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Winter Newsletter 2014

Ohio Propane Gas Association

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Ohio Propane News

Volume 22, No. 4

Winter 2014

Happy Holidays!

OPGA would like to thank our loyal members who have given us the opportunity to celebrate our 67th year as an Association.

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Aimed at Facilitating Commercial/Industrial Service

Senate Passes Natural Gas Expansion Bill



Bob Herron
OPGA President

On its last day before adjourning the Ohio Senate passed HB 319, which establishes a new process aimed at facilitating the expansion of natural gas lines to proposed commercial and industrial sites that cannot be economically justified under the current process. The bill allocates part of the development cost to a utility's current customers as opposed to its investor stockholders.

With the clock running out on the current General Assembly and with two un-identical natural gas expansion bills being considered and amended in both the House and Senate, hearings were compressed and propane marketers alerted members of the Senate Public Utilities Committee of their concerns including the fact that nothing in either bill would specifically prevent the new process from adversely affecting either prospective or existing residential pro-

pane customers. During Senate Committee hearings, **Senator Bill Coley** (R-Liberty Township), agreed saying he didn't see anything specific in the bill that precluded residential projects, however, **Sam Gerhardtstein**, director of governmental affairs for Columbia Gas of Ohio, responded that the legislation is limited to commercial installations that create permanent jobs.

Senate Utilities Committee Chairman **Bill Seitz** (R-Cincinnati) reinforced that when he said, "The propane folks have the mistaken impression that this will invade their residential business" and create an "un-level playing field." He added that HB 319 "would not affect new or existing residential consumers in any way."

Given that assurance, the Committee unanimously approved the bill and sent it to the Senate floor where it was approved and sent on to **Governor Volnovich** for his expected signature.

Thanks to all members who provided input on this bill!

OPGA Provides "Propane 101" For State Officials



Jeff Petrash

NPGA Vice President and General Counsel, **Jeff Petrash** accompanied OPGA Executive Vice President, **David Field**, CAE to the November 13 Resource Advisory Committee of the Public Utilities Commission (PUCO) during which **Petrash** provided an in-depth "Propane 101" course for

state government officials and representatives of Ohio fuel providers.

Petrash described the size and scope of the propane industry as well as propane's many uses and benefits. He outlined the dramatic infrastructure changes that have resulted from the development of the Utica, Marcellus and other oil plays.

continued on page 3

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OPGA Provides "Propane One" For State Officials

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He reviewed the problems associated with last winter's propane emergencies, which he described as perhaps the "most challenging period in the 100 year history of propane." He summarized the steps NPGA has taken during the last eight months to head off a repeat of last year's experiences including educating marketers and their customers about the necessity for promoting early summer fills, increasing storage, and signing contracts for anticipated winter needs.

He said that this year NPGA worked with Congress to pass two propane-specific laws addressing hours of service and the availability of inventory data.

He said transportation of propane by truck is more important now than the Cochran and TEPPCO pipelines have been reversed and Todhunter's storage (until 2013 Ohio's largest inventory) has been removed... though he hoped storage in Huntington and Princeton, Indiana; Marysville, Michigan and Selkirk, New York would help offset the loss of Todhunter's product. He expressed some concern that drivers with CDL and related permits are in increasingly short supply.

During a question and answer session Petrash explained that the U.S. has shifted from a net importer to a net exporter of propane and whereas propane historically has travelled from the Gulf north, it now moves from the Utica and Marcellus plays south... toward the world market where at times it fetches its highest price. Though the experience of the last 12 months leads some to call for export caps, he believes that lacking a true propane emergency, the strength of the World Trade Organization (WTO) makes export restrictions unlikely. And, rather than the exports themselves, he said the real problem may be the repurposing of infrastructure caused by the exports.

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Vehicle Conversion Bill Dies as General Assembly Ends



Governor Kasich

Though the Ohio House Representatives unanimously passed the Gaseous Fuel Vehicle Conversion Program, HB 336, on March 26, state senators say that the bill stalled in the Senate Finance Committee when the **Kasich** administration "changed their minds" on the bill.

