



PROPANE EXCHANGE

May 2013 * West Virginia Propane Gas Association

Follow Us On  & 

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

In This Issue

WVPGA Gears Up for Busy Summer

West Virginia's Lost Dollars

Propane MaRC Offers Free Collateral

WVPGA to Host Technology & Sales Training Class

Help Convince Congress on These Issues

DATES TO REMEMBER

- June 10-12, 2013 Summer Membership Mtg
Oglebay Resort
Wheeling, WV
- June 18-19, 2013 Propane Days
Hyatt Capital Hill
Washington, DC
- July 22-31, 2013 CETP Training
Days Inn Suites
Bridgeport, WV
- August 5-14, 2013 CETP Training
AmeriGas
Ranson, WV



Getting Maximum Benefits

WVPGA Gears Up for Busy Summer

LOTS OF PROGRAMS FOR MEMBERS TO USE

#1. Driving Propane Sales, Regardless of the Weather. The Summer Membership Meeting provides everyone in the propane industry with practical approaches and techniques for getting into the propane autogas market including propane powered school buses.

The meeting takes place at **Oglebay Resort**, 465 Lodge Drive, Wheeling, WV 26003 on **June 10-12, 2013**. Besides a free day long seminar on autogas, other activities include a propane school bus demonstration and ride, crisis communication seminar, industry updates at the Board of Directors meeting, cookout and golf outing.



Registration may be done online at www.wvpropanegas.org.

#2. Raising Awareness About Propane in Washington, DC. More and more, there are numerous regulations and legislation that effect those in all aspects of the propane industry. That is why Propane Days was established as annual event...so those in the propane industry can meet with their elected Federal representatives.

This year, meetings with West Virginia's congressional and senatorial representatives will take place on **June 18 & 19, 2013** on Capitol Hill in Washington, DC. To make your voice and concerns heard, check out pages 5-6 to register.

To lower hotel and travel costs, any WVPGA member, who reserves a hotel room for the night of June 17 & 18 in Manassas, VA (off I-66), can get a ride via train to downtown DC with WVPGA's Executive Director. [Contact the office for more details.](#)

Article continues on next page

WVPGA Gears Up for Busy Summer



#3 Certified Training Offered in 2 Different Locations.

Certified Employee Training Program (CETP) classes are scheduled for this summer. This year's focus is on **Basic Principles 1.0** and **Placing Vapor Distribution Systems & Appliances into Operation 4.2**. Because module 4.2 has grown, it has been broken in a third module, **Installing Appliances and Interior Vapor Distribution Systems 4.3**, which is being held as well.

One set of classes will be held **July 22-26, 2013 and July 29-31, 2013** at Days Inn Suites & Conference Center, 112 Tolley Street, Bridgeport, WV 26330. CETP classes have not been held in the eastern Panhandle for several years so the second set of classes will take place on **August 5-9, 2013 and August 12-14, 2013** at AmeriGas, 123 E Third Avenue, Ranson, WV 25438.

Discounts are offered for those who are attending more than one class. The fee includes instruction, books, test, lunch each day, and breaks.

It is recommended that those who should attend include customer relations and office personnel; sales personnel; field personnel & delivery drivers; installation & service personnel; plant personnel and others who handle, transport, store and use propane.

Registration and payment may now be done online at www.wvpropanegas.org.

#4 Safety Training Only a Click Away.

Without a continual emphasis on safety, most propane operations will fail. That is why **WVPGA spends a significant amount of member's dues** on helping members stay up to date with safety information.

The most popular source of frequent safety training is **Think Safety** which is WVPGA's quarterly safety bulletin.

This 4-page full color newsletter is made available to members at **no cost**. It also contains a quiz (with answers) so it can be used at company safety meetings.

The spring issue focuses on **Parking Precautions Indoor and Outdoor**. Because of several accidents around the country, this subject is very topical.

Since 2007, **Think Safety** has covered such topics as:

- Evacuating ASME tanks;
- Tank Painting;
- Leak Tests;
- Vent free Appliances;
- Tankless Water Heaters;
- Flaring Propane.

Your copy is available for download by visiting www.wvpropanegas.org.



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.





Getting West Virginia's Fair Share

West Virginia's Lost Dollars. Are You Responsible?

Where does West Virginia get funds to help offset the costs of training each year? It comes from YOU...when you complete the annual *Sales of Propane* survey sent out by the American Petroleum Institute (API).

This confidential survey is authorized by the Propane Education & Research Council (PERC). The results that each propane marketer submits form the basis for the funds West Virginia is eligible to receive for safety and propane emergencies training.



Want to see more classes around the state? Then fill out the survey which was sent to every company engaged primarily in the sale of odorized propane to ultimate consumers or to dispenser operators a month ago. Many forms have not been returned as of yet!

It is imperative for you to complete and return the survey ASAP so that WV does not lose dollars. If you have questions or need another survey, contact Pamela Gibson at 202-682-8528 or Gibson@api.org.

