New USDOT# Regulations Take Effect

- USDOT#NC Now Enforced
- Women in Propane
- Appliance Rebate Forms
- Committees In Place

Seasons Greetings To All Our Members!
The North Carolina Propane Gas News

John R. Jessup, Executive Director
Brenda Cole, Office Manager
Jon Carr, Lobbyist, Legal Counsel

5109 Hollyridge Drive
Raleigh, NC 27612
Ph. 919-787-8485 ● Fax. 919-781-7481

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Content

December 2012 NC Propane Gas Association
Dear Members of the NCPGA,

It seems like every time I turn around Brenda is calling to inform me it’s time to write a letter. You would think that not a lot has happened during the last 30 days; however our Association and the staff have been very busy. During the last 30 days your executive committee has met and established the committees for our ensuing year. I personally would like to thank all the members that volunteered to serve. I also would like to thank all that agreed to chair and vice chair these committees. I look forward to working with each and every one of you this year. Our committees will be very busy this year with the programs that are coming out of the membership.

The elections are over and things should get back to normal. I don’t know if the people you voted for are in office; however, I will say that they are now our leaders and we as Americans should support them. At the time of this writing Jon Carr, John Jessup and David Briles met with Senator Tillman and discussed our Tax Equalization Bill. I feel it was a great meeting with Senator Tillman. He has given us a to-do list to get this bill started. One of our tasks is to set up a meeting with key legislators such as Senator Rucho of Mecklenburg County, who is also the Chair of the Finance Committee. If you personally know or are a constituent of Senator Rucho, please call John Jessup. It helps to have personal connections with any legislators when we meet with them to discuss our issues. I would also like to congratulate my boss, Gene Mclaurin, on his election to the N C Senate for District 25.

Our Search Committee is working hard in search of our Safety and Education Director. We have had a few face-to-face interviews and are continuing the search to find the right person for this important position.

I hope everybody had a great Turkey Day. We do have a lot to be thankful for.

Even during times of depression and rage, we can all sit back and look at all of God’s creations and count the blessings He has bestowed upon us.

Christmas will be here before I write another letter and I hope you and your family have a great one. Please remember the less fortunate this year while you celebrate this holiday. Nothing will bring you more happiness than seeing a child smile.

I will finish this letter with some words of wisdom, “WINTER IS COMING” ….are you ready?

Tim Rice
NCPGA President
First off, I hope everyone had a great Thanksgiving Holiday. If you didn’t make the Tar Heel Pie or Sweet Potato Pudding that Brenda published in last month’s NCPGA magazine then you missed out. My wife, Sarah, made them both and they were delicious! They will likely be part of every thanksgiving from here on out.

Now for the less appetizing ‘stuff’ … the General Assembly recently passed House Bill 261 which requires all Intrastate vehicles, with a GVW rating of more than 26,000 pounds, to apply for and display a Federal Motor Carrier Safety Administration “USDOT” number on their vehicles doors. It took our lobbyist Jon Carr and myself many emails and phone calls to determine if we our industry was exempt from this law. We are not exempt and all of our industry vehicles must acquire and display the USDOT number.

Cyndi Kibler has been researching the process to get a company registered. She found out that if you skip the interview on the website http://www.fmcsa.dot.gov/ and just do the registration online it is an easy process.

This law took effect Dec 1st, 2012; but don’t panic if you don’t have a number, yet. During the period from December 1, 2012, to November 30, 2013, an operator of a motor vehicle who violates this act shall be given a warning of violation only. However here is the not so good news once you apply for a new number:

1. You will receive a letter stating that FMCSA now considers your company a “New Entrant” and that FMCSA will monitor your inspection information for 18 months.
2. A State or Federal Auditor will contact you within 6 months to confirm your eligibility and set up an appointment for a Safety Audit.

To learn more about what the New Entrant and Safety Audit consists of go to the www.fmcsa.dot.gov website to see what the details are.

As promised the Department of Agriculture inspectors are annotating vehicles missing USDOT number on intrastate vehicles now and sharing the inspection information with DOT and Motor Carrier Enforcement. Lack of the DOT number on the door will not result in a warning or penalty letter from the Dept. of Agriculture; however, it could be included as information if they find violations that the USDOT enforces.

