



# PROPANE EXCHANGE

March 2013 \* West Virginia Propane Gas Association

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[Spring Membership Mtg](#)



MARKETER  
**TECHNOLOGY  
AND SALES**  
TRAINING

Meet with  
**Home Builders  
& Architects**

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## TRY OUT YOUR SALES TECHNIQUE

**NEW DEVELOPMENT FOR MEETING.** The Spring Membership Meeting will not only include sales training to help you grow residential gallons...but you will actually get a chance to practice those techniques.

PERC will be conducting a concurrent training session for homebuilders and architects in the state while our session is going on. In the late afternoon, both sessions will combine for a wrap up and then a complimentary social hour to meet and promote your business.

**DON'T MISS OUT.** Think about it. Free training, free lunch and free cocktails along with a chance to meet your potential business audience. The **Spring Membership Meeting** is being held on **March 19, 2013** at the **Charleston Marriott Town Center**, 200 Lee Street, Charleston, WV 25301.

At lunch, representatives from the Department of Weights & Measures and Fire Marshal's Office will be on hand. WVPGA Lobbyist Rudy Seacrist will cover what has been going on in the legislature and State Director Dean Haldeman will overview NPGA's new strategic plan, Vision 2014 and what it means for the industry.

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

**A PRICE YOU CAN AFFORD.** To register, visit [www.wvpropanegas.org](http://www.wvpropanegas.org). Space is limited. Advance registration closes after March 12th. After that date, call Assn Office at 888-441-5454 to check on availability.

## 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



Keep Up with  
These  
Developments

### *Charleston, WV. to Host Marketer Technology and Sales Training Class*

*The Propane Education & Research Council has added another class to its 2013 Marketer Technology and Sales Training program, visiting Charleston, W.Va. on March 19 for a seminar on residential opportunities.*

*The classes deliver hands-on exposure to new propane products, introduce marketers to local equipment dealers, and let marketers take their new sales skills for a test drive.*

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### **Energy Guys Materials Cannot be Used**

Under the terms of the agreement between PERC and the actors who portray Propane and Electricity, the Energy Guys, all use of Energy Guys images is prohibited and has been since December 31, 2011.

If you are displaying materials featuring the Energy Guys, please stop immediately.

Propane companies may no longer use Energy Guys materials in any medium or for any purpose (bobtail wrap, flyers, materials, websites). Companies that display Energy Guys images may be sued.

Please get in touch with John Kerekes, senior contracts manager and counsel with the Propane Education & Research Council, at 202-452-8975 with any questions

### **Dish Network Buys 200 Autogas-Powered Vans**

Dish Network announced at the Work Truck Show it would purchase and deploy 200 Roush CleanTech Ford E-250 cargo vans equipped with a 5.4-liter, V8 engine.

"These clean-burning propane autogas vehicles are better for our environment, our communities and operate more efficiently," Erik Carlson, Dish executive vice president, said. DISH expects a 55 percent reduction in fuel costs for the vans operating on propane autogas, Carlson said.

Tucker Perkins, PERC's chief business development officer, provided background to the media at Dish's press conference announcing the deal. The Reuters news service released an in-depth story on autogas — [Propane: It's Not Just for Barbecues Anymore](#) — that was widely distributed.

Dish will operate the vans in Atlanta, Chicago, Detroit, Los Angeles, and San Francisco. Dish is a Fortune 200 company with more than 14 million customers. A number of well-known firms have recently added propane-autogas-fueled vehicles to their fleets, including Menards, DHL Express, GO Airport Express, and ThyssenKrupp Elevator



## More Work Underway on NFPA 58

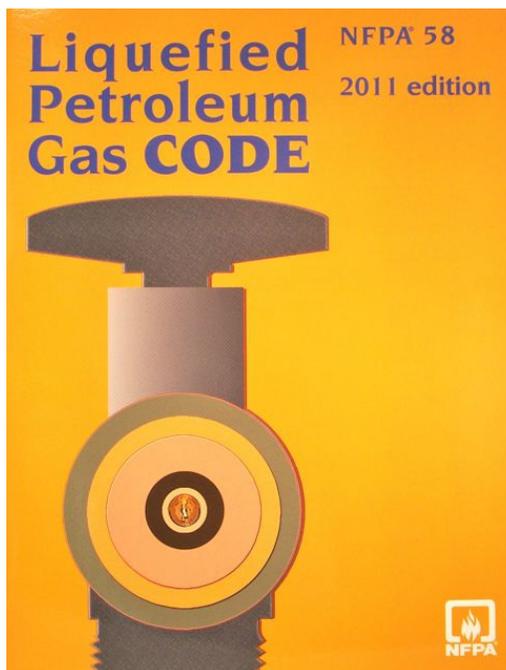


*"...the additional language proposed for A.4.2.3 of NFPA 58 will clarify the differences between the two test methods and provide guidance to those who need to verify the presence of odorant in LP-Gas"*

**The Technology, Standards and Safety Committee (TS&S)** met recently and continued its work on the codes and standards that govern the propane industry. The meeting advanced two proposals for consideration by the NPGA Board of Directors. In addition, several new dockets were discussed.

**One proposal advanced** to the board will include revised language for Annex A in NFPA 58. Annex A provides advisory commentary to some of the code sections that may need further explanation.

**In this proposal**, the revised commentary is to Section 4.2.3, which addresses the odorization of LP-Gas. Specifically, the code requires that the presence of odorant be verified by "sniff-testing" or some other means.



**Often, a stain tube device** is used to determine the quantity of odorant that is present in the propane.

**There is more** than one procedure that can be used to verify the presence of the odorant.

**One method is ASTM D 5305** and another method is

CAN/CGSB-3.0. Depending on which method is used, the results of the stain tube test will vary because one method tests the odorant in the vapor and the other method tests the odorant in a liquid sample.

**Because the properties** of ethyl mercaptan are such that its concentration will be greater in liquid propane than in propane vapor, the readings of each test will be different, even though in reality, the amount of odorant in the propane is the same.

**Therefore**, the additional language proposed for A.4.2.3 of NFPA 58 will clarify the differences between the two test methods and provide guidance to those who need to verify the presence of odorant in LP-Gas.

# Tarantin

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Suburban Gas Inc.  
Past NPGA President

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# WE ARE PROPANE



UNITED  
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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](http://www.PropaneExpo.com) for additional details on registering for the 2013 Southeastern Convention & International Propane Expo.

Interested in exhibiting? Contact [expo@npga.org](mailto:expo@npga.org) or go to [npgaexpo.org](http://npgaexpo.org) for an online space application.



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