



PROPANE EXCHANGE

June 2013 * West Virginia Propane Gas Association

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In This Issue

Training = Profits

Propane Farm Program

Promote Tankless Water Heaters

WV Marketers Learn to Drive Sales

Propane Autogas at WV Clean State Mtg

Congress Hears About Propane

DATES TO REMEMBER

July 22-31, 2013	CETP Training Days Inn Suites Bridgeport, WV
August 5-14, 2013	CETP Training AmeriGas Ranson, WV
Sept 18, 2013	Fall Annual Mtg Waterfront Place Hotel Morgantown, WV



[Deadlines Getting Closer](#)

Training = Profits

ARE YOUR EMPLOYEES REGISTERED?

CERTIFIED EMPLOYEE TRAINING SET FOR JULY & AUGUST. Employee training is available again this summer to anyone in the propane business in West Virginia. This year's focus is getting new hires up and running through the Basic Principles & Practices 1.0 class. Every one needs to pass Basic before they can take any other modules.

Then the rest of each week finishes with the 3-day Placing Vapor Systems in Operation 4.2 class. This, along with Basic 1.0, is required by anyone who does propane installations in the state by the WV State Fire Commission.

Because Vapor 4.2 has grown in complexity and content, it has been expanded into Installing Appliances & Interior Vapor Systems 4.3 which is being offered as well. To accommodate everyone, Vapor 4.3 is being held the following weeks from the first 2 classes.

TWO LOCATIONS AVAILABLE. The 3 aforementioned classes are being offered in 2 locations around the state. In July, the classes will be held at the Days Inn Suites & Conference Center, 112 Tolley Street, Bridgeport, WV 26330. Since CETP classes have not been held in the eastern panhandle for several years, sessions will be held in August at AmeriGas' branch location in Ranson, WV. The address is 123 E Third Avenue.

DISCOUNTS AVAILABLE. Recognizing that money is tight, discounts are available to those individuals who sign up for more than one class. Registration deadlines for the July classes are coming the first week of July; for the August classes, the registration deadlines are in mid-July.

USE THE EASY ONLINE REGISTRATION. It is very convenient to get in one or more of these classes. Go to www.wvpropanegas.org and look for the section of CETP classes. Click on the link and you can register in no time.



Add These Items to Grow Your Business

New Collateral Promotes Propane Farm Incentive Program

Marketers with farmer clients should check out two new free items on the Propane MaRC that describe the Propane Farm Incentive Program that offers up to \$5,000 toward the purchase of new equipment in return for usage data.



A full color one-sheet explains the program and the technology it supports including irrigation engines, grain dryers, generators, swine and greenhouse heaters, and flame weed control units. A brochure provides more information on the benefits of propane as a fuel for the equipment. Visit www.propanemarc.com

Propane AutoGas at Clean State Meeting

A propane powered vehicle will be part of the July 10th session of the West Virginia Clean State Program.

As a member of the Clean State Program, WVPGA meets with representatives of other alternative fuels to work on ways to create a more favorable climate for these energy sources.

The meeting takes place at the National Alternative Fuels Training Consortium, 1100 Frederick Lane, Morgantown, WV 26508.

Free Card Promotes Tankless Water Heaters



A new reference card explaining the benefits of propane tankless water heaters is available on the Propane MaRC from the Propane Education & Research Council.

The card catches the eye with a photo of a cute kid in need of a shower. On the flip side it explains that tankless heaters provide endless hot water, while saving space and costing less to own. Find it at www.propanemarc.com.

WV Marketers Learn to Drive Sales Regardless of the Weather

Marketers from around the state got first hand info on building a new segment for their business...autogas.



With WV promoting alternative fueled fleets and school buses, WVPGA held a day long free training session earlier this month to prepare retailers on the ins and outs of selling to this market.

Pictures of the event may be seen 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."

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**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

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Congress Hears About Propane



All 5 WV Congressional Representatives Visited

NPGA thanks everyone who attended the 2013 Propane Days event in Washington, DC in mid-June. Ranging from a keynote address from Senator Bob Casey to handing out ice cream from a propane-powered delivery truck to a BBQ reception with more than 25 Members of Congress present and hundreds of Congressional staffers, the industry led a jam-packed two day event making the voice of the propane industry heard loud and clear on the Hill.

Senator Casey's keynote address highlighted the role of propane in America's clean energy economy. Noting propane's specific compliment to natural gas, he said, "no propane, no gain." We couldn't agree more. Currently, Senator Casey is the lead sponsor of legislation that extends the alternative fuel and infrastructure tax credits to all alternative fuels (including propane) until 12/31/2016.

"No propane, no gain."

Following Senator Casey's remarks, the industry headed to Capitol Hill, armed with a singular message - **propane is an important part of America's energy future.** In meetings with West Virginia's members of Congress, State Director Dean Haldeman and Executive Director Tom Osina urged Members to support favorable parity with natural gas in public policy among several key issues.

Another issue addressed on the Hill was arguing against the Department of Commerce (DOC) restriction on PERC. Numerous Members of Congress agreed that the DOC's refusal to look for ways to help the industry reach out to new customers and the public was inappropriate, and we expect significant Hill pressure on DOC leaders in the coming weeks.

The propane-powered vehicle display brought out hundreds of staffers and Members. Over ice cream, we were able to show staffers first hand the specific autogas applications of the fuel in a pickup, a van, and a delivery truck.

NPGA is posting the pictures from the events, so make sure to check the NPGA Facebook page at: <https://www.facebook.com/NPGA.Propane>. A few pictures are already there, so take a look.

