

## It's Just The Facts For R&D

The propane industry's research and development mission's efforts have a story to tell – and a soon-to-be-released series of fact sheets will help tell that story to scientific audiences, the general public, and the propane industry.

More than a dozen fact sheets are being developed by Energetics, Inc., of Columbia, MD, to highlight selected projects in the propane industry's research and development portfolio. This addition to PERC's research and development outreach effort will help keep members of the propane industry and others apprised of emerging technologies and other technical activities which the industry supports.

The fact sheets will follow a uniform layout that has been designed to help

### PERC R&D Project Fact Sheets Provide Key Information

- Project title
- R&D objective
- Work description
- Photo or schematic
- Application areas
- Partners
- Contact information

readers quickly locate key pieces of information about a project. The design will also clearly indicate where the

reader may obtain additional information or purchase commercial products, if applicable.

Although some technologies involve highly complex concepts, the fact sheets are intended for use by both non-technical and technical audiences. The first part of each fact sheet will provide an easy-to-understand explanation of the research and development purpose and approach, while the last part will deliver greater detail of interest to engineers and other technically knowledgeable readers.

For ease of access, electronic files of the completed fact sheets will be posted on the research and development section of PERC's industry website, [www.propanecouncil.org](http://www.propanecouncil.org). Plans are in the works to enable website visitors to search the fact sheets by keyword or sort them by application area. Printed fact sheets will also be available for distribution at conferences and other events.



## Be Prepared For Customer Questions On Energy Prices

Media coverage of higher energy costs has drawn additional attention to propane prices, and many industry members are facing concerns and questions from consumers.

PERC and the National Propane Gas Association are working together so our industry can effectively communicate and answer consumer concerns. A new question and answer bulletin developed by PERC and NPGA, available at [www.propanecouncil.org](http://www.propanecouncil.org) or [www.npga.org](http://www.npga.org), provides information on why prices are higher along with tips for lowering energy bills. To receive the fact sheets via fax, contact PERC at (202) 452-8975.

Also, a new bill stuffer, titled *Propane and Your Home: Understanding Propane Prices and Tips to Lower Your Energy Costs*, is now available for purchase. The bill stuffer,



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[www.propanecouncil.org](http://www.propanecouncil.org)

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Poultry House Sanitizer  
Comes to Market



**PROPANE**  
EXCEPTIONAL ENERGY®

## Propane Cleans Up as a Poultry House Sanitizer

U.S. poultry producers now have a new technology to control harmful diseases using the efficient energy of propane to sanitize poultry house floors.

Poultry house sanitation uses propane to kill bacteria on the floors of poultry houses. The procedure effectively controls pathogens, reduces microorganisms, and improves chicken and turkey livability and feed conversions, according to a propane industry-funded performance study through the Propane Education & Research Council (PERC) conducted by the University of Arkansas. Now, the propane industry is working with the product's manufacturer to enhance the technology and communicate the benefits of poultry house sanitation to the nation's poultry producers.



Marketed under the brand name Red Dragon<sup>®</sup> by Flame Engineering<sup>®</sup> of LaCrosse, KS, the Poultry House Flame Sanitizer is a tractor attachment with a 120-gallon tank and six propane torches under an enclosed steel hood. The torches shoot 1,400 degrees of heat as the unit is pulled across the poultry house floor.

The intense heat from the sanitizer kills the pathogens and flares off ammonia vapors. Heat is a proven method in killing bacteria, because the organisms are unable to develop heat resistance. Bacterial spores, viruses, worm eggs, and fungi can be resistant to many chemical disinfectants.

"Propane sanitation is a safe, environmentally friendly, and viable alternative to chemical disinfectants. It is clean burning and will not leave a residue or contaminate water," said PERC Agriculture Programs Manager Mark Leitman. "Propane-powered poultry house sanitation should not serve as a replacement for proper sanitation. Rather, it should be a component of an effective poultry house management system."

