

## Energy Guys Ads Are A Hit!

**T**he Energy Guys campaign continues to gather momentum, as consumers are both impressed and intrigued by the new messages comparing propane and electricity. Initial feedback from consumers is nearly 100 percent positive. Here are some examples of what we're hearing:

"I just saw your newest TV ad where "Propane" enters the house and meets "Electricity." I have to say I thought TV was in a slump for advertising, but this ad completely changed my mind! What creativity—what humor—and what a message!"

— *Phil Ellerbroek, Detroit*

"I'm now a propane lover." — *Consumer*

"I just want to comment on the propane commercial I have seen on Speed TV. Absolutely hilarious! Electricity getting replaced...Brilliant! I laughed for a good 5 minutes!"

— *David Carson*

"It is one of the very best commercials I have ever seen." — *Jane Markoski*

The ads continue to run on cable outlets such as Home and Garden TV, the Speed Channel, Discovery Channel, and Country Music Television, as well during syndicated shows on USA and TBS. In addition, large pushes are planned to coincide with NASCAR and two country music awards, the Academy of Country Music Awards on CBS May 26, and the Country Music Awards on November 9. You can view the 2004 media schedule at [theenergyguys.com](http://theenergyguys.com). In total, the campaign is expected to reach an audience of 2.5 billion consumers in 2004.

### Campaign Change Being Implemented

Instead of splitting the media buy into national and local markets, beginning this summer, the campaign will shift to a completely national campaign, and state partnerships will take the lead in local advertising.

The new, stronger national media plan will benefit the entire industry, bringing visibility in high-profile national TV events like NASCAR, a 15 percent greater presence in national TV and two

## Get Your Propane Message Out!

**A**t the National Propane Gas Association's Southeast Convention, the industry's new Branded Vehicle Program was launched – a great way to spread the word about the power of propane. The program is an opportunity for industry members to place high quality, highly visible propane decals on vehicles to promote the propane industry. The decals include the *PROPANE Exceptional Energy*<sup>®</sup> logo and/or images from the Energy Guys ad campaign. Placement of



One of the branded trucks at the Southeast Convention.

these decals will build on the power of the national campaign by further extending its visibility among consumers and prospects.

By participating, industry members will be ensuring that the power of the industry's national advertising and public relations program goes to work for them every day.

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

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**PROPANE**  
EXCEPTIONAL ENERGY<sup>®</sup>

## “Take a Retailer to Lunch” Brings Marketers and Home Retailers Together

**A** new program to help build partnerships at the local level between propane marketers and manufactured home retailers was launched this spring, called “Take a Retailer to Lunch.” PERC President Roy Willis and Chris Stinebert, president of the Manufactured Housing Institute, kicked off the program by sharing a lunch on April 22.

By making inroads into the manufactured home market through initiatives like this, propane marketers can achieve important sales increases. The potential is great, since propane fits with the needs and

budgets of manufactured home buyers. Home sales have the potential to increase as well, as retailers learn more about the many benefits of propane and use them as selling points with their customers.

“Take a Retailer to Lunch” works just like it sounds. Propane marketers contact manufactured home retailers in their area to invite them to lunch. While at lunch, they introduce the manufactured home retailer to propane’s benefits – practical information that can help sell more manufactured homes. A Starter Kit with brochures, Propane Resource Catalog,

and a training video is available to serve as background information and as a conversation starter.

A pilot program demonstrated that when propane marketers and manufactured home retailers teamed up at the local level, sales increased for both parties. This simple program, therefore, is serving as the start of a mutually beneficial and profitable relationship.

“Take a Retailer to Lunch” is an ongoing effort among propane marketers and their local manufactured home retailers across the country. This initiative is one element of a comprehensive national partnership program between propane marketers and manufactured home retailers. For more information, please contact Tracy Burses at 202-452-8975.

## Safe Grilling Heats Up With Energy Guys and Celebrity Chef Rick Browne

**B**uilding on the popularity of the Energy Guys national advertising campaign and a partnership with celebrity chef and PBS host Rick Browne, this year’s Safe Grilling campaign features new and exciting elements to generate homeowner attention to safe grilling tips and the overall benefits of propane.

