



PROPANE EXCHANGE

May-June 2014 * West Virginia Propane Gas Association

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*Thanks to
Women in Propane for advertising
in this issue.*

In This Issue

It's Time To Find the Best Driver in the State

Want to Change the Headlines for This Winter?

*Senate Passes "Reliable Home Heating Act of
2014"*

*Brochure Gives Customers Essential Propane
Safety Tips*

Commercial Toolkit Available on Flash Drive

*Reach Rental, Construction markets with Free
Digital Ad*

DATES TO REMEMBER

June 3-4, 2014	Propane Days Washington, DC
June 23-24, 2014	Summer Membership Meeting & Bobtail Rodeo Glade Springs Resort Daniels, WV
Sept 17, 2014	Fall Annual Meeting Holiday Inn Martinsburg, WV



Bi-Annual Bobtail Rodeo Set

It's Time to Find the Best Driver in the State

It is the longest running bobtail rodeo among state propane gas associations...and it is coming back this summer. The *WVPGA Bobtail Rodeo* is taking place on June 23-24, 2014 at The Resort at Glade Springs, Daniels, WV.

The first day will feature a wide variety of activities. In the morning while the obstacle course is being set up, drivers and industry members will be treated to a seminar covering such things as truck pumps, bobtail rollovers and leak checks. After lunch, the competition takes place which includes a multiple choice test on the basics of propane, demonstration of all the items involved in a pre-trip inspection in front of a DOT inspector, and a 7-part driving obstacle course.

An added treat is that a propane-powered police patrol car from the City of Beckley will be on hand to view. Once the competition is over, the top three point winners will be recognized and there will be door prizes for all drivers who participate. That evening, a social hour and dinner is scheduled to help everyone relax and review the day's events.

On the second day, members can participate in either a golf outing on the popular but traditional Cobb Course or try their hand in the kitchen by entering the Omelet Cook-off.

Staying Overnight? A block of rooms is available at The Resort at Glade Springs. To reserve a room, call 877-814-7316 and ask for the West Virginia Propane Gas Association Room Block to get the group rate. Rates are \$139 single/double plus 12% taxes and a 10% resort fee.

The deadline for reserving a room is Monday, June 2, 2014 though it is likely that rooms will be gone before then so **RESERVE EARLY.**

**BOBTAIL RODEO & MEETING REGISTRATION RATES GO
UP AFTER JUNE 6, 2014.**

Visit www.wvpropanegas.org for forms and to pay online.

WANT TO CHANGE THE HEADLINES FOR THIS WINTER?

Tell Congress your story at Propane Days!

ABC22/Fox 45, Miamisburg, Ohio, 4/2/14

**Propane Shortage
Causes Problems for Farmers**

NBC Nightly News, 1/26/14

**PROLONGED COLD
BLAST WORSENS
propane shortage
across Midwest**

Indiana Public Media, 3/21/14

**Hundreds Of Propane Customers
File Price Gouging Complaints**

June 2-4, 2014

**Propane
DAYS**

This winter positioned propane at the center of the national energy discussion, and policy makers are anxious to hear from industry members. Right now, Congress is considering several key issues that will have a dramatic effect on you and your business.

Join us in Washington, D.C., June 2-4, as we take our messages to Capitol Hill.

- **Increase Pipeline Transparency** | Require FERC to prohibit federally regulated pipelines from favoring their affiliates, and amend federal law to require propane pipelines to seek approval before services can be discontinued.
- **Link Export Policies with Inventory Levels** | Promote legislation that protects American consumers during fuel emergencies.
- **Update DOT Emergency Thresholds** | Require the Department of Transportation to lift highway weight limits and implement regional hours of service exemptions during a declared winter fuels emergency.
- **Lift the PERC Restriction** | Ensure the Department of Commerce lifts the restriction on the Propane Education and Research Council so that it can make sure consumers know how to plan properly for the winter.

Senate Passes "Reliable Home Heating Act of 2014"



"The bill covers propane, heating oil, and natural gas within the definition of residential heating fuel."

NPGA is pleased to report that on May 21, 2014, the United States Senate passed S.2086, the *Reliable Home Heating Act of 2014*, by unanimous consent. This bill was sponsored by Sen. John Thune and cosponsored by 8 other Senators from both parties.