It states that the DOT number shall be shown as “USDOT XXXXXXXXX NC” (the Xs are the assigned number) for trucks in intrastate commerce. Trucks in interstate commerce will not have the trailing NC. Trucks in NC with another state as the trailing letters are violating their intrastate operation rules.

If you are already working on this you are ahead of the game. If not… you better get cracking!
By: Richard Fredenburg, North Carolina Department of Agriculture and Consumer Services

Dispensing sites in North Carolina have historically been equipped with scales. However, we have had some recent inquiries about filling cylinders without a scale on site.

First of all, section 7.4.2.1 of the LP-Gas Code allows only two methods for filling cylinders—weight and volume. To fill a cylinder properly by weight, a scale must be properly installed, set to the correct weight (considering tare and nozzle/hose weight), and the cylinder must be set on the scale platform. To fill a cylinder by volume, the bleed valve (aka outage valve, outage gauge, bleeder or fixed maximum liquid level gauge) must be opened and its discharge properly observed and "interpreted." Using the Overfill Prevention Device (OPD) as the primary means to determine when the cylinder is full is not an allowable method.

For dispensing sites that want to fill exclusively by the volumetric method, scales are not required to be installed. However, there needs to be documentation of training specifying this limitation. Training is significant, because overfilled cylinders have been identified as the cause of significant injury and property-damaging fires. Filling a cylinder that does not have a bleed valve without using a scale presents two issues—either a distinct safety hazard or a weights and measure violation. If you overfill the tank, there is a potential uncontrollable release of propane with the possible ignition of that release. If you underfill it, customers do not get some of the product they pay for.

In addition to normal training for filling cylinders, supplementary training and documentation for all employees who fill cylinders volumetrically must specify:

1. That the site operates without a scale.
2. Use of the bleed valve is required to prevent overfilling a cylinder.
3. Use of the OPD as the primary means to determine when a cylinder is full is not permitted. It is secondary only.
4. Clear instructions for how to tell if the bleed valve/dip tube is catching intermittent liquid drops or if the liquid level has reached the bottom of the dip tube.
5. Clear statement that any cylinder without a bleed valve presented for filling will be denied and the customer will be instructed to take it to a site with a scale.
6. These requirements are to be followed even if the site dispenses through a meter. The meter reading does not factor into the determination of when a cylinder is full.
We strongly recommend that a sign be posted at the point of fill and at the point of sale stating that the site can fill only cylinders with a bleed valve. This serves as information to the customer and, if necessary, something your employee can easily point to for helping explain the situation. Some suggested wording is:

This dispensing site does not use a scale for filling propane cylinders. Cylinders lacking a bleed valve may not be filled. Please do not insist on us filling a cylinder lacking a bleed valve. Doing so is not safe for us or for you.

Cylinders lacking a bleed valve should be taken to a dispensing site with a scale for filling.

As a requirement in 49 CFR §173.304a, cylinders under Department of Transportation jurisdiction must have their contents verified by weight after the filling nozzle is removed and before they are shipped. This would apply to any cylinders owned by a cylinder-exchange business that are being transported. It does not apply to cylinders owned and transported by a non-commercial customer, such as a customer who wants his grill cylinder filled. It also does not apply to cylinders filled and exchanged at a dispenser at a user location, such as a company that fills its own fork lift cylinders and uses them on site.

There are many locations that use a scale with an attachment that will automatically stop filling a cylinder when a predetermined weight is reached. The key is that they use a scale. I know of no such device that can be used for providing an automatic shut off for volumetric filling except for an OPD. The LP-Gas Code specifically states in section 7.4.4 that the OPD “shall not be the primary means to determine when a cylinder is filled to the maximum filling limit.”

Do not infer the requirements listed here are all that are needed to be able to fill cylinders. This listing is limited to those requirements that will allow a site to operate without a scale. All of the requirements listed in training courses, such as CETP, are to be followed.