The bill offered a nonrefundable income-tax credit of or commercial-activity tax credit for the purchase of a new alternative-fuel vehicle or the conversion of

a vehicle to alternative fuel, such as propane or natural gas. The credit would have been 50 percent of the price of the conversion, or the price difference between a new alternative-fuel vehicle and a traditional gasoline-powered vehicle. The credit would have been capped at \$5,000 to \$25,000, depending on the vehicle weight class.

The bill would have funded a \$16 million-a-year grant program for governmental entities and nonprofit corporations for alternative vehicle conversions and would have provided a \$500 sales-tax credit for the purchase of qualified electric vehicles. The incentives would have ended after five years.

November Snow Prompted Heating Assistance Reminder

November's cold & snowy weather prompted the Ohio Development Services Agency (DSA) and Public Utilities Commission of Ohio (PUCO) to remind Ohioans that heating assistance is available through the Winter Crisis Program and the Winter Reconnect Order.

A component of the Home Energy Assistance Program (HEAP), the Winter Crisis Program provides assistance to eligible households that are threatened with disconnection, have been disconnected, or **have less than a 10-day supply of bulk fuel**. Gross household income eligibility is at or below 175 percent of the federal poverty level. For a family of four, the annual income must be at or below \$41,737.50.

Individuals interested in receiving

this assistance must have a face-to-face interview at their Winter Crisis Program provider, the state said. A list of providers by county can be found at http://development.ohio.gov/is/is_heapsummer_prov.htm. Consumers also can call DSA toll-free at 800-282-0880, Monday through Friday (hearing impaired, 800-686-1557) or visit energyhelp.ohio.gov.

PUCO and DSA also noted there are other state and federal programs to assist qualifying applicants with winter heating needs, including PIPP Plus, HEAP and the Home Weatherization Assistance Program. More information about these programs and other ways to save on home heating bills is available at Ohio's Winter Heating Resource website www.winterheat.ohio.gov or at energyhelp.ohio.gov.

Unified Workforce Development Plan Unveiled

Increasingly, Ohio employers are finding it difficult to find qualified, well-trained employees with the skills necessary to meet the demands of today's workplace. Likewise, Gov. **John Kasich** has long recognized the importance of an effective workforce development system to Ohio's economic competitiveness.

For too long, however, the services of the state's three largest workforce development programs – the Workforce Investment Act (WIA), Adult Basic and Literacy Education (ABLE) and the Carl Perkins Career and Technical Education Improvement Act (Perkins) – have been duplicative and misaligned with business needs. Realizing this structure perpetuates silos and thus is inefficient, the **Kasich** administration recently unveiled a single, unified strategic plan outlining reforms as to how the state would implement and evaluate these programs in the future.

Ohio is required to submit a plan to the U.S. Department of Labor that outlines a five-year strategy for its workforce investment system, and the plan must be approved for the state to receive available federal funding for these programs. Ohio would be just the fourth state to submit such a unified plan, and the first to include Perkins-funded programs.

The unified plan has three goals: to help more Ohioans compete for quality jobs that pay a living wage and lead to career advancement; help Ohio employers find the talent needed to succeed and grow; and, provide effective and efficient job training aligned to high-demand occupations and employer needs resulting in workplace-valued credentials. The draft plan recommends ten specific reforms to programs in all Ohio counties funded by WIA, ABLE and/or Perkins.

OPGA Joined Effort to Extend Alternative Fuel Tax Incentives

OPGA joined a broad-based coalition of 528 associations, non-profits, and other groups that delivered a letter to Congress encouraging the extension of the expired tax provisions known as the "Tax Extenders." Every NPGA state affiliate joined in co-signing this letter, making propane one of the best represented industries on the letter. In addition to the letter being sent to every Congressional office, the coalition conducted a robust media outreach campaign, including the publishing of full-page ads in the three daily Hill publications.

On the last day of this Congress, the Senate passed and sent to President Obama the tax extension bill that included several important propane-related provisions. These include the 50 cent per gallon Alternative Fuels Tax Credit and the Alternative Fuel Vehicle Refueling Property Credit.

