



PROPANE EXCHANGE

December 2013 * West Virginia Propane Gas Association

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DATES TO REMEMBER

March 18, 2014	Spring Membership Mtg Embassy Suites Charleston, WV
April 12-14, 2014	NPGA Southeastern Convention Atlanta, GA
June 3-4, 2014	Propane Days Washington, DC
June 23-24, 2014	Summer Membership Meeting & Bobtail Rodeo Glade Springs, WV Daniels, WV



Your Association
Needs
Your Help

Wow! Cold weather has hit West Virginia like a runaway freight train. Snow. Sleet. Ice. And cold temperatures. That means delivery and service trucks are on the road keeping customers warm.

With all this craziness, it is easy to overlook that this is the time of the year that the West Virginia Propane Gas Association needs you! Your membership dues renewal is coming to your office this month.

Your prompt payment of the dues invoice helps WVPGA keep the lights on, the phone answered and the emails and communications going.

Plans for 2014 include the Spring Membership Meeting which will focus on tips for building a secure propane supply network (including Shale gas), changes in what your employees are required to do in NFPA 54 & 58, and visits from state officials in the Fire Marshal's and Weights & Measures office.

May will feature CETP training covering Basic Principles, Bobtail Delivery and NFPA Refresher training on gas installations .

The bi-annual Bobtail Rodeo returns in June. This time it will be in southern West Virginia at Glade Springs Resort. Find out who are the best drivers in the state by sending yours.

The year concludes with the Fall Annual Meeting that will be held in the Eastern Panhandle. NPGA's Chairman and PERC officials will be invited to speak and listen to our concerns.

Throughout the year will be legislative updates, monthly communications and quarterly editions of *Think Safety* to use.

So please process and pay your dues invoice when it arrives. It is an investment in you, your company and your industry.



Research and
Incentive Programs
Sell Propane While
Saving Money

PERC Research Incentives Build Use of Propane

The two major propane research incentive programs from PERC in 2013 saw more than 1,400 participants save \$1.2 million on their purchase of propane equipment. The participants shared data on their use of the equipment so it could be applied to the continuing refinement of propane technology.

The two programs — the *Propane Farm Incentive Program* and the *Propane Mower Incentive Program* — are managed by the Propane Education & Research Council. Each program offers a financial incentive to those who purchase and operate qualified propane equipment, and provide feedback and performance data to PERC on the equipment.

This year the farm program distributed more than \$627,000 in purchase incentives to 219 farmers to purchase irrigation engines, grain dryers, and other equipment. In the mower program, more than 1,000 landscape contractors participated and saved nearly \$650,000 on purchases of propane-fueled mowers.

The usage data has proven valuable. For instance, 2012 data found that farmers using propane-fueled irrigation engines cut fuel costs by 75 percent per hour and reduced fuel consumption by 43 percent per hour, when compared to the previous year.

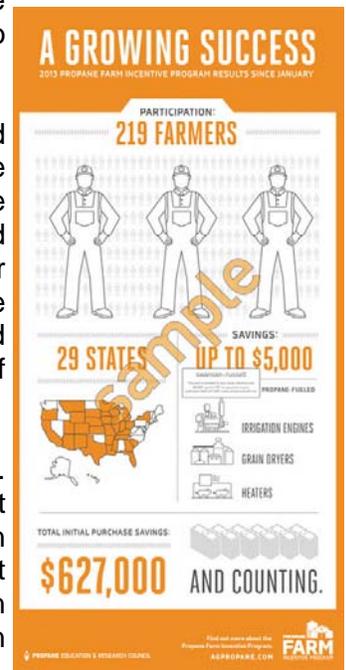
These programs will continue in 2014, and PERC will beef up the Heat & Power Incentive Program that encourages the purchase and use of propane equipment in residential and commercial building projects.

Technical Pocket Guide Now Covers Commercial and Residential Building Projects

The **Propane Technical Pocket Guide** for construction professionals has been updated to include information on propane installation for residential and commercial building projects. The guide covers such topics as determining the total load; vaporization rates; storage tank location and installation; site diagrams; and pipe and tube sizing. This free guide can be downloaded as a PDF from the Propane MaRC from the Propane Education & Research Council.

Winter Safety Materials Address Storms, Outages, High Snowfall

Free brochures on operating propane safely before, during, and after winter storms can be downloaded and mailed or emailed to customers. The Propane Education & Research Council helped develop the *High Snowfall Areas*; *Power Outages*; and *Winter Storms* brochures. Visit www.wvpropanegas.org to get your free copies.



NPGA Meets with Energy Information Administration



ASSOCIATION OFFICIALS DISCUSS TWO ISSUES

On Monday, December 2, an NPGA delegation led by President and CEO Rick Roldan briefed the head of the Energy Information Administration Adam Sieminski and his top advisors on two of the propane industry's key advocacy priorities: the elimination of the restriction on PERC and increasing the publication frequency and credibility of propane export data.

Regarding the PERC restriction, NPGA informed the EIA staff that the industry has experienced significant reductions in demand in key sectors, and that the restriction only serves to hamper the industry's return to growth. They reviewed the many market opportunities that exist and also the ways that propane can help the Obama Administration achieve its goal of increasing the use of clean, domestic, secure alternative energy sources.

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Finally, NPGA officials requested that EIA review the explicit language in PERA and communicate to the Commerce Department that EIA data on consumer propane prices currently exists and

could be used by Commerce in performing its price analysis responsibilities under the Act. While EIA officials made no commitments, all agreed to remain in contact.

NPGA also raised the topic of propane exports with EIA. EIA agreed with that currently there is no regular, credible tracking of exports, and we argued that the marketplace makes its best decisions in an environment of good information.

EIA reported that it is working with other federal agencies including the Customs Department on an International Trade Data System that would incorporate many kinds of data including propane exports. This is an ongoing initiative, but one that is not expected to be completed anytime soon, unfortunately.



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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