



PROPANE EXCHANGE

April 2014 * West Virginia Propane Gas Association

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*Thanks to
Thompson Gas & Women in
Propane for advertising in this issue.*

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DATES TO REMEMBER

April 12-14, 2014	NPGA Southeastern Convention Atlanta, GA
May 12-16, 2014	CETP Training Holiday Inn Express Civic Center Charleston, WV
June 3-4, 2014	Propane Days Washington, DC
June 23-24, 2014	Summer Membership Meeting & Bobtail Rodeo Glade Springs Resort Daniels, WV



Are Your Employees Certified?

It's Time for Training & Education

TRAINING STARTS IN MAY

Based on numerous requests, this year's Certified Employee Training classes will be held in May.

WHEN & WHERE

May 12-13, 2014	Basic Principles & Practices 1.0
May 14-16, 2014	Placing Vapor Distribution Systems and Appliances into Operation 4.2

Training takes place at the Holiday Inn Express Civic Center, 100 Civic Center Drive, Charleston, WV 25301, 304-345-0600.

WHAT WILL BE COVERED?

Basic Principles & Practices 1.0 is required before any other courses are taken. It offers "entry" level instruction covering propane's physical and combustion properties; how it is produced and transported; basic functions performed in a bulk plant, and odorant and service interruptions.

Placing Vapor Distribution Systems and Appliances in Operation 4.2 focuses primarily on the checks and tests required when installing new piping and regulators or restoring service to an existing vapor distribution system. The purpose of this course is to provide current information, practices and procedures to safely and efficiently place vapor distribution systems and appliances in operation.

All classes include book, test, breaks and lunch.

REMEMBER

Successful completion of Basic Principles & Vapor Installation 4.2 are now REQUIRED by the WV State Fire Commission by anyone who does propane installations in the state.

Registration Deadline is April 25, 2014. Visit www.wvpropanegas.org for registration & pay online.

Life After the Winter of 2013-2014

Rick Roldan, NPGA President



"...we are focusing on the propane supply chain, including pipelines and storage. This winter shows us that ensuring pipelines are working properly and fairly and that we have sufficient storage is crucial for never having another winter like this one. "

When America finally emerges from this winter, it will be abundantly clear that as a nation we are entering into a new energy reality. And the propane industry provides a case study in how we must maintain our focus on providing Americans with the safe, reliable, and affordable energy they deserve.

Beginning last fall, our industry experienced a confluence of events that had nation-wide ramifications. Record-breaking crop drying demand. Surging heating demand brought on by the onset of a colder than normal winter. Waterborne cargoes of propane leaving our ports in record volumes. Reports of long-lines at storage facilities, shortages, and customers running low were common.

Many are asking what we need to do to make sure this never happens again. Last month, Congress began this process by considering the developments that led to this winter's challenges and NPGA is working every day with Members of Congress and policy makers to identify solutions and get those policies into place.

The delivery infrastructure for fossil fuels, including propane, is in the midst of an historic transition, which has exacerbated propane supply and delivery challenges this winter heating season. Much of this has been brought on by the previously unimaginable new production of crude oil and natural gas in the U.S. shale plays.

Historically, propane has been produced in the Gulf Coast and the Mid-continent and then transported to consuming regions to the North and East, primarily by pipeline. Now, those pipelines are being reversed to carry other products from the newly producing regions to the Gulf Coast. These factors, among other infrastructure issues, are having a major effect on the customers who rely on propane.

Industry and government can work together to address these infrastructure growing pains so that fuel can reach Americans. To that end, we are focusing on the propane supply chain, including pipelines and storage. This winter shows us that ensuring pipelines are working properly and fairly and that we have sufficient storage is crucial for never having another winter like this one.

First, transparency on the pipelines that transport all petroleum products must be improved. Pipeline operations are at best opaque, and the lack of transparency substantially increases the difficulty of dealing with propane shortages. FERC should also adopt affiliate rules for oil pipelines that are similar to those for natural gas pipelines and electric transmission providers. These changes would go a long way to establish a regulatory framework that is fair to business and consumers. It just makes sense to have all of the energy market players playing by the same rules.