The successful Energy Guys from the national advertisements are now telling consumers about Safe Grilling. New point-of-purchase materials featuring the Propane Energy Guy are available through the *Online Propane Industry Resource Catalog*. You can use bill stuffers, hang tags, and table-top/cage signs to provide customers with the tips they need to have a safe and enjoyable grilling season. This creative gives the materials an element of excitement and instant recognition, leveraging the benefits derived from the national advertising campaign.

To view and purchase these new materials, visit the *Online Propane Industry Resource*

*Catalog* at [www.propanecatalog.com](http://www.propanecatalog.com).

The Energy Guys are also promoting safe grilling in a new, two-week radio advertising campaign. The new spots began airing on May 17 on a variety of radio networks and syndicated programs.

Building on a successful media relations program in 2003, the propane industry will again provide print and broadcast news outlets with the information they need to produce Safe Grilling news stories. Local network affiliate television stations, suburban and rural newspapers, magazines, and radio outlets will be targeted. Last year’s effort helped create stories that reached more than 93 million people. Partnerships with organizations such as The Pork Board and Barbecues Galore will help increase the visibility of the *PROPANE Exceptional Energy®* brand.

The propane industry also is an underwriter of the popular PBS series *Barbecue America*. In its second season, *Barbecue*

*America* is a 13-episode program that airs on 157 stations around the country, including 22 of the top 25 markets. Each episode includes two 12-second sponsorship spots about propane. Safe grilling tips will be provided throughout the season and host Rick Browne will appear at events and in media outreach activities touting the benefits of propane and sharing information about safe grilling.

*Barbecue America* began airing in May. For additional information, check your local listing.

Watch for this highly visible campaign as the propane industry welcomes the 2004 grilling season!



## Shuttle Bus and School Bus – East Coast Tour

The propane-powered buses could be visiting a city near you. In late March, the propane-powered low-floor shuttle bus and school bus traveled cross-country to begin their East Coast tour in Georgia at the Macon Cherry Blossom Festival. Propane marketers there worked with the Middle Georgia Clean Cities Coalition to get the buses involved in nearly every aspect of the festival, from the Cherry Blossom Parade to the Children's Art Extravaganza.

The tour continued in Atlanta as the buses were displayed at a local AFV Day Odyssey event on April 2. The AFV Day Odyssey is a national advanced-technology and alternative fuel vehicle public awareness event held nationally at many locations. The buses also appeared at the National Propane Gas Association's Southeast Convention. Propane marketers looked under the hood, learned more about how the buses can deliver year-round fuel sales, and

inquired about organizing a bus tour in their area.

Next, the buses were displayed at the 10th National Clean Cities Conference & Expo in Ft. Lauderdale, Florida. Booth staff distributed information to Clean Cities coordinators and fleet managers to generate grassroots interest.

Any propane marketers who are interested in coordinating a tour in their area are encouraged to contact Angel Robinson by phone at (805) 545-5850 or via email at [eventsdesk@arandcompany.com](mailto:eventsdesk@arandcompany.com). PERC can make promotional materials available to support local efforts.

## Propane Industry Delivers at Clean Cities Conference

Propane industry motor fuel advocates exhibited at the 10th National Clean Cities Conference and Expo in Ft. Lauderdale, FL, on May 3-5 to promote the new bus platforms and other available propane-powered motor fuel applications.

Booth visitors expressed tremendous interest in the school and low-floor shuttle buses, according to booth staff. Many visitors asked to coordinate ride-and-drive events in their regions. The exhibit also showcased the

Schwan's delivery truck and "Propane One," the propane-powered Ford pickup truck used on the President's Crawford, TX, ranch.

The goal of exhibiting at the show was to educate attendees about the business benefits of propane motor fleets and increase interest in available vehicles.

Industry members also used the event to announce the winners and present awards for the fourth annual *PROPANE Exceptional Energy®* Fleet Awards. Five fleets were



The propane-fueled school bus.

recognized for exceptional propane-powered fleet applications: City of San Antonio, TX; El Milagro, Chicago, IL; Island Explorer, Ellsworth, ME; VIA Metropolitan Transit, San Antonio, TX; and Jacksonville Electric Authority, Jacksonville, FL.

