

SEPTEMBER/OCTOBER 2003

## Propane Industry's Technology Tool-Box Coming Online

**T**hree new and exciting tools for the propane industry are or soon will be available online.

The first tool is the **Online Ad Kit**, developed to leverage and extend nationwide advertising, attract new propane consumers, and increase sales at a local level. The second is the **Propane Marketer Locator**, which will focus on getting sales leads into the hands of marketers. Finally, there is the **Propane Web Services** program that will unite the industry technologically, allowing quick dissemination of important information, and ensuring a higher level of consistency for industry-sponsored messages.

The online ad kit—based on the successful Propane Advertising Kit—consists of customizable, professionally produced advertising that helps consumers connect national advertising messages with their local propane providers. Ads can be customized with individual marketer logos and contact information. Available for easy access online, the kit includes: print ads, bill stuffers, TV and radio advertising, logos, graphics standards, and more. To register to use the ad kit, go to <http://adkit.propanecouncil.org>.

Through the Propane Marketer

Locator, PERC has assembled an industry-wide system to connect consumers with marketers. Interested consumers who contact PERC through advertised channels, such as the Internet or a toll-free telephone number, can access a database of marketers in their local area. Customizable and accessible by marketers, this national database will be made available to consumers through [www.usepropane.com](http://www.usepropane.com), which as of mid-September 2003 will become a homeowner-focused marketing tool. The re-structured consumer website will provide a more streamlined online experience, quickly delivering potential propane consumers to the Marketer Locator and closing the sales loop that began with national advertising and outreach.

New propane consumers using the locator can choose to be contacted directly by a local marketer, in which case consumer contact information will be forwarded directly to local propane providers who participate in the program. Registration is free and open now, so visit <http://leads.propanecouncil.org> to sign up online. **The program is voluntary, so marketers must register to be included in the database.** Marketers should also

*continued on page 4*

## Council to Meet in Bar Harbor, ME, Acadia National Park

**M**embers of PERC's board (councilors) will hold their fourth meeting of the year in Bar Harbor, ME. The meeting will be held near Maine's Acadia National Park—the second year in a row that the councilors have held a quarterly meeting near the site of a national park. (Last September's meeting was held in Big Sky, MT, near Yellowstone National Park.) This year's meeting is being held in Acadia to celebrate the fact that the national park operates a fleet of propane-powered buses. The councilors will also hear the results of a survey of other national parks and the partnership efforts under way to increase the use of propane in these environmentally sensitive areas.

At the September 18-19 meeting, the councilors will take up a final draft budget for 2004. At their July meeting in Washington, DC, the councilors voted to distribute for public and industry comment a proposed \$51.5 million budget for 2004 that assumes a five-tenths of a cent (\$0.005) assessment per gallon of odorized propane. If approved, the new assessment rate would take effect January 1, 2004. The proposed budget was

*continued on page 4*

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

## INSIDE THIS ISSUE

**INDUSTRY PROGRAMS:**  
Technology Toolbox

**R & D:**  
Propane Sells in National Parks

**AG:**  
Roadmap, Market Survey



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

## Crisis Management Takes Center Stage

The second annual Propane Emergencies Industry Responders Conference, held July 29-30, was well attended by a variety of propane industry leaders. The conference, which was held in Kansas City, MO, featured seminars, workshops, and role-playing sessions designed to prepare marketers for dealing directly with members of the media following a reported propane incident.

Often, local media representatives will contact a propane marketer directly for quotes, figures, or opinions on the current state of energy economics, and the effects of fluctuating gas prices on energy bills and household fuel decisions. Should this occur, here are a few tips to keep in mind when working with the media:

- Begin the interview with your key messages. Repeat them at every opportunity.
- Assume that everything is “on the record.” If you do not want to see a comment in print, do not make it.
- Speak in normal tones. Relax. Be yourself.
- Do not use technical language or jargon. Instead, deliver complex issues in clear, simple terms.
- If you do not know the answer to a question, offer to find the answer and get back to the reporter. Never guess or fabricate the answer.

- Do not lose your cool. It never pays to argue with a reporter.
- Develop relationships with reporters with whom you would like to work again.
- Alert industry members and PERC (202-452-8975) about the publication or airdate of the article.