Ohio Hours-of-Service Exemptions

The 2014-2015 heating season began on October 1, 2014 and officially ends on March 31, 2015. State transportation authorities issue HOS exemptions to a company's drivers during times of emergency. These HOS exemptions affect certain sections of the FMCSA rules, which govern the operating hours for drivers of commercial motor vehicles.

The exemptions allow marketers to deliver critical propane heating supplies to their customers during times of severe weather, when bad

roads cause significant delays in travel time to a customer's tank location.

In order for the OPGA to request an exemption from the State of Ohio we need information from the members that are experiencing the issues. Simply complete the online Hours-of-Service Exemption Request form that is available on the OPGA website: <http://www.ohioprogas.org/hours-of-service-relief-for> and OPGA will compile the data and submit a request to the State of Ohio.



Latest Ohio Road Conditions Available

The Ohio Department of Transportation maintains a list of current road conditions on its website. You'll find it at: www.buckeyetraffic.org

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Election Brings New Faces to State Offices

The election didn't greatly change the political balance of the Ohio General Assembly, with the GOP picking up five seats in the House for a 65-34 advantage and the Senate remaining 23-10 in favor of the GOP however new leaders have emerged.

Both Houses Select Leaders

Following in the footsteps of outgoing Speaker of the House **Bill Batchelder** won't be easy, but the 65 newly elected members of the House Republican caucus that will be seated in January decided Rep. **Cliff Rosenberger** is up to the task. Rep. **Rosenberger**, hailing from Clarksville in Clinton County, was chosen by his colleagues over Rep. **Jim Butler** of Oakwood to succeed Speaker **Batchelder**. Rep. **Rosenberger** was just re-elected to his third term in the House.

Joining Rep. **Rosenberger** as the

other members of the House majority leadership team for the 131st General Assembly are **Ron Amstutz** as speaker pro tempore, Majority Floor Leader **Barb Sears**, Assistant Majority Floor Leader **Jim Buchy**, Majority Whip **Mike Dovilla**, and Assistant Majority Whip **Dorothy Pelanda**. Rep. **Sears** retains the same leadership post she currently holds, while Rep. **Buchy** is the only other leadership holdover. He currently serves as assistant majority whip.

The Senate Republican caucus also chose its team of leaders for the next General Assembly, reelecting all of the current members to their same positions. Senate President **Keith Faber** will again preside over the Senate and is joined by President Pro Tempore **Chris Widener**, Majority Floor Leader **Tom Patton**, and Majority Whip **Larry Obhof**.

Statewide Results

Republicans once again swept all statewide offices, with all incumbents winning re-election. With this strong performance, speculation continues to mount that Gov. **Kasich** might seek the Republican Presidential nomination for 2016. **Mary Taylor** was re-elected Lieutenant Governor.

Ohio Supreme Court Races

Justice **Sharon Kennedy** and Justice **Judi French** were elected to the Ohio Supreme Court. According to knowledgeable legal observers, both share a philosophy of judicial restraint and interpret the law on its merits rather than on the opinions of political interest groups and activists.

With their re-election, the Supreme Court remains philosophically split between five constructionist and two activist justices (5-2).

Fixes PERC Restriction!

Ohio Congressman Latta's Bill Passes



Bob Latta

H.R. 5705, the Propane Education and Research Enhancement Act of 2014, passed the House of Representatives on Tuesday, December 9, and subsequently passed the Senate on the following day. This legislation, authored by Rep. **Bob Latta** (OH) and Rep. **Tim Walz** (MN), amends the Propane Education and Research Act (PERA) to update the data that must be used to calculate a critical price comparison.

Under PERA, the Department of Commerce (DOC) must calculate annually the price for "consumer grade propane" and compare it with an index of prices of specified competing fuels. If the price

of propane exceeds a specified threshold, the industry is restricted from conducting most educational outreach activities. In 2009, due to a misinterpretation of the law by the DOC, the restriction was triggered and all educational outreach ceased.

While the law requires DOC to recalculate the price comparison every six months, it has only been completed three times in the last five years. H.R. 5705 would specify Congressional intent that DOC must use data reflecting all propane sectors, not just residential.