Easy to operate, the poultry house sanitizer is attached to a tractor using a three-point hitch, with an additional connection to the tractor's electrical system. Using the cab control box, the operator can control the master solenoid and pilot-to-full-flame valves.

Poultry house sanitation with propane is cost competitive with chemical treatments. Operating at one-half mile per hour, the poultry house sanitizer consumes approximately 47 gallons of propane to treat a 16,000-square-foot poultry house. Fuel consumption does vary based on speed and temperature.



Poultry House Sanitizer in Action.

The poultry industry represents a significant market for the propane industry. In 2003, the United States produced 8.5 billion broilers and 274.3 million turkeys. The U.S. Department of Agriculture predicts poultry production and prices will remain strong in 2005.

U.S. poultry producers are quite familiar with propane. According to a 2003 PERC-funded study, poultry producers annually spend \$13,600 on propane, most of which goes for heating farm buildings including poultry houses. The report also revealed that more than 75 percent of poultry producers believe propane is a reliable, versatile, safe, environmentally friendly, and easily stored energy source.

"Because of the poultry industry's confidence in propane, the propane industry is optimistic poultry house sanitation using propane will become a widely accepted practice," said Leitman. "But it is going to take a coordinated effort by the propane industry to educate the poultry industry on the performance, economics, safety, and environmental benefits of propane for poultry house sanitation."

[www.propanesafety.com](http://www.propanesafety.com). For more information, contact PERC's Stuart Flatow at (202) 452-8975 or [stuart.flatow@propanecouncil.org](mailto:stuart.flatow@propanecouncil.org).

## CETP Delivery Basics: A Building Block of Training

As part of the revision of the Certified Employee Training Program's Books 1-4 (Basic Principles & Practices, Propane Delivery, Plant Operations and Distribution System Operations), the propane delivery area has been reformatted to provide instruction in the following areas:

- Delivery Basics (2.1)
- Operating a Bobtail to Deliver Propane (2.2)
- Operating a Transport to Deliver Propane (2.3)
- Operating a Cylinder Delivery Vehicle (2.4)
- Operating a Truck, Tank Trailer or Tractor/Trailer to Deliver or Relocate ASME Tanks (2.5)

*Delivery Basics* is not a separate certification, but a prerequisite course component of the other Propane Delivery certifications. Test questions from *Delivery*

*Basics* (2.1) are contained in each of the delivery certification examinations, and skill assessments for this course component must be completed prior to other Delivery certifications being issued.

Eight areas are covered in *Delivery Basics*, including:

- 1) DOT Driver Qualification Requirements
- 2) Personal Protective Equipment (PPE)
- 3) CTMV Pre-Trip Inspections and Verification of Placarding, Markings, Tests and Inspections
- 4) Verifying Propane Odorization
- 5) Safe Handling Practices of Flammable and Combustible Liquids
- 6) Handling CTMV Accidents, Breakdowns and Emergencies
- 7) Documenting Delivery Vehicle Maintenance Operations & Inspections
- 8) Security and Parking/Garaging of Delivery Vehicles

## CETP Administration Guide Serves As A Trainer's Tool

Getting ready for training season with the newly revised Certified Employee Training Program? Get the Administration Guide, a comprehensive introduction to CETP that also includes all the forms necessary to order materials, evaluate the program, and register as a CETP test administrator.

The Administration Guide, created during last year's revision of CETP

materials, can help instructors focus their efforts before teaching a course and serve as a reference guide during and after the instruction, said Stuart Flatow, PERC's vice president of safety and training.

"The guide not only provides a snapshot of eight main training areas and the individual modules in each training area, but it also gives trainers tips on how to effectively communicate

with students," Flatow said. One of the guide's most valuable features is the Action Item Request (AIR) form, which encourages course instructors to provide feedback on course materials. "We have received very good feedback from people in the field who have submitted the AIR forms," Flatow said. "We want trainers to know their voice is being heard."