PERC’s website contains a wealth of information on topics ranging from energy efficiency to current outreach and advertising initiatives. Visit [www.propanecouncil.org](http://www.propanecouncil.org) and look up “Fact Sheets” for pre-written, press-ready materials.

### Crisis Management Guide

PERC has developed a *Crisis Management Guide* to serve as a resource for marketers and other industry members. The guide educates readers on how to be prepared for a media inquiry. In addition, it serves as a reference should you or someone within your organization be contacted by the press. It outlines specific do’s and don’ts for interviews, as well as provides general information on media relations and appropriate messaging. To receive your own *Crisis Management Guide*, please contact Brittany Hooten at 202-452-8975, or via email at [brittany.hooten@propanecouncil.org](mailto:brittany.hooten@propanecouncil.org).

## State Spotlight – Indiana Wins 2003 Milford Therrell Award

At the July Council meeting, the Indiana Propane Gas Foundation was awarded the 2003 Milford Therrell State Grant of the Year Award, which recognizes the best state rebate program. Five other states made submissions for the award (Kentucky, Louisiana, Missouri, North Carolina, and Wisconsin).

Indiana’s winning submission was based on its safety and market awareness project. Conducted in 2002, the project targeted messages to three distinct target audiences—propane consumers, propane employees, and emergency response personnel. Valuable media coverage, visible state fair participation, marketer training seminars, and a new Indiana Consumer Guide to Propane educated consumers about the benefits of propane.

Employee safety goals were achieved by continuing and expanding the Certified Employee Training Program (CETP) in Indiana. In addition, one part of the CETP component was devoted exclusively to specialized training for firefighters and other emergency response personnel.

The award was established in 1999 to honor the Council’s first chairman. This year, the Indiana foundation will receive \$25,000 over and above the state rebate dollar amount it receives.

## Nominate Your Builder Customers for the 2004 Homebuilder Awards

To recognize homebuilders who consistently and innovatively use propane, PERC, together with members of the propane industry, is seeking nominees for its 2004 *PROPANE Exceptional Energy*® Homebuilder Awards. PERC will announce the award winners, chosen by an industry panel, at the 2004 International Builders’ Show in Las Vegas, NV (January 19-22, 2004).

Winners will be chosen in two categories:

- (1) Those who build homes over \$250,000; and
- (2) Those who build homes under \$250,000.

To receive a nomination form and program rules, please contact Jay Osgood, on behalf of PERC, via email at [josgood@porternovelli.com](mailto:josgood@porternovelli.com) or by phone at

202-973-3631. **All nominations must be received by October 15, 2003.**

### PLEASE NOTE:

As of mid-September, the website [www.usepropane.com](http://www.usepropane.com) will become a destination targeted specifically to homeowners. All industry and trade information will remain available on [www.propanecouncil.org](http://www.propanecouncil.org).

# Propane Sells in National Parks

**G**iven propane's proven track record as an environmentally responsible energy provider, the national parks represent a socially important and locally profitable avenue to expand propane sales and further cement the association between environmental responsibility and propane. As such, PERC created the Propane Industry National Parks Advisory Committee to identify and pursue solid economic and environmental projects benefiting both the National Park Service and the propane industry.

## Pilot Program

The market potential for propane within national parks is outstanding—this is truly a win-win scenario. Despite known uses of propane within the National Park System, none of the projects awarded under the *Green Energy Parks* program in fiscal year 2000 were for propane-related projects. To reverse this trend, PERC launched

a pilot program, during which seven national parks were contacted and systematically converted to propane-powered systems in some capacity.

## National Parks Survey – Measuring Market Potential

To better understand the motivations and considerations that factor into energy decisions at national parks, the Propane Industry National Parks Advisory Committee issued a survey to energy managers at parks around the nation. The research revealed massive potential for propane sales to national parks. For example, in the Intermountain region alone (which accounts for parks in Texas, Montana, Wyoming, Utah, Colorado, Arizona, and New Mexico), propane fuel use in fiscal year 2001 was reported to be 356,210 gallons. That same year, oil usage was reported to be 494,789 gallons. Through aggressive outreach and partnership activities, and based upon

park needs and requirements illuminated in the survey, the propane industry can now acquire the demand for fuel gallons that was previously held by oil.