## Forklift Technician and Maintenance Program – Bigger and Better!

The propane industry is expanding its Forklift Technician Maintenance & Training Program for companies that operate Class 4 and 5 Large Spark Ignition (LSI) propane-fueled forklifts. The program will be offered in 20 cities nationwide.

"The tremendous success of last year's six-city pilot program has clearly demonstrated the value and need for expanding the program," said Councilor

John Kamps, Kamps Propane (Manteca, CA). "The propane industry is committed to helping forklift operators maximize their lift trucks' performance benefits while adhering to workplace safety and air quality requirements."

"The propane industry understands the need for a fresh approach to forklift fuel system maintenance and repair, and technician training," said Brian Feehan, executive director of the Propane Vehicle

Council. "We're pleased to give maintenance personnel the information they need to reduce emissions, save on fuel costs, and increase efficiency of their propane-powered forklifts."

The program, designed for pre-2002 open-loop forklift models, consists of a one-day course that teaches attendees the proper procedures for maintaining and repairing propane-powered forklift fuel systems. At the end of the course, students are tested through laboratory demonstrations and written exams.

For a schedule of classes, and to learn more, visit [www.propanecouncil.org](http://www.propanecouncil.org).

**Ads Are A Hit!** *continued from page 1*

more weeks of national radio that will help promote the industry's safe grilling effort.

**Website Watch**

Both industry and consumers are taking advantage of the new opportunities that exist online. The Find a Propane Retailer resource has seen an increase every month in consumer visits.

As of May, the Find a Propane Retailer tool was searched 47,987 times and generated 2,493 consumer leads for marketers. You can be one of the marketers receiving these leads now by registering at [leads.propanecouncil.org](http://leads.propanecouncil.org).

And thanks to the Energy Guys campaign launch, [usepropane.com](http://usepropane.com) saw a 316 percent increase in visits from January to April, resulting in more than

triple consumer leads! Check out the details below.

2004 usepropane.com Web Stats	
MONTH	VISITS
January	8,128
February	22,561
March	30,979
April	33,839
<b>Total 2004</b>	<b>95,507</b>

**Message Out!** *continued from page 1*

Here's how you can participate:

- 1) Ask your truck dealer to include decals when you order your truck. They can receive the artwork now by contacting PERC.
- 2) Download the decal artwork from the Online Ad Kit at [adkit.propanecouncil.org](http://adkit.propanecouncil.org).
- 3) Coming Soon. Order your decals through the *Online Propane Industry Resource Catalog* ([www.propanecatalog.com](http://www.propanecatalog.com)).

You can add these decals to any of your new trucks and retrofit your existing fleet. The decals will be offered in several

sizes and designs to ensure that there is something that works for every vehicle. For more information, call PERC Projects Coordinator Nisha Starks at 202-452-8975 or email [nisha.starks@propanecouncil.org](mailto:nisha.starks@propanecouncil.org).

In addition, new sales support materials are in development. These will include the Energy Guys cutouts, the propane t-shirt from the Energy Guys commercials, new safe grilling point-of-purchase materials, and more. Make the Energy Guys campaign work for you now by visiting the *Online Propane Industry Resource Catalog* at [www.propanecatalog.com](http://www.propanecatalog.com) today.

**Your Online Tools**

- [www.propanecatalog.com](http://www.propanecatalog.com) – The Propane Industry Resource Catalog contains promotional items, safety and training materials, and advertising/trade sales materials. New Energy Guys promotional materials are now available as well!
- [Adkit.propanecouncil.org](http://Adkit.propanecouncil.org) – The Online Ad Kit contains all the print, radio, and broadcast advertisements for individual marketer use.
- [Leads.propanecouncil.org](http://Leads.propanecouncil.org) – Sign up here for the Find a Propane Retailer program to generate new consumer leads for your business.