This legislation now awaits the signature of **President Obama** to become law. We fully expect the President to sign this bill into law in the coming days.

Ohio Employers Face Tax Hike for Federal Unemployment Benefits

Lawmakers are looking for ways to pay off the state's unemployment compensation loan, but a fix won't come in time to avoid another tax hike on Ohio employers.

The federal unemployment tax paid by employers will be bumped up for the fourth time on Jan. 1 under an automatic repayment system for states that have failed to repay their debts. This increase, on top of three previous ones, will cost employers an additional \$84 per employee, according to the Ohio Department of Job and Family Services.

In all, the state's lingering debt has cost Ohio businesses \$558 million in added taxes the past three years.

Propane PAT Tax Revisited

Ohio's propane tax structure changed last July 1 when the state converted fuel suppliers from the Commercial Activity Tax (CAT) tax to a new Petroleum Activity Tax (PAT) levied on the supplier of motor fuel and measured by the supplier's gross receipts from the first sale, transfer, exchange, or other disposition of motor fuel in Ohio to a point outside of the distribution system. The PAT is levied at a rate of .065% and has been seen as a line item on invoices similar to how suppliers have handled PERC fees.

When the move from the CAT to the PAT tax was first proposed, propane marketers felt it wouldn't measurably increase propane taxes, however,

some propane marketers have experienced an over 150% increase.

This situation will worsen beginning July 1, 2015, when, though the rate will continue at .065%, gross receipts will be set at the average wholesale price of motor fuel which is defined to include propane and other petroleum distillates along with gasoline and diesel.

OPGA's goal is to remove propane from the definition of "motor fuel" thus returning propane to the CAT tax. In an effort to accomplish this, OPGA has begun discussions with other interest groups including the Ohio Petroleum Marketers and Convenience Store Association, the

American Petroleum Institute, the Ohio Farm Bureau, the Ohio Trucking Association and CSX.

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Municipal Tax Reform Passes General Assembly (HBS)

A major legislative victory was achieved for Ohio propane marketers when the House concurred with the Senate's amendments to House Bill 5, the municipal tax reform and uniformity legislation strongly supported by OPGA. The bill received bipartisan support in both chambers and now goes to Gov. **John Kasich**, who is expected to sign the measure before the end of the year. Most of the provisions of HB 5 become effective on January 1, 2016, with the exception being the five-year net operating loss (NOL) carry forward allowance that begins in 2017.

The legislative activity of the past two weeks caps a four-year long effort to bring greater uniformity and, therefore, lower tax compliance costs that will benefit many Ohio businesses. Companies that make sales in, or have employees that work in, more than one city have long struggled with Ohio's uncompetitive municipal tax system that imposes more significant administrative burdens and higher tax compliance costs than any other state. This is because each municipality has different rules

and regulations and definitions of income and its own tax filing and payment deadlines, tax forms and penalty and interest maximums. HB 5 prescribes uniform requirements regarding these items that all municipalities must adhere to and thus will result in tax return preparation and employee tracking cost savings for businesses.

While HB 5 substantially reduces the burden of municipal tax compliance on Ohio businesses, the overarching issue of municipal tax reform is not disappearing from the legislative agenda. There are more issues that need to be addressed to make the system even more pro-taxpayer and business-friendly, not the impediment it currently is to economic development and capital investment.

OPGA thanks the co-sponsors of HB 5, Reps. **Cheryl Grossman** and **Mike Henne**, and the Senate's point person on the bill, Sen. **Bob Peterson**, for their steadfast support, and the other members of the House and Senate who voted for the bill.

Your Voice Needs to be Heard in Washington!

by Joe Buschur
NPGA State Director

Plan now to make OPGA's voice heard by attending Propane Days in Washington, D.C. June 9-10, 2015! Although it takes time and money to attend Propane Days, it helps your business and your industry. Members who attended the last few years enjoyed the experience and felt it was well worth their efforts. We have had successful meetings with a number of aides, but meetings with two legislators that stand out in particular are Senator **Rob Portman** and Congressman **Robert Latta**. Both of these men introduced bills for the propane industry in the last few months. That tends to make me believe that our visits to the hill are paying off. Would you consider joining us in 2015? Please contact **Joe Buschur**, Ohio's Director to NPFA, at jbuschur@mcmahansbottlegas.com with any questions. I hope to see you in Washington!