## Moving Forward

The pilot program proved conclusively that propane is indeed viable within the National Park System and that national parks make natural partners for the propane industry. Using the insights gained from the research, PERC is working to quantify benefits of propane usage, as well as to develop case studies of recent successful partnerships within the National Parks System. The results of the research will be formally presented during a meeting of propane industry leaders and National Parks System representatives—September 18-19 in Maine's Acadia National Park.

For more information about how to get involved with our national parks effort, contact Gregory Kerr, at 202-452-8975, or via email at [gregory.kerr@propanecouncil.org](mailto:gregory.kerr@propanecouncil.org).

# Roadmap, Market Survey Focus Agriculture Efforts

**C**urrently, the agriculture sector uses an estimated 1.5 billion gallons annually of propane. That number could significantly increase as the opportunities abound for propane companies to expand their agricultural sales. That's the message found in the Propane Agriculture Roadmap, which identifies opportunities and strategies to increase off-season propane consumption in the agriculture market through research and development and improved consumer awareness.

Along with the roadmap, PERC funded a survey in January 2003 to assess the attitudes that farmers and marketers have about propane. Results from

the market survey are being used to develop a long-range, targeted consumer awareness campaign for agriculture. The nationwide survey was conducted with 750 agricultural producers (farmers) and 250 agricultural propane marketers.

According to the survey, propane has 79 percent penetration of the agriculture market, trailing electricity (100 percent), diesel fuel (98 percent), and gasoline (96 percent). Propane accounts for 10 percent or \$3,351 of farmers' annual energy costs, with corn, soybean, and swine producers spending 1.5 times the average. Poultry producers spend 2.5 times the average.

The survey revealed propane is predominantly used in grain drying and heating of livestock confinement buildings, workshops, remote buildings, and primary residences. Both farmers and marketers felt heating and grain drying offer the highest potential for propane in agriculture for the future. According to the survey, farmers and marketers do value and believe that propane is clean burning, more environmentally friendly in spills and residues, and reliable. Other key findings included:

- more than 80 percent of farmers are satisfied with their local propane marketers' service;
- farms surveyed average 18.2 visits per year from the propane marketer;
- 57 percent of farmers don't believe propane is as safe as electricity;

*continued on page 4*

**Tool-Box Coming Online** *continued from page 1*

have received a mailing about participating. Anyone who did not receive the mailing, please contact Nisha Starks at 202-452-8975, or via email at nisha.starks@propanecouncil.org.

The third tool, known as Propane Web Services, will be used initially to help state propane associations with website development and management, and website and email hosting and support. Propane Web Services will not only reduce the amount of time and effort required by state websites, it will ensure the consistency of the *PROPANE Exceptional Energy*® message across the Internet. In the future, PERC hopes to make this program available to the rest of the industry, including any marketers who are interested in participating. For more information about this tool, contact Meg Moss at 202-452-8975, or via email at meg.moss@propanecouncil.org.

These tools, in conjunction with the recently updated and soon-to-be online *Propane Industry Resource Catalog*, are helping bring propane to new consumers in new ways.

**Council Convenes** *continued from page 1*

distributed for public and industry comment via the PERC website, and announced in the *PERC Update* and NPGA's News Fax. The public comment period ran from August 1-September 2.

At their quarterly meeting in July, the councilors also approved funds for the Propane Web Services program, installed a slate of new officers, and heard an assessment of the effectiveness of the consumer education campaign (see the *Highlights* insert of this newsletter for more details about this.)