**Calendar**

**June 10-11 – Naples, FL**  
Council Meeting - Agriculture Marquee Mission

**June 13-16 – Naples, FL**  
NPGA Pinnacle

**July 22-23 – Washington, DC**  
Council Meeting - 2005 Budget

**Oct 7-8 – Yosemite National Park, Fish Camp, CA**  
Council Meeting -  
Research and Development Marquee Mission

**Dec 9-10 – Houston, TX**  
Council Meeting -  
Consumer Education Marquee Mission

**Propane Education & Research Council**  
1140 Connecticut Avenue, NW, Suite 1075  
Washington, DC 20036  
Tel 202-452-8975 • Fax 202-452-9054  
[www.propanecouncil.org](http://www.propanecouncil.org)

**Propane Education & Research Council**  
1140 Connecticut Avenue, NW, Suite 1075  
Washington, DC 20036

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# PROPANE MARKETER COMPLIANCE

## NEWSLETTER

**PROPANE**  
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### Future Issues:

■ Which Regulatory Violations Are Most Frequently Cited by OSHA & DOT?

■ Staying Current With NFPA 54 Code Requirements for Appliance Installation



## FMCSA Releases Final Rule for New Driver Applications, Driver Performance History Records

A final rule announced in the March 30, 2004, *Federal Register* modified the minimum driver safety performance history data that new or prospective employers are required to seek for driver-applicants who are under consideration for employment as a commercial motor vehicle driver. The regulations specify where and from whom prospective employers must seek the driver's safety records and set out the minimum driver safety performance data that must be supplied by former employers, along with the minimum acceptable time-frames for requesting, providing and verifying the information. The bulk of the modified regulations are contained in 49 CFR §§ 391.21, 391.23 and 391.53. The effective date for the final rule is April 29, 2004.

### Overview of New Requirements in the Regulations

- A new definition has been added to 49 CFR § 390.5: *Previous Employer* means any DOT regulated person who employed the driver in the preceding three years, including any possible current employer.
- 49 CFR § 390.15(b) requires motor carriers to maintain records of accidents for three years after the date of the accident for each accident that occurs after April 29, 2003. For accidents that occurred on or prior to April 29, 2003, the accident records must be maintained for one year. The definition of accidents is given in 49 CFR § 390.5. Minimum accident information includes:
  1. Date of the accident
  2. City or town (or nearest city or town) and state where the accident occurred
  3. Driver name
  4. Number of injuries
  5. Number of fatalities
  6. Whether hazardous materials, other than fuel spilled from the fuel tanks of the motor vehicle involved in the accident, were released.
  7. Copies of all accident reports required by state or other governmental entities or insurers
- In addition to requiring the name and addresses of the applicant's employers during the preceding three years, applications for employment must also require:
  1. The dates the applicant was employed
  2. The reason for leaving the employ of each previous employer
  3. After October 29, 2004:
    - A. Whether the applicant was subject to the Federal Motor Carrier Safety Regulations while employed by the previous employer
    - B. Whether the employee's job was designated as a safety sensitive function in any DOT regulated mode [of transportation] subject to alcohol and controlled substances testing required by 40 CFR part 40

**History Records** *continued from page 1*

Before the application is submitted, the motor carrier must inform the applicant that the information he or she provides regarding previous employers may be used, and the applicant's previous employers will be contacted, for the purpose of investigating the applicant's safety performance history. The prospective employer must also notify the driver in writing of his or her due process rights as specified in 49 CFR § 391.23(i) and (j) regarding information received as a result of these investigations.

- A copy of driver records obtained in response to state driver records agency inquiries must be placed in the driver's qualification file within 30 days of the date the driver's employment begins. After October 29, 2004, replies to investigations from previous employers must be placed in the driver's qualification file within 30 days of employment as well.

- After October 29, 2004, previous employers must respond to each request for driver safety performance data within 30 days after the request is received. Until May 1, 2006, carriers need only provide information for accidents that occurred after April 29, 2003.

The final rule also details requirements for the information required to be sought by prospective employers and to be supplied by previous employers as specified in 49 CFR § 391.23(d) and (e). Records developed related to a driver's safety performance history must be maintained as "controlled access files" and must be retained for as long as the driver is employed and for three years after the driver's employment ends.

You can obtain more information about this topic on the Internet by accessing [www.fmcsa.dot.gov](http://www.fmcsa.dot.gov). Click on the FMCSA homepage link [FMCSA Requires Safety Performance History](#).

## Driver Training Requirements for Longer Combination Vehicles Announced

**I**n the same issue of the *Federal Register* the Federal Motor Carrier Safety Administration announced a final rule requiring specific training for drivers of "longer combination vehicles" defined as any combination of a truck tractor and two or more trailers or semi-trailers that have a gross vehicle weight greater than 80,000 pounds. Generally known as doubles and triples, LCVs transporting propane are most frequently found in western states of the United States.