Time to Pay Dues!

The 2015 dues statements and advertising rate sheets have been mailed! If you have any questions regarding your membership, please contact the OPGA office: Hannah@AssnOffices.com, phone 614-228-4733, or fax 614-221-1989. Remember, it is important that the Association be notified if you have sold a plant or added additional plants, so we can bill you correctly.

Looking for Employee Training Topics?

Go to the Propane Marketer Resource Catalog or PropaneMarc for DVD/CD programs that are tailor made for your monthly meetings. Some of the more popular programs include:

- Techniques for Injury Prevention in the Propane Industry
- Mobile Crane Safety in the Propane Industry
- Dispensing Propane Safely
- Bobtail Rollover Prevention

OPGA Welcomes Hannah!



Hannah Zacharias recently joined Accent On Management as the new Executive Assistant for OPGA! Hannah is a graduate of Ohio Wesleyan University majoring in International Business, Psychology and Spanish. During the summer of 2013 she studied in Spain. For two years she captained Ohio Wesleyan's women's soccer team, served as Vice President of Delta Gamma's Foundation and Vice President of Ohio Wesleyan's Panhellenic Council.

Please introduce yourself to Hannah when you see her at the next OPGA Quarterly Member/Business Meeting February 18 and welcome her to the OPGA team! Hannah can be reached at Hannah@AssnOffices.com or 614-228-4733.

Arrick's Propane Converts Buses to Propane

(Reported in the Portsmouth, OH Daily Times 10/22/14)

by Wayne Allen - tallen@citytimesmedia.com



Access Scioto County (ASC) announced that the agency has saved \$31,000 in fuel costs since the first of the year as a result of converting its fleet to propane. The idea to convert the buses came in 2012 and was advanced further with the recent conversion of its two newest buses by Arrick's Propane of Lucasville.

"The newly converted buses brings the number of ASC buses that can operate on either propane or gasoline to eight," said **Larry Mullins**, ASC coordinator. "We still have two buses that we use as backups that have not been converted. The two spare buses are diesel and we have no plans to convert them since they will be retired soon."

Mullins said the savings comes while gas prices have been lower and ASC logging an additional 20,000 miles this year.

Mullins said there are a number of

advantages to Propane Autofuel. He said it burns 70 percent cleaner than gasoline and has a higher octane rating of 110. The Propane Autofuel is 30 percent cheaper than gas.

"Because it burns so much cleaner, vehicular maintenance costs are also cheaper," Mullins said. "Most propane, about 98 percent, is produced in the United States, however 100 percent of our propane is produced here in our local area so it reduces our dependence on foreign oil."

He said one of the benefits of converting the buses is flexibility.

"The nice thing about the conversion is that it will run on propane or gas. Let's say you are out in the county, picking someone up. If the propane runs out, it automatically switches over to gas and never misses a beat and the driver loses no power," Mullins said.

He said a full tank of propane will typically run about 200 miles.

"Usually a driver will do about 200 miles a day. Usually the drivers will

fill up in the morning and by the next morning they are ready to fill up again," Mullins said.

He said when a bus is ready to retire the conversion equipment could be transferred to the new bus and be used for the same purpose.

"I believe that we are the first and possibly the only public transit system in the state of Ohio that is using propane Autofuel and taking advantage of its cost savings and lower emissions," Mullins added.

Officials with the Ohio Department of Transportation confirmed that ASC is the only public transit system in Ohio to convert their fleet to use propane.

"Many large transit systems around the country have used Compressed Natural Gas (CNG) for many years, however it cost more than propane Autofuel and the conversion process is many times more expensive than converting to propane," Mullins said.

For more information about Access Scioto County and their many services, visit www.asctransit.org.