**New Officers Installed**

A new slate of officers began their one-year terms at the July Council meeting. The new officers are:

- Chairman**—  
David Lugar, *AmeriGas Propane Inc.* (Houston, TX)
- Vice Chairman, Marketers**—  
Tom Nunan, *Suburban Propane* (Oceanside, CA)
- Vice Chairman-Producers**—  
Michael Schwartje, *ConocoPhillips* (Houston, TX)
- Treasurer**—  
John Kamps, *Kamps Propane* (Manteca, CA)
- Secretary**—  
John Gawronski, *Dynegy Midstream Services* (Houston, TX)

**Agriculture Efforts** *continued from page 3*

- 65 percent of farmers don't think propane is as convenient as electricity;
- 5 percent of farmers associated the term "exceptional energy" with propane;
- 31 percent of marketers believe their agriculture sales are decreasing; 15 percent say sales are increasing; and
- 22 percent of marketers' time is spent selling new uses to existing or first-time customers, with 61 percent stating they aren't aggressive in selling propane.

Marketers overwhelmingly believed they need more education on new technologies and agriculture-specific advertising and marketing programs to sell new propane uses.

These findings are enabling PERC to develop an efficient and targeted strategy for agriculture communications in 2004 and beyond. For more information about PERC's agriculture programs, contact Mark Leitman via email at mark.leitman@propanecouncil.org or phone 202-452-8975.

**Calendar**

**September 18-19, 2003 – Bar Harbor, ME**  
Council Meeting/Budget Action and Funding Requests

**December 4-5, 2003 – Houston, TX**  
Council Meeting/Funding Requests  
Grant Request Deadline – September 30, 2003  
Rebate Request Deadline – October 24, 2003  
Public Comments Deadline – November 3, 2003

**April 1-2, 2004 – Atlanta, GA**  
Council Meeting/Funding Requests

**June 10-11, 2004 – Naples, FL**  
Council Meeting/Funding Requests

**July 22-23, 2004 – Washington, DC**  
Council Meeting/Proposed Budget

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

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

PRST STD  
U.S. Postage  
PAID  
Permit #299  
Dulles, VA

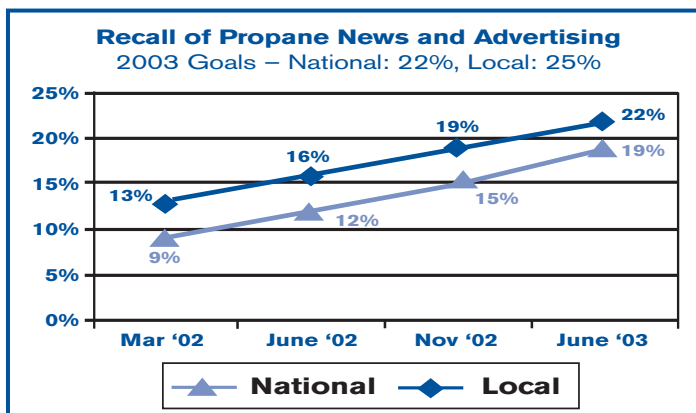
## Mid-Year Report of Consumer Education Campaign Shows Goals Within Reach

The propane industry's 2003 consumer education campaign has passed the halfway point this year with solid progress being made toward reaching key audiences and increasing consumer awareness.

The first phase of this year's campaign began in early February and concluded in June. It featured television, radio, and print advertising, and continued to associate propane with comfort among national and local consumer audiences. It focused on propane's key attributes—trusted, reliable, clean burning, efficient, and good value.

### Mid-Year Campaign Measurement:

To assess the impact of the advertising and outreach efforts, Wirthlin Worldwide conducted research to assess consumers' awareness of propane news and advertising.



### Results

Based on the information collected from Wirthlin's independent analysis, the current advertising and outreach strategies are sound and continued growth in awareness is anticipated in the fall. "In addition, the campaign is well on track to achieve this year's metrics goals, and the advertising is connecting with target audiences," said Jean Statler, senior vice president, Wirthlin Worldwide.

### Propane Industry Survey

During late June, telephone surveys were conducted with 50 propane marketers nationwide.

#### Results

- Over half (54 percent) of respondents reported having seen or heard advertising from the national campaign within the past few months.
- Fourteen percent of respondents have experienced an increase in phone inquiries that they directly attribute to PERC advertising efforts.