The new training requirements apply to any driver of an LCV after June 1, 2004, with the exception of drivers who meet

"grandfathering" criteria, as specified in 49 CFR § 380.111, who will be allowed to drive without the required training for a one-year period after June 1, 2004. Only training meeting the requirements set out in Subpart B (§§ 380.201-205) under the direction of qualified LCV training instructors (Subpart B §§ 380.301-303) may be used to comply with the new regulation. Drivers must obtain a Longer Combination Vehicle (LCV) Driver Training Certificate or a one-year Longer Combination Vehicle (LCV) Driver Training Certification of Grandfathering to be permitted to operate an LCV after June 1, 2004.

## Checking Motor Carrier Safety Ratings On Line

**I**n the last issue of this compliance newsletter we said that companies that are registered interstate motor carriers, some intrastate motor carriers, and other interested parties can access individual company motor carrier safety and fitness ratings on-line via the Federal Motor Carrier Safety Administration website at [www.fmcsa.dot.gov](http://www.fmcsa.dot.gov). FMCSA motor carrier safety ratings are accessed from the agency's homepage via the [SAFER System](#) link.

**What if a motor carrier sees that information listed there is inaccurate?** On the motor carrier profile webpage there is a link that allows the motor carrier to update the company's MCS-150 information. By updating the MCS-150 data, most corrections can be made in the SAFER System.

However, if the information reflects state accident information or other types of inaccurate data not included on the MCS-150 form, the motor carrier can use the Internet to submit a "DataQ" requesting changes or corrections. The procedure for initiating a "DataQ" is:

1. Access the FMCSA home page
2. Click on the [SAFER System](#) link
3. Enter the Motor Carrier name or US DOT Number in the blanks at the top/left of the web page under "Public Business" and "Carrier Snapshot"
4. Click on the [SafeStat Results](#) link
5. Click the button at the bottom of the page ("Click here to access the SafeStat Module), and finally,
6. Click on the "(DQ) How do I correct my data?" button at the top right of the SafeStat page

## FEMA & CPSC Issue Carbon Monoxide Responder Guidelines

**T**he Federal Emergency Management Administration and the Consumer Products Safety Commission have jointly published a guide for responding to residential carbon monoxide incidents. Guidelines may be downloaded from the Internet by accessing <http://www.cpsc.gov/LIBRARY/FOIA/FOIA04/os/Resident.pdf>

Additional guidance can be found in the *National Fuel Gas Code Handbook*, 2002 edition, in Supplement 3, "Technical Background for Residential Carbon Monoxide Responders."

Some readers of this newsletter may ask how this topic relates to regulatory compliance. OSHA standards for employees who enter hazardous environments require employers to do a hazard assessment and to implement safety measures to mitigate identified hazards. If company employees participate in carbon monoxide investigations, these guidelines may provide resources for developing a suitable program for complying with OSHA requirements.

## Regulatory Compliance Guidebook Updates

Revised regulatory compliance guides reflecting recent regulatory changes are available on the Propane Education & Research Council website at [www.propanecouncil.org](http://www.propanecouncil.org)

Check the PERC website frequently and download the latest guides and updates to keep your copy of the *Propane Regulatory Compliance Guide* current. If you have any questions about this or about other industry-funded safety and training initiatives, please contact Stuart Flatow, VP, Safety & Training at 202-452-8975.

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## Regulatory Reminders

- Effective July 1, 2004, hazardous materials incidents reported to U.S. DOT's Research and Special Programs Administration (RSPA) must use DOT Form F 5800.1 revised 01-2004.
- Effective May 31, 2004, persons who requalify DOT cylinders should have completed designated training and mark requalified cylinders with the DOT registered Requalifier Identification Number (RIN). If you have applied to DOT for an RIN but have not received it yet, you should contact DOT Approvals at 202-366-4511.