The bill authorizes State Governors, during a state of emergency caused by a shortage of residential heating fuel, to extend relief from 49 CFR Parts 390-399 for up to three sequential 30-day periods and the relief must be recognized by the Federal Motor Carrier Safety Administration. The bill covers propane, heating oil, and natural gas within the definition of residential heating fuel. Furthermore, the bill requires the Administrator of the Energy Information Administration, using data compiled from the Administration's Weekly Petroleum Status Reports, to notify the Governor of each State in a Petroleum Administration for Defense District if the inventory of residential heating fuel within such district has been below the most recent 5-year average for more than 3 consecutive weeks.

Finally, the bill requires the Department of Transportation within 12 months from enactment to submit to Congress a report on the impacts of safety from the extensions issued by Governors according to this Act. In conducting the study, the Secretary shall review, at a minimum, (1) the safety implications of extending exemptions; and (2) a review of the exemption process to ensure clarity and efficiency during emergencies.

Sen. Thune's staff reports they have already been in contact with their House counterparts and hope to move the bill the rest of the way through Congress soon .

WIP 2014 Calendar of Events

June 2014

June 10, 2014 – Ray Murray Inc. Open House – Lee, MA

11:00am - 12:15pm – *Accept Only the Best: How to Turn Ordinary into Extraordinary!*

Presented by Jill Hopkins, Chair of NPGA's Women in Propane Council and CFO of Sheldon Gas Company.

2:30pm - 2:25 pm – **Customer Care: Unleash the Power to Create a Competitive Advantage**

This interactive training provides valuable tools to deliver effective customer service and improve sales.

WIP will host a booth at this day-long event.

August 2014

August 21, 2014

Bergquist Open House – Bowling Green, KY

9:00am – 12:00pm – **Customer Care:**

Unleash the Power to Create a Competitive Advantage

This interactive training provides valuable tools to deliver effective customer service and improve sales.

WIP will host a booth at this day-long event.

October 2014

October 26-28, 2014

NPGA Fall Board Meeting – Miami, FL (in conjunction with the World LPG Forum)

Sunday, October 26

WIP Council Annual Meeting
3:00pm – 5:00pm

Monday, October 27

WIP Networking Luncheon
11:45am – 1:00pm

SIGN UP TO WIN!
a Kindle HD Fire

WIP will draw one winner's name June 10 at the Ray Murray Inc. event.

Sponsored by Ferrellgas



wip@npga.org
www.npga.org/wip



Take Advantage
of These Items to
Grow Gallons

Brochure Gives Customers Essential Propane Safety Tips

Use PERC's "Important Propane Safety Information" brochure to educate customers on what to do if they smell gas. It includes a scratch-and-sniff test and also covers odor fade, propane gas detectors, carbon monoxide safety, pilot lights, and general appliance maintenance and safety.

The brochure fits in a standard business envelope or can be used as a self-mailer. Use it as a bill stuffer or provide to bobtail drivers for distribution to customers. It's available in packs of 125 for \$10.80 each. Contact the Assn Office and ask for item #003121.

Commercial Toolkit Available on Flash Drive

A flash drive version of the *GallonGrowers Commercial Toolkit* is now available and provides facts, figures, and expert analysis to help you understand what drives the commercial market's energy choices. A wealth of training materials and resources show you how to use that knowledge and make propane the go-to choice for builders, developers, architects, engineers, and contractors.



The kit includes an array of marketing collateral to create, launch, and manage an effective sales campaign, including brochures, case studies, videos, photos, logos, and more. The cost is \$9.00 for each flash drive. Contact the Assn Office and ask for item #009578.

Reach Rental, Construction Markets with Free Digital Ad

Engage equipment rental companies and commercial construction professionals online with this free full-color digital ad highlighting new incentives on propane-powered mobile generators from Kohler Power Systems. PERC is offering up to \$8,500 toward the purchase of the new generators through the Propane Heat & Power Incentive Program.

Place the ad on your website, or use it to advertise in your local media to connect with rental and construction professionals online. Get your free copy by visiting www.propanemarc.com

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



wpga@aol.com
www.wvpropanegas.org