Propane MaRC Offers Free Collateral—New Toolkits: Landscape GallonGrowers

The Propane MaRC recently added new marketer toolkits for the propane autogas and landscape contracting industry. The collateral in the *GallonGrowers* toolkits includes fact sheets, case studies, ads and background material that can be shared with prospects.



The autogas and commercial mowing kits can be downloaded for free, and a flash drive containing the mower kit is available for \$9.

Get your flash drive by ordering it from WVPGA Association office at wvpga@aol.com. You will be billed.

WVPGA to Host Technology & Sales Training Class about Propane Autogas

The West Virginia Propane Gas Association is partnering with the Propane Education & Research Council and Blue Bird Bus Manufacturing of Western PA/West Virginia for an educational hands on program on selling propane autogas with an emphasis on the school bus market.

The sessions will take place June 10-12, 2013 at Oglebay Resort, Wheeling, WV. Details may be found at www.wvpropanegas.org

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



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

Help Convince Congress on These Issues



"Remember, if you don't help out, you can't complain about what the Federal Government is doing to you!"

Your Representatives Need to Hear From You

Appointments with West Virginia's members of Congress are set for June 18 & 19, 2013. Here are the key issues we will be discussing when you help out:

Parity with Natural Gas

We will be arguing that propane should always be on a level playing field with natural gas in public policy. Specifically, we will ask for parity within the EPA's recent Corporate Average Fuel Economy Standards (CAFE) regulations and within pending energy efficiency legislation, the Energy Savings and Industrial Competitiveness Act of 2013 (S.761).

Restriction on PERC Activities

The U.S. Department of Commerce continues to restrict PERC's outreach activities, arguing that the price comparison data is no longer being collected. But there is another source of comparable data that actually pre-dates PERC, so we will be asking Congress to urge the Department to use this alternative data.

Fuel/Infrastructure Tax Credits

The \$.50/gallon alternative fuel tax credit and the refueling infrastructure tax credit expire on December 31, 2013. Senator Bob Casey (D-PA) has introduced the Natural Gas Energy and Alternatives Rewards Act (S. 656), which extends these credits through December 31, 2016, and also establishes a DOT program to incentivize the purchase of alternatively fueled school buses. We will be asking for support of these tax credits in general and S. 656 in particular.

Consumer Carbon Labeling on Appliances

Even though the federal government is slowly moving in our direction on full fuel cycle policy, we can't afford to ignore opportunities that would benefit the residential market. So, we will be urging Congress to require carbon footprint labeling on consumer appliances, thereby giving us an advantage over electric appliances.

OSHA's Crane Rule

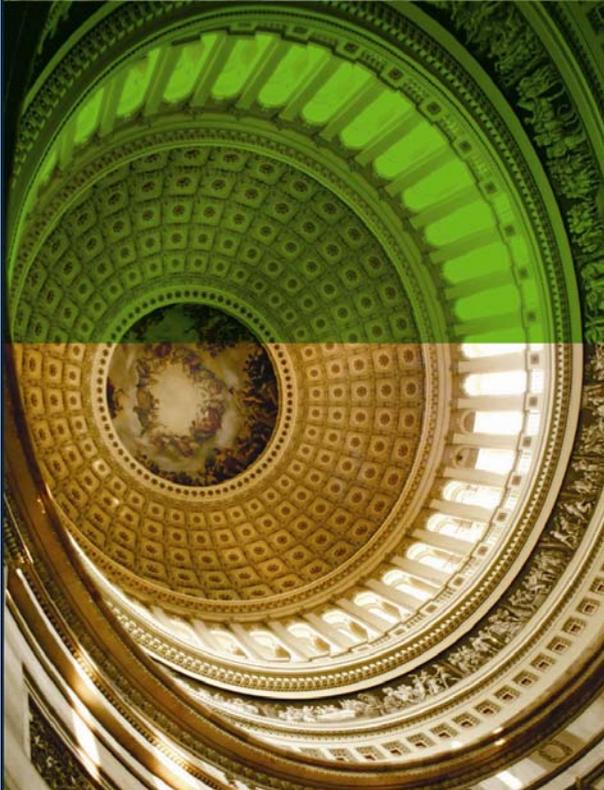
OSHA finalized regulations requiring crane operators to get third party certification by November 19, 2014. We will be urging Congress to contact OSHA to eliminate this expensive and unnecessary requirement for our operations setting tanks.

How to Participate

You must register for Propane Days to be able to attend the informative training sessions and hear speakers. Visit www.PropaneDays.com to do so. Then take advantage of the lower hotel and transportation costs as described at the bottom of page 1 by contacting Tom Osina at the WVPGA Association Office. *Remember, if you don't help out, you can't complain about what the Federal Government is doing to you!*

June 17-19, 2013 | Washington, DC

Propane Days



Join us and be
the voice of the
propane industry
on Capitol Hill.

NPGA
NATIONAL PROPANE GAS ASSOCIATION

www.PropaneDays.com