Collett Propane Supports OPGA Scholarship Fund!

Many thanks to **Jane Newton** of Collett Propane, Inc. for her generous donation of \$500 to the OPGA Scholarship Fund. The charitable donation was made in memory of her father, **Don Collett**.



It's Scholarship Application Season! Deadline: March 4, 2015

OPGA Scholarship Chair, **Bob Herron** of The Energy Cooperative, announced that the OPGA scholarship application is now available online at www.ohioprogas.org. For questions regarding the OPGA scholarship program please contact **Hannah Zacharias** at Hannah@AssnOffices.com or 614-228-4733. In 2015 the OPGA will grant two \$1,000 scholarships to children of OPGA members. **Rosie Buschur** has volunteered to again organize

a Silent Auction for the scholarship fund during the OPGA Summer Meeting. Please contact her at rbuschur@mcmahansbottlegas.com to donate prizes!

In addition, make sure that any person interested in applying for the OPGA scholarship may also be eligible to apply for one of the NPGA scholarships. Get more information on the NPGA Scholarship at www.npga.org/scholarship.



Safety News

Ohio Safety Congress – Save the Date!



Bob Herron
OPGA President

The 2015 Ohio Safety Congress & Expo is the largest regional safety and health conference in the nation bringing in more than 6,000 attendees annually! In addition to the 225 exhibitors showcasing their latest safety innovations, products and services, there are 170 educational sessions offered on a variety of the hottest topics in the industry. Sessions are led by experts in their respective fields and all sessions offer continuing education credits. The conference is free to attend. Whether you're a human resources professional, construction worker or small business owner, you can customize The Safety Congress and Expo to fit your needs.

The 2015 Ohio Safety Congress will offer practical solutions to:

- Improve worker health and productivity;
- Prevent workforce injuries and illnesses;
- Reduce workers' compensation costs;
- Identify solutions for hazardous situations;
- Provide cost-effective, multi-disciplinary training & professional development.

The 2015 Ohio Safety Congress & Expo is scheduled for March 31 – April 2, 2015 at the Greater Columbus Convention Center.

Safety Tips

Winter Storm Warning – FYI

Now is a good time to prepare for the coming onslaught of snow, ice and cold. Here are a few tips to get your home ready for winter:

- * Insulate walls and attics, add caulk and weather stripping to doors and windows and install storm windows (or cover windows with plastic).
- * Clean out rain gutters, repair roof leaks and cut tree branches away from your house.
- * Get heating equipment and chimneys cleaned and inspected.
- * Insulate pipes and allow faucets to drip a little during the coldest weather to avoid

water freezing in the lines.

- * Make sure that all fuel-burning equipment is vented to the outside and that vents are kept clear.
- * Keep fire extinguishers on hand and make sure everyone in your home knows how to use them.
- * Learn how to shut off water valves (in case a frozen pipe bursts).
- * Stock up on ice-melting products, sand or cat litter to improve traction on icy walkways around your home.
- * Make sure you always have emergency water, food and medical supplies on hand.

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Safety News

Continued from page 11

Be Prepared: Transport Operator Training

With winter approaching and propane production skyrocketing, a consequence of the abundant supply of propane and other renewable resources is a short-term strain on our nation's energy infrastructure.

Make sure that your transport drivers have reviewed the **Transport Operator Training Program**, designed to provide information, best practices, and effective procedures to support general delivery tasks for operators of commercial vehicles delivering propane. Included is a DVD with a 90-minute video highlighting best practices, organized into modules for customized training based on operators' job responsibilities and training requirements. There are also files for a student handbook with a comprehensive quiz and self-assessment form for each module. An instructor's guide outlines the entire presentation of the program, with tips and suggestions for how to run transport safety talks for group discussion.

The student handbook and instructor guide are available for download and the CD/DVD program is available for purchase at www.propanemar.com. (PRC-00C203)

Available FREE Through Propane Education & Research Council PERC Ohio

- Employee Guides
- Valve Shut-off Tags

To order, call 614-228-4733
or e-mail your request to OPGA@AssnOffices.com.