#### From the Field...

"They've seen the commercial with the skunk on it and wanted more information about it and how we could save them money."  
*John Keefe, AmeriGas Propane, Roanoke, VA*

"They say that they just don't want to be totally dependent on electricity and they like the heat they get from propane better."  
*Joe Clark, Peoples Gas and Oil Company, Maxton, NC*

"They have told us that before the ads they were mostly unaware of the efficiency of propane as compared to electricity."  
*John McMullen, Ferrelgas, Webster City, IA*

### Online Survey

If you have visited [www.usepropane.com](http://www.usepropane.com) recently, you may have seen a survey pop-up that measured how and why people reached the site.

The results are crucial in shaping the upcoming revisions to the consumer website and the debut of the Propane Marketer Locator.

#### Results

- Among people exposed to propane advertising, significant majorities of respondents are first time visitors (91 percent) and homeowners (76 percent).

- Six in 10 people visit the website in the post advertising period in response to seeing a television commercial (56 percent).
- Compared with other websites, the site's ratings on intent to return (66 percent), meeting or exceeding expectations (73 percent), delivering on promise (84 percent), and intent to recommend (85 percent) are consistently high.

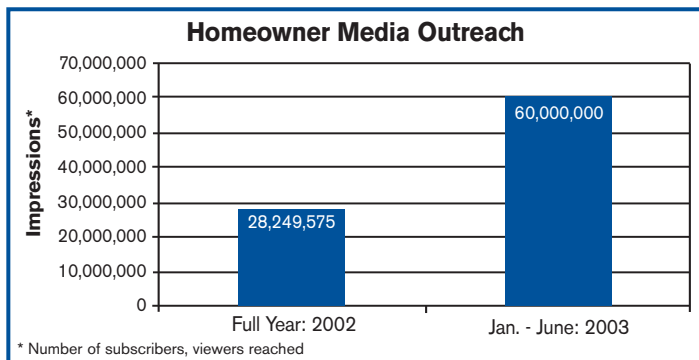
## Campaign Activities: Homeowner Outreach

The propane industry's *PROPANE Exceptional Energy*<sup>®</sup> advertising and outreach campaign is reaching homeowners in every community across the United States through advertising on national television (cable/satellite networks) and in lifestyle publications. The national media buy was expanded in 2003, giving us the opportunity to reach three times as many consumers (as compared to 2002) with the benefits of using propane throughout their home. The 2003 advertising program has been broadened significantly to include not only those targeted networks like HGTV, Discovery, Learning Channel and DIY, but also other rural lifestyle networks like Country Music Television, Outdoor life and Speedvision. Syndicated programs like "Rebecca's Garden," "House Calls," "This Old House" and Bob Vila were also added.

In September 2003, PERC targeted a new list of local markets with advertising in addition to the national cable and print media buy this fall. The local market selection criteria included: predisposition to use propane, geographic distribution, the ratio of propane homes to electric homes, and various other indices describing plans to remodel and/or build in the area.

There have been three major media outreach programs in the first half of 2003:

- The **Safe Grilling** campaign capitalized on the arrival of grilling season by extending the visibility of propane with in the grilling market, while also educating consumers on the safe, responsible usage of propane. Point-of-purchase materials have been printed and made available to the industry through PERC's fulfillment system.
- **Father's Day** outreach suggested giving Dad the gift of propane-fueled outdoor accessories, including patio heaters, mosquito inhibitors, and grills.
- **Water Heater Awareness** brought information to consumers during the peak of the home improvement season. Paid advertising, including the popular "Muffy" television advertisement that aired nationwide, complemented media coverage. Point-of-purchase materials are available to extend the awareness into propane showrooms; bill-stuffers and brochures are also available.

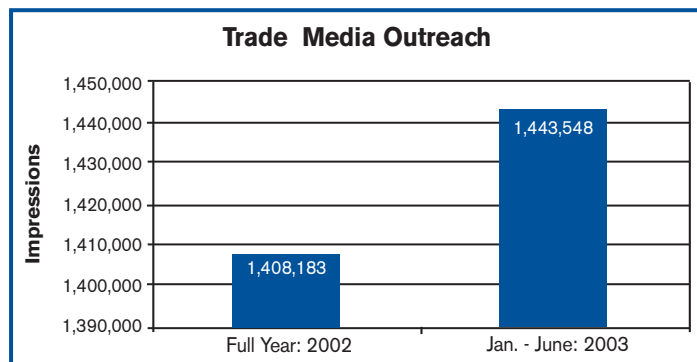


Coverage from each of the programs has appeared in major publications, including *Newsday*, the *San Francisco Chronicle*, the *Miami Herald*, and the *San Antonio Express News*. Television releases have aired in major media markets, such as Boston, Chicago, New York, and Philadelphia.



