



PROPANE EXCHANGE

January 2013 * West Virginia Propane Gas Association

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DATES TO REMEMBER

March 19, 2013	Spring Membership Mtg Marriott Hotel Charleston, WV
April 13-15, 2013	NPGA Southeastern Convention World Congress Center Atlanta, GA
June 10-12, 2013	Summer Membership Mtg Wheeling, WV
June 18-19, 2013	Propane Days Hyatt Capital Hill Washington, DC



[Mark Your Calendars](#)

Spring Program Designed to Build Business

CAPTURE MORE GALLONS

Each year it seems to get tougher and tougher to run your business. Weather. Customers. Technology. They all effect your ability to keep your propane operations running and growing.

With that in mind, the West Virginia Propane Gas Association is planning a series of programs to assist you in a meaningful way. The first one is the Spring Membership Meeting which will focus on the traditional core of most propane operations: **residential gas sales**.

Here is what participants will learn at the day long session on **March 19, 2013** at the **Marriott Hotel, Charleston, WV**

Marketers know that propane offers measurable advantages in every room of a home - new or old. Yet, it accounts for just 2.4 percent of household energy consumption in the United States, according to the Energy Department.

This informative program is designed to help marketers **grow that share**. You will learn about propane's potential to improve energy efficiency and home performance with the latest technologies in fireplaces, water heaters, clothes dryers, cook tops, space heaters, and more.

We'll show you how to work with residential builders and remodelers and how to inform these key energy decision makers about propane's environmental and price benefits. And you'll gain insight on sales techniques and strategic plans, and how to create a total propane solution for these customers

Keep your eye on your email and your snail mail for registration info which will be coming out very shortly.



Keep Up with
These
Developments

Crane Operator Training Program Available

The new ***Mobile Crane Safety in the Propane Industry*** training program is designed to teach crane operators, field technicians, and managers the best practices and procedures for the safe operation of a mobile crane.

The **multimedia program** from the Propane Education & Research Council includes a video on DVD that highlights best practices, and a CD containing a training manual, a quiz, an instructor guide, a series of Crane Safety Talk handouts, and a PowerPoint presentation of the program for classroom instruction. The one-page handouts can be used for safety meetings and training sessions.

"This program meets the Occupational Safety and Health Administration's general industry requirements for training a qualified crane operator, and provides the means to teach operators how to use cranes safely and effectively," Stuart Flatow, PERC vice president for safety and training, said.

However, this program may not include all the information needed to pass the written test part of the third party certification provision of OSHA's new crane operator rule which is under its construction standard, Flatow noted. "We are still waiting for clarification from OSHA on how that rule impacts crane operators in the propane industry," he said.

This program is available for \$9 plus shipping and handling. Email the WVPGA Assn Office at wvpga@aol.com and ask for item # 009410.

Useful Propane News Delivered to Your Smart Phone

The **West Virginia Propane Gas Association** is making it easier for you to get news about the propane industry. Just sign up to become a follower of WVPGA on Twitter and get up to 1-3 tweets daily.

Or if you would rather read propane news on your schedule rather than having it fill up your email, become a Facebook friend of the West Virginia Propane Gas Association.

Just click on the icons on the left to get connected.

West Virginia Propane Gas Association

107 S. West Street, #825

Alexandria, VA 22314

Toll free: 888-441-5454

Telephone: 703-530-9772

Fax: 703-530-9653

wvpga@aol.com

www.wvpropanegas.org



Propane Benefits from "Fiscal Cliff" Deal

After a protracted post-Christmas negotiation between the President and Congress, an agreement has been reached on important tax related issues affecting all Americans.

On January 1, 2013 Congress completed action on legislation to avoid the consequences of sending the country over the so-called fiscal cliff.

The legislation contains several provisions that will affect the propane industry. First, there were some propane specific energy tax credits that had expired and have been extended through 2013. In addition these provisions were also made retroactive for taxable year 2012. These credits are:

- **Alternative Fuel Tax Credit** (50 cents per gallon including propane used in forklifts);
- **Alternative Fuel Infrastructure Tax Credit** (30% up to a maximum of \$30,000);
- **Energy Efficient Existing Homes Tax Credit** (\$150 for qualified propane furnace and \$300 for qualified propane water heater);
- **Energy Efficient New Homes Tax Credit** (Up to \$2,000 to an eligible contractor who constructs a qualified energy efficient new home).

All the same rules apply to these credits as in the past. The only thing that has changed are the expiration dates.

The other provision of interest to the propane industry concerns the estate tax. The change to the estate tax provisions have now been made permanent.

These changes include an exemption level of \$5 million (permanently indexed to inflation) with a top tax rate of 40%. While a complete repeal of estate taxes was preferable, it was never a realistic expectation. The fact that these new thresholds have been made permanent is a step in the right direction.

"...there were some propane specific energy tax credits that had expired and have been extended through 2013. "



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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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.

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

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