During an inspection, dispensing sites that lack a scale and do not account for proper training documentation as noted above will receive a “possible immediate hazard” rejection that could result in a civil penalty without a warning letter. Inspectors who observe the filling of a cylinder without a bleed valve and without using a scale will result in an observed violation, also for a “possible immediate hazard,” that could result in a civil penalty without a warning letter.

As I noted at the beginning, we have had some questions about volumetric filling and I hope they have been answered. We understand that purchasing and maintaining a scale can be costly and dealers want to keep costs down. We realize that many locations fill volumetrically, even though they have a scale. They reserve the scale for cylinders that lack a bleed valve. If a site is willing to take the steps stated above, then they may safely operate without having a scale.

Richard Frederburg

- Courtesy of PERC at propane council.org

New Technology PERC Brochure Helps Marketers Sell Propane

A new color brochure from the Propane Education & Research Council describes some of the newly commercialized propane products that PERC was involved in developing.

The “New Technology Drives Propane Markets” brochure is designed as a concise explanation of some of the top products that have been a part of PERC’s research and development work. The brochure covers nine commercialized propane products targeted to the agriculture, engine fuel, and construction markets.

WE NEED YOUR NEWS

The NCPGA News is pleased to publish what is going on in and around North Carolina for its members. Please remember that we would be happy to feature your news to share with other members, by simply submitting it to the NCPGA Executive Director, John Jessup for consideration.

Email jjessup@ncpg.org

NPGA’s Women in Propane Council Expands Industry Presence

For some, the phrase “women in propane” may seem like an oxymoron, but to borrow the vernacular of Bob Dylan, “the times, they are a changing.” Across the entire energy sector, women are increasingly joining the workforce – from operating rigs to driving bobtails.

In January of this year, Women in Propane became one of the three official business councils of the National Propane Gas Association. The group, open to men and women, provides opportunities for all members of the propane industry to support the advancement and success of women in every scope of business operation and professional development.

Recognizing an immediate need to educate members on how to use social media to advance their organization, the Women in Propane council hosted two social media seminars this summer. The first, titled “Introduction to Social Media,” instructed participants on how to create a profile on Facebook, connect with business colleagues on LinkedIn, and utilize Twitter as a business tool. The second seminar, “Social Media for Professional Development,” focused on crafting social media profiles that enhance one’s professional image while maintaining appropriate boundaries between work and personal online activities. Both webinars were well attended, and the feedback was positive.

South Carolina Leadership

Per the organization’s charter, the council met at NPGA’s Fall Board Meeting and appointed Jill Hopkins and Jane Stroupe to the position of Chair and Vice Chair respectively. Both Jill and Jane hold senior management positions in their companies and will bring decades of experience to the Council. Hopkins serves as the Secretary-Treasurer, CFO of Sheldon Oil Company and Sheldon Gas Company, a retail propane sales, service, and delivery business founded by her grandfather. Previously, Hopkins held the position as the Chair of the Western Propane Gas Association, and she is currently a Director At Large on the National Propane Gas Association’s board.

A familiar figure in the South Carolina propane industry, Stroupe began her career in propane more than 30 years ago as a Part Time Customer Service Representative with Piedmont Natural Gas. Today, she is the Area Director for AmeriGas for districts in SC, NC, TN, and GA, supervising 23 district locations with 200 employees. Active in many propane industry groups, Stroupe is the Past...
NCPGA is once again offering PERC rebates to our members. The rebates cover safe installation of appliances and duty to warn mailings by marketers. Further information including the full rules for the rebates as well as application forms will be stored on our website. Here’s a brief overview of the programs:

**Safe Appliance Installation Rebate:**
This program rebates the customer for the safe installation of appliances. In order to qualify, the form must be filled out by the propane marketer that performs the following tests:
1. Pressure test (if required)
2. Leak test
3. Flow pressure test
4. Lock-up test

The amount varies per appliance. The following appliances are eligible for the Safe Appliance Installation Rebate:
1. $300.00 for a propane furnace or gas pack
2. $200.00 for a propane tankless hot water heater
3. $200.00 for a propane vented room heater
4. $100.00 for a propane storage type hot water heater
5. $100.00 for a dual fuel heat pump with propane as one of the fuels
6. $100.00 for Propane-fueled Cook Top/Range
7. $100 for Propane-fueled Clothes Dryer
8. $100 for New Propane-fueled Generator (5 KW or Larger)

**Duty to Warn**
This rebate goes directly to the marketer for distributing duty to warn information to their customers. The two brochures eligible for this rebate are "Important Propane Safety Information for You and Your Family" brochure, either in English or Spanish or the "Propane Safety Booklet." Both are available through PERC and can be ordered through www.propanemark.com or by contacting the Association. Rebates are limited to $500.00 per retail propane outlet. Propane marketer must furnish proof of purchase and/or mailing the brochure or booklet.