Second, one of the simplest things that could be done to improve our winter resilience is to approve the Finger Lakes storage facility in upstate New York. Since 2009, NPGA has argued that this facility should be built, to add more than 88 million gallons of propane storage in a region where demand far exceeds local supplies. I urge everyone reading this piece to go to the advocacy website (www.nypropaneadvocacy.com) and take action. Your participation matters.

Life After the Winter of 2013-2014



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Approval of the Finger Lakes

facility would also improve the resilience of the propane infrastructure in the southeast and Midwest regions of the United States. We know that drivers from New England traveled as far as Apex, NC and Sarnia, Ontario to obtain supply. Were the Finger Lakes facility to be in operation, New England would have been in a much better position to supply itself. Bottom line is that the Finger Lakes facility would have cascading benefits far beyond New York and had it been in operation this winter – could have dramatically changed the story of this winter heating season.

As we analyze the causes of the problems encountered during this winter, NPGA's goal is to ensure that such a situation never happens again. We know ensuring that we do not repeat this winter does not fall entirely on government regulations.

NPGA has launched a Supply and Infrastructure Task Force charged with conducting a comprehensive post-winter analysis to identify causes and contributing factors, and analyze, debate, and provide recommendations for future efforts and strategies as it relates to propane supply, distribution and infrastructure as well as industry best practices and consumer education. We anticipate the Task Force recommendations will be available by the late Spring, and implementation will begin immediately.

The propane industry thrives in our free market system, providing reliable service to millions of customers nationwide. Markets work best when credible information is widespread and available, and we believe that these ideas will help ensure that a winter like this one never happens again.

WOMEN IN PROPANE AT THE

NPGA Expo and Southeast Convention

APRIL 12-14, 2014 • ATLANTA, GA

Saturday, April 12

Training Session: The power of mentoring - Value people and maximize business impact

2:00pm – You don't want to miss this workshop offering 5 critical skills for mentoring relationships. Gain practical knowledge of the advantages of mentoring and enhance your professional development.

*Presented by Dr. Elisabeth Selzer,
President & CEO of Mentor Leadership Team.*



Sunday, April 13

WIP Roundtable Session—Focus on Work/Life Balance

3:30pm – 5:00pm – Hear female industry leaders speak about their personal challenges and solutions to work/life balance. Share ideas on the latest business-building techniques, top challenges and current issues.

WIP Networking Reception

5:00pm – 6:00pm – Bring plenty of business cards and plan to make connections with your fellow propane professionals.

WIP would like to thank the following sponsors supporting us at this event:

AmeriGas
Ferrellgas
AePEX Energy



wip@npga.org • www.npga.org/wip

New members are joining WIP everyday, be sure to stop by our booth at the Exhibit Hall and learn more about the benefits of becoming a WIP member!

WIP ...OPPORTUNITY KNOCKS!



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

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Two New Items
from
PERC

New Propane Marketer Compliance Newsletter Available

The new spring 2014 issue of the Propane Marketer Compliance Newsletter reports on the latest rules and regulations for propane water heaters, hazardous materials, and commercial driver's licenses. The newsletter is from the Propane Education & Research Council and the National Propane Gas Association.. Here is the link: <http://www.propanesafety.com/uploadedFiles/Safety/Compliance/PropMkterCompSpring2014.pdf>

Help Your Customers Understand Tank Ownership Responsibilities

The Propane Education & Research Council has created collateral that spells out to customers the legal and safety responsibilities that come with tank ownership. The material addresses either aboveground tank ownership or underground tank ownership, and is available on the Propane MaRC. A free one-page, double-sided flyer can be downloaded and posted to a website, or printed and shared.

A printed brochure for each tank type can be ordered for \$4.50 for a pack of 25. Contact the Association Office (888-441-5454) to order either the aboveground or underground container ownership brochures.

State Associations' Longest Running Competition

WVPGA'S Bobtail Rodeo is Coming Up!

The longest running Bobtail Rodeo driving competition among state propane gas associations takes place at Glade Springs Resort, Daniels, WV on June 23-24, 2014.



Drivers have to complete a 3-part process which includes a written exam, a demonstration of a pre-trip inspection in front of a DOT inspector and a 7 item driving obstacle course. The competition is open to any WVPGA marketer members who make deliveries in the state.



Plaques are given for 1st, 2nd and 3rd place and all entrants receive some fun prizes. The competition is run rain or shine. Check out www.wvpropanegas.org for more details in late April.

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

