



PROPANE EXCHANGE

February 2013 * West Virginia Propane Gas Association

Follow Us On  & 

Thanks to Southern States Cooperative & Thompson Gas for advertising in this issue.

In This Issue

Interested in More Business?

Keep Vents Clear When Blizzards Hit

Propane-Fueled Bobtail Near Production

Interpretation Request on Crane Rule

We Are Propane –Southeastern Convention

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 Oglebay Resort Wheeling, WV
June 18-19, 2013	Propane Days Hyatt Capital Hill Washington, DC



[There is Place for You](#)

Interested in More
Business?

TOUGH TIMES MEANS THE TRAINED WILL PROSPER

TIRED OF STATUS QUO? There is no question the last few years have been tough for propane marketers. Residential gas sales have been dropping for many. But it does not have to be that way. **There are practical ways to build residential load that you and your employees can use now.**

WHEN & WHERE: That is the focus of the **Spring Membership Meeting** being held on **March 19, 2013** at the **Charleston Marriott Town Center**, 200 Lee Street, Charleston, WV 25301..

WHAT WILL BE DISCUSSED. 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.

LEARN PRACTICAL SALES TECHNIQUES. 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

WHO SHOULD ATTEND. This seminar is designed to assist managers, sales and customer service personnel...basically anyone who influences the buying decisions of customers.

A PRICE YOU CAN AFFORD. Because there is **no cost** to register, there is absolutely NO reason not to send several people.

To register and get information about staying overnight (if needed), visit www.wvpropanegas.org. Space is limited.



Keep Up with
These
Developments

Keep Vents Clear When Blizzards Hit

The Propane Education & Research Council has a variety of safety materials for winter storms that can be shared with customers.

A free brochure on the Propane MaRC on **Essential Propane Safety in High Snowfall Areas** stresses "Keep vents clear. Appliance vents and chimney flues must ALWAYS be clear of snow or ice. Some homes may have direct vents, which are close to the ground. Improper venting can cause carbon monoxide to become trapped in your home, causing serious illness or even death."



The **Winter Storm Preparedness module** takes less than 10 minutes to complete, is available in English and Spanish, and can be emailed. There are free brochures on storm preparedness and carbon monoxide safety.

Check out the WVPGA website for useful winter safety tips including the latest **Think Safety** newsletter.

Propane-Fueled Bobtail Nears Production

The **engineering and development phase** of the Freightliner Custom Chassis S2G project is moving into commercialization and actual production. The S2G propane autogas chassis will initially feature bobtail and Thomas Built C2 school bus bodies.

The **S2G chassis** will be on display at the NTEA Work Truck Show in Indianapolis in March, at the NPGA Southeastern Convention in Atlanta in April, at the Western Propane Trade Show in Reno, Nev., in May, and at the Alternative Clean Transportation (ACT) Expo in Washington, D.C., in June.

To learn more about the **S2G** attend this month's Third Thursday webinar featuring CleanFuel USA with a presentation on its 2013 vehicle and dispenser offerings. The one-hour webinar will run on February 21 beginning at 11 a.m. Eastern time. Visit here to register: <http://www.autogasusa.org/resources/webinar-registration/>

"Keep vents clear. Appliance vents and chimney flues must ALWAYS be clear of snow or ice. Some homes may have direct vents, which are close to the ground. Improper venting can cause carbon monoxide to become trapped in your home, causing serious illness or even death."

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



Interpretation Request on Crane Rule



NPGA filed a formal request for interpretation with the Occupational Safety and Health Administration (OSHA) regarding the Crane and Derricks in Construction Final Rule. NPGA believes the delivery of a propane container falls within the existing "Material Delivery" exclusion in the rule, and we have urged OSHA to review and make this same determination for containers up to and including 2000 gallons water capacity.

OSHA's Final Rule on Cranes and Derricks in Construction requires anyone operating a crane with a hoisting/lifting capacity of more than 2,000 pounds, in the act of construction, to obtain certification from a 3rd party organization, which itself must be accredited by the American National Standards Institute (ANSI) or other accrediting entity. The Material Delivery exclusion requires the use of an articulating/knuckle-boom truck crane, that the transfer of materials is from the truck to the ground, and that the materials not be placed in a particular sequence for hoisting.

NPGA's request addresses the rationale OSHA used in granting the Material Delivery exclusion and applies it to the delivery of a propane container. Among the things addressed were how the container is placed on the ground, the required minimum distance the tank must be located from a structure, and how the current OSHA interpretation excludes cranes that deliver goods to a construction project but are not involved in the actual construction.

"NPGA was notified by OSHA officials that they have received our Material Delivery interpretation letter and will consider it among a number of other broader interpretation requests the agency has received."



THINKING OF SELLING?

JOIN THE SOUTHERN STATES® FAMILY AND KEEP YOUR BUSINESS PART OF THE COMMUNITY

We have been part of communities across the Southeast since 1923. We are farmer owned, so many of our customers are our owners. You have treated your customers like family and we promise to keep those same principles. You can sleep easy during and after the transaction knowing your company has gone into the right hands. Let us preserve your legacy of doing what's right for the customer.

At Southern States® we are committed to growing sales of propane gallons, but we equally assess your other petroleum products and

service work in your financial evaluation. We embrace being a full-service propane provider and believe that offering distillates along with propane helps better serve our customer base.

To learn more or discuss a confidential evaluation, please contact Tracy Amburgey at 804-281-1382 or tracy.amburgey@sscoop.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."

THOMPSON
GAS

**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.

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

THOMPSON
GAS

WE ARE PROPANE



UNITED
DEDICATED
RELIABLE



For decades the Southeastern Convention & International Propane Expo has been the “go to” meeting for industry trends and networking. This year’s event will underscore the industry’s **WE ARE PROPANE: United/ Dedicated/ Reliable** theme.

Plan now to attend the Southeastern Convention & International Expo, April 13 - 15, 2013 at the Georgia World Congress Center in Atlanta, Georgia.

Why Attend?

- Preview and purchase products and services displayed by more than 200 exhibiting companies.
- Receive a high-quality training and educational experience for yourself and your employees.
- Join industry colleagues to network and celebrate **WE ARE PROPANE!**

Visit the official website at www.PropaneExpo.com for additional details on registering for the 2013 Southeastern Convention & International Propane Expo.

Interested in exhibiting? Contact expo@npga.org or go to npgaexpo.org for an online space application.



National Propane Gas Association
1899 L Street, NW, Suite 350
Washington, DC 20036

Email: registration@npga.org | Website: www.PropaneExpo.com | Phone: 202-466-7200 | Fax: 202-466-7205