Please be aware that this rebate is intended to pay for a qualified technician to conduct a safety audit of the safe installation of these appliances. These rebates will be limited to 20 rebates per month per retail marketer location.

### Want to be involved?

There are several opportunities during the next few months for readers to learn more about the Women in Propane council and benefit from the group’s programming.

For members of the propane industry interested in learning more about the group’s goals, programs and events, the Women in Propane council will be meeting informally at a no-host luncheon at the NPGA Winter Board Meeting in Charleston, SC. The luncheon will take place at the Francis Marion hotel on Monday, February 4, 2013, from 12:00 – 1:30. Watch NPGA Reports for the exact location which will be announced soon.

Women in Propane will also host two events at NPGA’s Southeastern Convention & International Propane Expo in April. The first program will be a training session on public speaking Saturday, April 13, 2013 from 2:00 - 3:15 pm. Former CNN news anchor Marilyn Ringo, a coach with Atlanta-based Speechworks, will present an engaging and practical session on Persuasive Communication.

The second event will be a roundtable focused on mentoring held from 3:30 – 5:00 on Sunday, April 14, 2013. Top industry leaders will speak on how receiving and providing mentorship has added value to their professional development. Following an interactive roundtable discussion, participants join in a networking reception from 5 to 6 PM.

Finally, the council is pleased to announce the Keynote Speaker at the 2013 Expo – Former Transportation Secretary Mary Peters. Secretary Peters brings a unique perspective to the propane industry, especially as the industry transitions into markets such as autogas.

The Women in Propane council is accepting new members. To join, please visit: www.npga.org/wip. If you’re interested in receiving more information, please e-mail WIP@npga.org.

- Courtesy of PERC at propane.com -
NCPGA 2012/2013 Safe Installation of Appliances Rebate Form

This form must be completed by a participating propane marketer. Submission of the application form constitutes a representation on the part of the participating propane marketer that the work shown on the form has actually been completed. A safety inspection must be performed after the installation of each new qualifying appliance(s) and the results of that inspection must be documented on this form in a manner acceptable to the NC Propane Foundation. Minimum requirements of the safety inspection are located on page 2 of this form.

Required Safety inspections

This page must be completed and included with the rebate application. Failure to include this page will automatically disqualify the customer for the safety rebate.

<table>
<thead>
<tr>
<th>Test</th>
<th>Beginning Pressure</th>
<th>Ending Pressure</th>
<th>Test Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pressure test (when required by code or local authority)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leak test</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Flow test</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lock-up pressure</td>
<td>Minimum 1 minute</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Customer Name ____________________________________________
Mailing Address ____________________________________________
City __________________________ State __________ zip __________
Phone: __________________________

Gas Company ____________________________________________
Mailing Address ____________________________________________
City __________________________ State __________ zip __________
Email: __________________________ Phone: __________________________

Customer’s signature: ____________________________________________

Disclaimer:

The propane marketer seeking a rebate must submit a full and complete Application form. Submission of the Application form constitutes a representation on the part of the participating propane marketer that the work shown on the form has actually been completed. A safety inspection must be performed by the participating propane marketer after the installation of each new qualifying appliance(s) and the result of that inspection must be documented on the Application form. The safety inspection for qualifying appliance installations must, at a minimum, include the following: 1) a leak test; 2) a pressure test if required by applicable laws, rules and regulations; and 3) a flow and lock up test on the regulator[s]. The propane marketer agrees to comply with all laws, rules and regulations governing the installation of the qualifying appliance and with the manufacturer’s installation instructions. The NC Gas Propane Association and NC Propane Foundation disclaims any liability for any personal injury, property damage, business losses or other damages of any nature whatsoever, whether special, indirect, consequential or compensatory, directly or indirectly arising from the installation of the qualifying appliance(s). Additional rebate forms may be obtained on www.ncpga.org
We are pleased to announce that the NCPGA endorsed Member Benefits Provider, TekCollect, has also been named as an exclusive, endorsed National Propane Gas Association (NPGA) Affinity Partner.