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www.propanesafety.com

This site is dedicated to workforce safety and regulatory compliance for the propane industry.

Tankless Gas Water Heaters Recalled

The Consumer Product Safety Commission recalled all single and dual-purpose Coaire and Quieside tankless gas water heaters. The recall involves both propane and natural gas water heaters, says a Quieside representative. More than 30,000 water heaters were recalled across the United States and Canada, according to a press release. Daesung Celtic Enersys, manufacturer of the brands, received 40 reports of the units overheating, including four involving burns on walls where heaters were mounted and two involving fires and property damage. No injuries were reported.

According to a press release, the water heaters were sold through independent dealers and on various websites, including Amazon.com, from July 2008 to August 2014. The units sold for between \$500 and \$2,000.

Source: LP Gas Magazine November 2014

Here Are Some Helpful Hints To Help Deal Easier With Winter!

Keep your headlights clear with car wax! Just wipe ordinary car wax on your headlights. It contains special water repellents that will prevent that messy mixture from accumulating on your lights. It will last up to six weeks.

Squeak-proof your wipers with rubbing alcohol! Wipe the wipers with a cloth saturated with rubbing alcohol or ammonia. This one trick can make badly streaking and squeaking wipers change to near perfect silence and clarity.

Ice-proof and frost-proof your windows with vinegar! Just fill a spray bottle with three parts vinegar to one part water and spritz it on all your windows at night. In the morning, they'll be clear of icy mess. Vinegar contains acetic acid, which raises the melting point of water-preventing water from freezing!

Prevent car doors from freezing shut with cooking spray! Spritz cooking oil on the rubber seals around car doors and rub it in with a paper towel. The cooking spray prevents water from melting into the rubber.

Fog-proof your windshield with shaving cream! Spray some shaving cream on the inside of your windshield and wipe it off with paper towels. Shaving cream has many of the same ingredients found in commercial defoggers.

De-ice your locks in seconds with hand sanitizer! Just put some hand sanitizer gel on the key and the lock and the problem is solved!

We hope these hints will help everyone get through the rest of the winter with fewer problems.

Take care and drive safe!



NPGA state executives along with NPGA and PERC national staff reviewed propane supply issues as well as programs aimed at increasing propane safety and gallons, both sold and stored, during a meeting in Alexandria, VA November 17-18. OPGA Executive Secretary, **Anita Field** (third from left) represented OPGA.

Membership Directory Available On-Line

The OPGA Directory will be available on our website at www.ohiopropane-gas.org! Please refer to this directory when looking for independent marketers, multi-state marketers, associate members, individual members, honorary members, and cylinder retailers. The book includes our scheduled events, benefits to members, executive office staff, and important numbers of state offices. The ten committees for 2015 are listed along with their members, chairs, and co-chairs. You'll find our past presidents, our 2014 accomplishments and the OPGA Constitution that was adopted in 1976. This membership directory can be a powerful resource tool for YOU!

Propane Cost Calculators Arrive!

Multi-platform calculator apps to prove the business case for irrigation engines, mowers and autogas are now available! The calculators are proof-positive tools to estimate potential fuel savings and returns on investment when choosing clean, American-made propane over conventional fuels like gasoline and diesel.

"One of the main reasons fleets, agribusiness operators or commercial landscapers consider making a switch to an alternative fuel like propane is simple: They want to improve their bottom line,"

says **Tucker Perkins**, PERC's chief business development officer. "With these new applications, equipment dealers, propane providers, and customers can easily calculate fuel costs with propane specific to their market and operations. And with the online and mobile tools, they can share results on the spot via email."

The PERC cost calculator series currently includes the *Propane Irrigation Engine Calculator*, *Propane Mower Calculator*, and *Propane Autogas Calculator*, each one conveniently available in different platforms: The Web versions can be operated online at

propane.com/calculators, or desktop versions can be downloaded for users otherwise without Internet or mobile access. Results from the applications can also be easily shared by email, or downloadable worksheets can be printed and filled in by hand for users without computer access. Mobile applications are also available for phones and tablets in app stores (both iTunes or Google Play) for Apple and Android devices, respectively.