**Do you have compliance issues or concerns that are of particular interest to you and that would be helpful to others in the propane industry if covered in this newsletter?**

**Send your feedback to Gordon Frey via fax 270-753-9807 or by email to [g.frey@its-training.com](mailto:g.frey@its-training.com). If you have any questions about industry-funded safety and training initiatives, please contact Stuart Flatow, VP, Safety & Training at 202-452-8975.**

## The Propane Industry's Commitment to Agriculture Is Paying Off

### Propane Agriculture Utilization Continues to Climb

Looking to boost agriculture utilization, the propane industry made a commitment to develop new technologies and learn more about agricultural producers' attitudes toward propane and the factors that influence their purchasing decisions. Six years later, it looks like the propane industry is moving in the right direction with propane agriculture utilization increasing to more than 1.6 billions gallons a year.

Since 1998, the propane industry, through the Propane Education & Research Council (PERC), has allocated nearly \$5.9 million to further develop the agriculture market. The Propane Education & Research Act mandates that no less than 5 percent of assessments collected by PERC shall be used for programs and projects that benefit U.S. agriculture.

In 2001, PERC began organizing the first Agriculture Advisory Committee (AAC) with industry experts to provide direction for agriculture priorities. In 2002, AAC completed a strategic-planning process and developed the Propane Agriculture Roadmap to guide investments through 2010 and beyond.

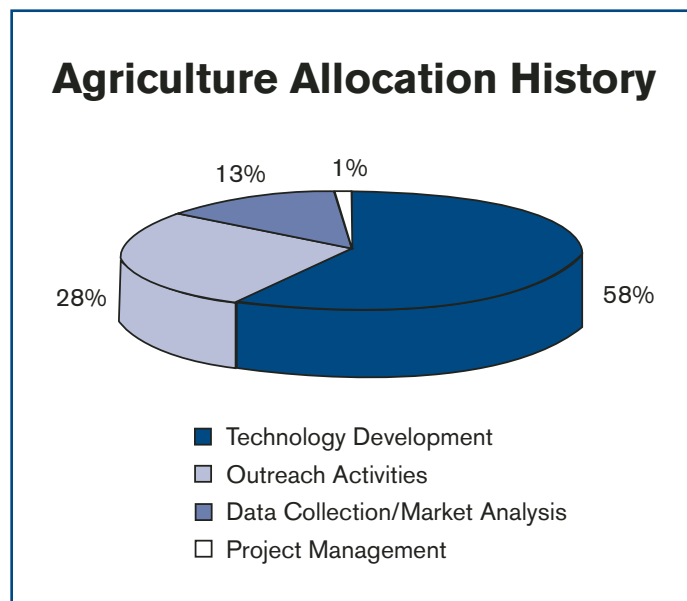
Today, AAC remains committed to implementing its agriculture roadmap. With many early projects entering commercialization, the committee is working closely with equipment manufacturers to make new propane technologies available for producers. "The focus is definitely on commercialization," says PERC Agriculture Programs Manager Mark Leitman. "We also continue to study trends in agriculture production so we can identify new propane uses for this growing market."

The future for propane use in agriculture is bright. According to PERC research last year, propane is available

on 89 percent of farms. Plus, propane agriculture demand has grown 62 percent since 1984. For these reasons, AAC continues to search for new and creative uses for propane that will help farmers produce higher quality products more efficiently. "The key is finding solutions that make the farmer's life easier and the farm business more profitable," Leitman notes.

Some of the driving forces providing new opportunities for propane include increased pressure to reduce pesticide use and rising costs for electricity, diesel fuel, and gasoline. "We're working now to develop a propane cost calculator that marketers can use to show agriculture producers the competitive advantage of using propane in the summer months, when historically propane prices are at their seasonal low and other fuels are at their seasonal high," says Leitman.

Most marketers agree that propane grain drying, once the mainstay of the propane farm market, is shrinking because of advancements in seed technology. Yet the most recent American Petroleum Institute survey indicates an overall increase in farm propane consumption, with steady increases the past several years. The fact is the farm of today is quite different than the farm of the past. Today's farms are very high-tech, and propane continues to play a role in modern agriculture production.



“Agricultural producers are more dependent upon the reliability, environmental attributes, and efficiency of propane than ever before,” Leitman says. “AAC is committed to understanding this ever-changing business and recommending resource allocations in the most productive ways to assure that new propane uses being developed are mutually beneficial to the propane and agriculture industries.”