TekCollect specializes in partnering with propane and fuel oil companies to cure outstanding accounts, prevent future delinquencies, and optimize cash flow. They currently service more than 1000 companies nationwide.

TekCollect’s comprehensive, technologically advanced approach generates the highest recovery ratios in the market. TekCollect’s non-aliating practices, including custom written and phone contacts, preserve the integrity of your business and customer relationships.

Through our partnership, TekCollect provides additional benefits for members on their suite of collection solutions. Fees are typically less than 10%, instead of the 33-50% you probably pay now. Electronic database skip tracing and Credit Bureau reporting are also included in their services.

Programs are web-based so there’s no software or equipment necessary. TekCollect can seamlessly integrate with various propane software programs too, enabling you to conduct everything from scheduling to cash flow management in one place. Either way, you save time and expense, and results are guaranteed.

TekCollect serves as a seamless extension of your staff so that you can focus on providing superior services to your customers.

You’ll receive additional details outlining TekCollect’s programs and benefits to you. A TekCollect propane industry specialist will be in touch to schedule a free needs analysis at no obligation.

For more information now, call TekCollect at 888-292-3530 or visit npga.tekcollect.com
Dear NCPGA Members,

It is with pleasure that I introduce the NCPGA Board of Directors you have elected to serve you during the upcoming year.

Thanks to your great uplifting spirit, we have an outstanding slate of Committee members who are eager to serve you as well.

I appreciate the opportunity to support this talented group of individuals.

Brenda Cole

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John Jessup
Staff Liaison - NCPGA

Brenda Cole

NCPGA Board of Directors
By the time that you read this article, the election will be over and things will be back to “normal”.

Normal by today’s standards, means worrying about the economy, jobs, the stock market, our future and our nation’s future. No matter what side of politics you stand on, most likely you have concerns about what lies before us. Hopefully, I can give you some perspective that you can use.

I think we need to start from the premise that congress and the president DO realize the magnitude of our current state of affairs and the potential for disaster if things are not handled expeditiously, yet with caution. What I mean by that is, if solutions are deployed too rapidly (massive tax cuts or a huge increase in taxes) things could get decidedly worse.

Can you say “Recession”? This would not help America or either party. Face it, both parties want solutions, they just have different ideas of what those solutions are. So here are what the possible outcomes could be:

• Early compromise could occur by early December and is a very optimistic point of view. However, it could hold off a further drop in the financial markets around the world.

• Last minute compromise could occur at the end of December and is slightly more probable. The markets would be slightly more on edge and if this scenario plays out, there could be quite a bit of nervousness in the financial markets. But it would be better than the next option.

• The 2013 compromise could occur in January after the Bush tax cuts are gone, top tax rates go up, and capital gains taxes go from 15% to 20% just to mention a few.

By this time the negative effects on the markets would be the greatest. Our leaders realize this and do not want it to happen! You can bet that the leaders in Washington are having conversations now on what each side is willing to concede in order to avoid the “Fiscal Cliff”. We won’t know what is going to happen until “they” announce that they have reached agreement.

But, while they are hashing things out, corporate America will be taking things into its own hands, by perhaps:

• Paying special dividends to stock holders this year in order to avoid the increase in taxes on those dividends.

• They may pay early bonuses to employees before income tax rates increase.

As I mentioned, while it is possible that we could see a “correction”, I do not believe it would be as significant as the one in 2011 and when congress and the president do come to agreement, I believe that the markets may move rapidly upward before stabilizing. Those investors that are on the sidelines during this time most likely will not be able to get in fast enough to benefit.

Another thing that is worth mentioning is that we will hit the debt ceiling again soon. I know it is a tired song. But, I don’t think that the republicans will want to stretch it out this time like they did last go round. An easy temporary fix is to just extend it enough to get out of the immediate danger.