## Trade Outreach

Trade coverage has been substantial during 2003 in virtually all market segments. With more attention being tailored to specific infrastructure needs and bottom-line economics, trade and industry publications have been receptive to hearing about the competitive advantages of propane.



## Industry Outreach

Communication with the propane industry remains a vital part of this success. Numerous stories have been placed within industry publications such as *BPNews* and *LPGas* in an effort to keep every marketer armed with the tools, and the information needed to help make more propane sales. In addition, PERC's industry newsletter, *In Touch*, is distributed throughout the year, providing marketers with news they can use.

During the coming months, PERC will unveil a suite of valuable technology tools capable of facilitating effective management of the *PROPANE Exceptional Energy*<sup>®</sup> theme line while providing marketers with real, qualified sales leads. (For more information about these tools, please see the "Technology Toolbox" article on page 1 of the current issue of *In Touch*).

# PROPANE MARKETER COMPLIANCE

## NEWSLETTER

**PROPANE**  
EXCEPTIONAL ENERGY

### INSIDE THIS ISSUE

- 1** Uncertain About Hazardous Material Routes in Your Area? There's an Internet Website You Can Check
- 2** FMCSA Proposes New Training Rules for New CMV Drivers & LCVs Over 80,000 Pounds GVW
- 3** Update on RINs and Cylinder Requalification Requirements
- 4** Impact of Recent Regulatory Actions by State & Local Governments

### Future Issues:

- Authorities Having Jurisdiction and Code Enforcement
- How To Check Your Motor Carrier Safety Rating On-Line



## Update on RINs and Cylinder Requalification Requirements

As this edition of the newsletter is being prepared for publication, it has become apparent that the U.S. Department of Transportation (DOT) requirement for persons (firms or company locations) to have a Requalifier Identification Number (RIN) in order to requalify DOT cylinders in LP-gas service after October 1, 2003, has encountered major problems in implementation.

Although the transportation department has not given any official notice in the *Federal Register* as of this writing, the National Propane Gas Association's Washington, DC office staff has learned unofficially that DOT is considering a *Federal Register* announcement prior to October 1, which would postpone the RIN requirement or perhaps rescind or modify the RIN registration requirements.

By the time this issue of the newsletter is published, the transportation department will have clarified some of the LP-gas cylinder requalification questions. As soon as the requirements are known, related DOT compliance guides will be available on the Propane Education & Research Council's website at [www.propanecouncil.org](http://www.propanecouncil.org).

## FMCSA Proposes Training Rules for New CMV Drivers and Drivers of LCVs Over 80,000 GVW

**I**n the August 12 and August 15 issues of the *Federal Register*, the Federal Motor Carrier Safety Administration (FMCSA) gave notice of proposed rule making (NPRM) related to minimum training requirements for drivers of Longer Combination Vehicles (LCVs) and entry-level drivers of commercial motor vehicles (CMVs). Entry-level drivers are defined in the proposed regulation as drivers who have held commercial driver's licenses for less than 2 years and have less than 2 years CMV driving experience. LCVs are defined in the proposed regulations as CMVs with gross vehicle weights in excess of 80,000 pounds.

### Summary of the Proposed Training Rules for New Drivers

- Entry-level driver—a driver with less than 2 years experience operating a CMV with a CDL (commercial driver's license)
- Proposed training requirements apply to entry-level drivers who drive in interstate commerce and are subject to CDL requirements.
- Entry-level driver training must include instruction addressing:
  1. Driver qualification requirements: federal rules on medical certification, medical examination procedures, and drug and alcohol testing
  2. Hours of service of drivers: the limitations on driving hours and the requirements to be off-duty for certain periods of time
  3. Driver wellness: basic health maintenance, the avoidance of drug and alcohol abuse, and fatigue countermeasures to avoid accidents
  4. Whistleblower protection: the right of an employee to question the safety practices of the employer without