Propane use in agriculture continues to evolve into much more than a market of just farm heating and grain drying. Propane’s versatility enables it to be used in a number of new technologies currently being developed with propane industry funding. (See Table 1 for current PERC-funded propane agriculture technology research.)

One area that clearly offers growth opportunities for propane marketers is the organic industry. According to the U.S. Department of Agriculture (USDA), organic acreage has increased nearly 75 percent to more than 2.3 million acres since 1997. Organic farmers are looking for effective, efficient options to control weeds, manage pests, and power farm equipment. Propane’s clean-burning and environmentally friendly attributes make it an ideal substitute for chemicals, conventional tillage, or other fuels commonly used in commercial agriculture production.

“Organic farmers are early adopters of new production technologies,” says AAC Chairman Paul Culver, CHS, Inc., (St. Paul, MN). “They look to increase their bottom lines with production practices and technologies that are proven to reduce production and labor costs, which are commonly higher for organic crops than conventional crops.” Since organic crops

attract premium prices, organic farmers can offset some of the higher costs.

Aside from the potential of the growing organic market, state and federal environmental regulations such as clean air requirements could be driving factors in opening up other market opportunities for propane in the agriculture market. In California, the Moyer Program offers agricultural producers financial incentives to convert old farm equipment to new clean-burning technologies. The Texas Emission Reduction Program (TERP) provides incentives to producers in 41 counties. Similar legislation is pending in a number of states. Through USDA’s Environmental Quality Initiatives Program (EQIP), producers receive incentives to implement conservation practices that improve environmental quality.

Understanding these state and federal programs can help marketers educate their agriculture customers about clean-burning applications that can help producers meet air requirements and environmental regulations. For information on the Moyer Program, visit [www.arb.ca.gov/msprog/moyer/moyer.htm](http://www.arb.ca.gov/msprog/moyer/moyer.htm). Information on TERP is available at [www.aacog.dst.tx.us/terp](http://www.aacog.dst.tx.us/terp) and more details on EQIP are available at [www.nrcs.usda.gov/programs/eqip](http://www.nrcs.usda.gov/programs/eqip).

“Agriculture is no longer a niche market for the propane industry. It is a major player with potential to have even more impact,” adds Culver. “Developing new technologies and better understanding our agricultural customers can help increase counter-seasonal sales and strengthen marketers sagging summer revenues, plus provide the additional summer revenues for propane infrastructure.”

**Table 1 – Current and Pending Propane Agriculture Application Research**

PROJECT TITLE	DESCRIPTION	RESEARCHER
LP-Gas for Weed and Nematode Control	Develop new propane agriculture technologies for controlling weeds and other pests.	Railroad Commission of Texas
Parallel Covered Burners	Control weeds in cotton and soybeans using a flame cultivator with covered burners.	Texas A&M Univ. Mississippi State Univ.
Soil Sterilizer	Control nematodes by sterilizing soil below surface.	Univ. of Florida
Bio-Burner	Control poultry house pathogens.	Univ. of Arkansas
Thermal Weed Control Technology	Utilize high-temperature steam generated from propane to control weeds and pests.	D.J. Batchen Delta Liquid Energy
Irrigation Engine	Compare performance, emissions of propane and diesel irrigation engines.	Southern Illinois Univ.
Propane-Fired Refrigeration for Agriculture Applications	Heat generated from propane triggers a solid gas sorption process for commercial refrigeration.	Mississippi Energies Rocky Research
Thermal Defoliation of Cotton and Chili	Utilize heat generated from propane to defoliate cotton and chili plants prior to harvest.	USDA-Agricultural Research Service
Demonstration of Propane Fuel Cells in Remote Locations	Testing propane fuel cell technology at Big Horn National Forest in Wyoming.	USDA Forest Service
Portable On-Site Thermal Destruction System	Device using propane as heat source to incinerate animal mortalities and related waste.	Illinois State Univ.
Poultry House Sterilizer (pending approval)	Demonstrate and test propane flame technology to sterilize poultry house surfaces and to explore turf/landscape applications.	Flame Engineering
Environmentally Safe Orchard Heating for Frost and Freeze Protection (pending approval)	Evaluate effectiveness and develop safe installation blueprint for propane frost-protection systems.	Oregon State Univ.