I do not think that either party wants a show

cont. p20
and attended the event. Why? Because they recognize the importance of the passage of this legislation to their company’s bottom line. The incentives from this bill will encourage propane autogas vehicle purchases, translating into more propane sales across the country.

During our trip, our group met with a total of 73 congressional offices. We spent time with Sen. Tom Carper (DE), Rep. Kenny Marchant (TX), Rep. Adam Smith (WA), and top legislative aides who, like myself, think domestically produced alternative fuels, such as natural gas and propane autogas, are key in transitioning the current state of our nation’s security and economy.

Denison Landscaping’s Josh Denison, who currently runs propane autogas in his Maryland fleet, met with Rep. Jason Altmire (PA). “I wanted to let Congressman Altmire know that I would seriously consider a fleet conversion and have propane autogas vehicles running in my Pittsburgh office in the near future if these incentives are in place,” said Denison.

An increased use of cleaner domestic fuels is a bipartisan-supported issue,” said Alleyn Harned, executive director of Virginia Clean Cities, who works with dozens of alternative fuel fleets. “Fleets throughout the country are interested in increased use of propane autogas, and alternative fuel incentives enable the market.

Gasoline and diesel have traditionally experienced a marketplace monopoly when it comes to consumer and corporate fleet vehicle sales. Yet with propane autogas we have a domestic, clean and cost-efficient fuel that is currently available, and fleets across the country have taken notice since 2005 when the incentives were first introduced.

To arrive at a meeting on Capitol Hill with an industry manufacturer, a distributor and an end user sends a powerful message to Members of Congress, said Richard Roldan, National Propane Gas Association’s president and CEO. “This is how change happens in Washington.”

If passed, the Propane GAS Act could help...
The dispenser is too close to a building and to the property line. There are cylinders stored under the tank (a no-no in itself) that should be removed. There are no fire extinguishers within 20 feet of the structure. It is also not clear if the fire hydrant is big enough to allow for a large volume of water to be used in case of a fire. The dispenser is not built in accordance with the requirements of the National Fire Protection Association (NFPA) 58. It is not known if the company has the necessary permits to operate the heater. It is not clear if the company has the necessary insurance to cover the operation of the heater. It is not clear if the company has the necessary training for their employees to operate the heater. It is not clear if the company has the necessary maintenance plan to keep the heater in good working order.

I would like to thank Dr. Kelly from J P Morgan for sharing some of his thought on this matter. J.P. Morgan, LPL Financial and Carawan Financial Partners are unaffiliated entities.

Derek Carawan is a LPL Financial Advisor and LPL Registered Principal with Carawan Financial Partners, Inc. / Securities offered through LPL Financial/ Member FINRA/SIPC and may be reached at, www.carawanfp.com, 919-870-8181 or derek.carawan@lpl.com

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The economic benefits that the odorized propane industry brings to each state and the nation are available in the valuable resource report “Propane Industry Impact on U.S. and State Economies” from ICF International. The report can be found on www.propane.com under “News”.

Marketers and other strategists will find a wealth of information that can be used to promote the positive impact that the propane industry makes in their area. The information is easy to find on the Propane Educational Research Council’s website and ready to use in press release form and other PERC communications.

Nationwide, odorized propane meant 48,535 direct jobs and another 33,974 indirect full time jobs, generating a total of $3.3 billion in wages, according to the report.

In Illinois, for example, propane contributed nearly $1.8 billion to the state’s gross domestic product, accounted for more than 1,000 direct jobs generating $49.3 million in wages. The total Illinois state odorized propane demand was 486.7 million gallons.

The report comes with an appendix “Primary Space Heating Fuel in U.S. Households – By State and County” which offers heating-fuel statistics down to the county level.

Nationwide, there were 113,616,229 total occupied households, and 5,846,740 used bottled, tank or LP gas, according to the report. For Sangamon County in Illinois, there were 83,016 total households, and 3,347 used bottled, tank, or LP gas.

The statistics in the guide and the appendix are for the year 2009, the most recent where complete data is available.