in Boxborough, MA.

You can still submit your company photos and histories to the Centennial website at [www.propane100.org](http://www.propane100.org)

Maximize the Centennial messages to increase your company's visibility. Download the free Centennial Involvement Kit at [www.propane100.org](http://www.propane100.org).

Visit the Centennial Facebook and LinkedIn pages to see the photo gallery and continuing updates on news and events.

Order your copy of the historical Centennial book.  
Contact [Tara@bpnews.com](mailto:Tara@bpnews.com).

Order copies of the Centennial documentary video.  
Contact [PFerrell@npgas.org](mailto:PFerrell@npgas.org).

**Thanks to the entire industry for a fantastic century with much more to come.**

# Propane Centennial Celebration

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