Order a copy of the Administration Guide by contacting the Propane Industry Resource Catalog at (866) 840-1075 or by visiting [www.propanecatalog.com](http://www.propanecatalog.com).

In 2005, look for even more new materials in a new edition of the *Propane Industry Resource Catalog*. And despite the move, the catalog is keeping the same customer service phone number, (866) 840-1075, and fax number (866) 780-8411. Also continue to visit and place orders through the online Propane Industry Resource Catalog at [www.propanecatalog.com](http://www.propanecatalog.com).

## Compliance Newsletter Update

Following feedback from the propane industry, the Propane Marketer Compliance Newsletter will continue to be provided in print format through future

issues of In Touch. In addition to being provided in the traditional print format, current and back issues will be accessible through the Safety and Training Online Resource,

[www.propanesafety.com](http://www.propanesafety.com). For more information, contact PERC's Stuart Flatow at (202) 452-8975 or [stuart.flatow@propanecouncil.org](mailto:stuart.flatow@propanecouncil.org).

## Propane Industry Resource Catalog In New Warehouse

The *Propane Industry Resource Catalog* inventory has moved into its new home. Between November 22 and December 1, seven truckloads with more than 200 pallets of materials were relocated to the Baltimore warehouse

of Professional Mailing Distribution Services, the propane industry's new fulfillment vendor.

Following numerous service issues experienced by the industry over the past year, it was necessary to transfer operations.

Order a copy of the Administration Guide by contacting the Propane Industry Resource Catalog at (866) 840-1075 or by visiting [www.propanecatalog.com](http://www.propanecatalog.com).

**Energy Prices** *continued from page 1*

item #008005, can be ordered in packs of 250 for \$8.50 by visiting the online catalog at [www.propanecatalog.org](http://www.propanecatalog.org) or by calling customer service at (866) 840-1075.

PERC is also continuing its efforts to promote propane as an efficient energy for cooking and home heating as prices rise. The cooking outreach will target newspapers

and radio stations in rural counties, culminating in a radio media tour featuring Jim Hitzemann, chairman of the Consumer Education Advisory Committee's Homebuilder Subcommittee, promoting the benefits of cooking with propane through five-to-eight minute interviews.

The home heating efforts will offer

another media tour to not only radio stations, but also television stations across the country. In addition to stories being placed in newspapers, the radio and television interviews will have a propane industry spokesperson speaking for up to ten minutes about propane's efficiency as well as providing energy saving tips for consumers.

## “Remember Charlie” Now Available In VHS and DVD

**P**ERC has obtained additional copies of the “Remember Charlie” program in both VHS and DVD format. During the 58-minute program, Charlie Morecraft gives a gut-wrenching account

of his painful five-year rehabilitation following an industrial accident at a refinery that, as he tells it, was his fault for not following the safety rules.

The program is an excellent addition

to any safety class or as a stand-alone. PERC does not charge a fee to borrow the film, although the borrower must agree to pay for the return freight to PERC via a traceable shipping service. For information or to borrow “Remember Charlie,” contact PERC’s Kimberly Siebecker at (202) 452-8975 or [kimberly.siebecker@propanecouncil.org](mailto:kimberly.siebecker@propanecouncil.org).

### USEPROPANE.COM BREAKS THE RECORD

For a second straight month, the number of site visits to [www.usepropane.com](http://www.usepropane.com) set a new all-time monthly high. In October, 61,553 visits were recorded for the site, breaking the previous record high set in September of 50,640. The previous high was 33,839 visits set in April 2004. The increase in traffic is attributed to more intense advertising by the propane industry that ran from September to mid-November.



## Calendar

**Mar 31-Apr 1, 2005 – Atlanta, GA**  
Council Meeting –

**June 2-3, 2005 – Rancho Mirage, CA**  
Council Meeting

**July 21-22, 2005 – Washington, DC**  
Council Meeting

**September 29-30, 2005 – Location TBD**  
Council Meeting

**December 8-9, 2005 – Houston, TX**  
Council Meeting

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