risk of reprisal or loss of employment, simply for stating a safety concern

- Employers must ensure that all new entry-level drivers receive the required training on or after the effective date of the final rule.
- Employers must maintain in driver qualification files certificates of driver training for all new entry-level drivers hired on or after the effective date of the final rule. New drivers with at least 1 year of experience operating a CMV with a CDL may be exempted during the first year after the effective date of the final rule under a "grandfather" clause, but the employer must have a valid certificate of grandfathering in driver qualification files in lieu of the entry-level driver training certificate.
- Training providers must provide a training certificate to the entry-level driver that meets the information specification in the final rule.

### Possible Impact of the Proposed Training Rules for Drivers of LCVs

Although the term "longer combination vehicle" (LCV) suggests combinations of tractor /trailer semi-trailer, double or triple trailers, for the purpose of the proposed regulations, FMCSA defines an LCV as a combination vehicle with a gross vehicle weight (GVW) in excess of 80,000 pounds. This limitation means that the proposed regulation will have little or no impact on propane marketers and limited impact on LP-gas liquids transportation companies. Two cases may affect the propane industry, however:

1. Transports with GVWs in excess of 80,000 pounds (a few are in service)
2. Transportation of large bulk storage tanks

## Uncertain About Hazardous Material Routes in Your Area? There's an Internet Website You Can Check

**P**ropane marketers and transport companies can obtain designated hazardous materials route information by registering for web access to the National Hazardous Materials Route Registry (NHMRR). The NHMRR identifies restricted and prescribed routes by state.

To obtain access, go to the Federal Motor Carrier Safety Administration (FMCSA) Motor Carrier Security webpage at

[www.fmcsa.dot.gov/mcs.htm](http://www.fmcsa.dot.gov/mcs.htm). The HM Routing link on that page will take you to the NHMRR registration page where you can apply for access using the apply for access to the NHMRR link. Following the registration instructions and replying to the confirming email allows the identified person access to the hazardous materials route registry using the password submitted with the registration.

## Impact of Recent Regulatory Actions by State & Local Governments

**A**lthough this newsletter is national in scope, it is important for propane marketers and transporters to keep up to date about state and local government actions that affect compliance efforts. Enactment of statutes and ordinances and adoption of new regulations or codes by state and local governments in recent months have introduced new compliance issues for the propane industry. Many of the state and local government regulatory changes are related to and driven by federal regulatory changes.

One example is found in New Jersey where recent changes in traffic laws impose increased fines and possible criminal charges for drivers violating Driving Under the Influence and hours of service regulations. Each state has been required to hurriedly prepare for criminal background checks and more stringent driver record checks for persons applying for or renewing hazardous materials endorsements and CDLs.

In addition to the impact of federal regulations on state regulatory changes, the budget deficits in state and local governments are affecting regulations and code requirements.

Permit fees and enforcement actions that generate fine revenues are driving these developments in some cases. Also, some states that have not been partners in OSHA enforcement have recently signed on or given legislative consideration to partnering with the agency in recent months.

While NFPA 54, *National Fuel Gas Code*, has been adopted by all states, New York recently adopted the *International Fuel Gas Code*, which has also been adopted by numerous local authorities having jurisdiction throughout the United States. Propane marketers who operate in areas where the *International Fuel Gas Code* is adopted need to understand that it incorporates NFPA 58, *LP-Gas Code* by reference and that it is similar to NFPA 54 in many respects. However, the adoption of the *International Fuel Gas Code* typically puts a permit and inspection system into place, which requires the submission of project plans, payment of permit (and in some cases, testing) fees, along with inspections which must be scheduled into any new or modified construction project. These requirements apply at company facilities and customer installations.

## 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.

---

## Regulatory Reminders

- Written hazardous materials transportation security plans must be developed and available to employees and compliance officials by **September 25, 2003**.
- New hazmat employees and those due for recurrent hazmat employee training must receive required hazardous materials transportation security training as part of "HM-126f" training. (See 49 CFR § 172.704.)

**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 e-mail to [g.frey@its-training.com](mailto:g.frey@its-training.com).**