To learn more about propane, propane-powered technologies, or to access PERC's cost calculators, visit propane.com/calculators.

OPGA Helps You Anticipate Change... But, we couldn't do it without your support!

The Ohio Propane Gas Association is here for you and because of you! We're committed to helping you track the latest developments in the propane industry and their impact on your business, to enhance the safety of employees and consumers, and to provide forums and gatherings for building valuable and productive connections within the industry.

With your involvement, participation and support the OPGA can continue to help prepare for change and integrate it successfully. More importantly, we can continue to provide energy for

strengthening our industry and your business through positive growth.

Renew your OPGA membership today! Invoices for 2015 have been emailed. Contact Hannah with questions at 614-228-4733. Thanks for your support!

Facts Sheets About Appliances

PERC has some fact sheets on appliances and a comparison guide on high efficiency propane furnaces vs. ground source heat pumps. Find these at www.buildwithpropane.com.

2015 Membership Renewals

You received your 2015 OPGA and NPGA membership dues renewal form. We hope you'll continue to have faith in our state and national associations to continue as a member. As always, if you have questions, concerns or suggestions, please contact the OPGA office at 614-228-4733. Thank YOU for your continued support of YOUR association!

Save the Date!

July 31 – August 2
Hilton Easton Columbus

Let's think SUMMER during this cold WINTER!

"Bluegrass 'n Barbecue"

Get ready for another GREAT OPGA Summer Meeting!

Contact **Sara Seebohm** at alternativefuels@cinci.rr.com
to see how YOU can become part of the fun!

Program Extended: Incentives Doubled on Propane Mowers through March 2015

The Propane Education and Research Council extended the timeframe they can receive double incentive dollars through PERC's Propane Mower Incentive Program through March 31, 2015.

Program participants taking advantage of the double incentive can earn \$2,000 toward the purchase of a new propane-powered mower and \$1,000 toward a qualified conversion while the double incentive dollars are available.

Midwest Board Announces 2015 Midwest Convention – May 5-7, 2015

Following the very successful Midwest Propane Gas Convention held earlier this year, the Midwest Propane Gas Association wasted little time in scheduling the 2015 show. The Midwest Board is pleased to announce that the 2015 Midwest Propane Gas Convention will be held May 5-7, 2015 at the Hilton Polaris Hotel in Columbus, Ohio.

Midwest Chairman **David Lowe** noted, "Based upon the terrific feedback from marketers and suppliers alike, the entire Midwest Board happily scheduled the 2015 show. The hotel was outstanding, the location was convenient and the show was a big hit. The 2015 Midwest Convention will feature another strong agenda."

"Our decision was made much easier based on the tremendous success of the 2014 show," said **Kent Witt**, Midwest Director from Ohio. "There were more sponsors, golfers and marketers than we expected. We wish to thank all of our sponsors and attendees. We appreciate everyone who exhibited, attended, and spoke at the convention as they made the event so successful. The exhibit hall was full and the hotel venue worked out perfectly. I think the excitement is growing for another great show in 2015."

Fellow Midwest Director from Ohio **Chris Buschur** noted, "As always, the Midwest Convention board and staff will work hard to make it the most enjoyable regional industry convention possible. Next year we plan improvements to highlight our truck vendors and propane powered lawn mowers. Plus, you just can't beat the timely and educational seminars!"

Suppliers and exhibitors do not need to wait to 2015. The Midwest Convention exhibit space is already open and exhibitors are securing space at

a faster pace than last year. There is little doubt that the 2015 Midwest Convention exhibit floor will be packed once again! Don't forget, in addition to the same lower convention costs, 2015 exhibitors receive:

- Free "All Access" passes for exhibit personnel,
- Free attendee mailing list sent one week before and after the convention,
- Free company listing in the convention program,

- Opening Reception on the Trade-show Floor on Thursday,
- 6 hours of exclusive, dedicated trade show time,
- Free parking,
- New this year! Outside truck spaces come with an indoor exhibit booth at NO ADDITIONAL COST,
- Lower overnight costs.

To reserve your booth space, visit the Midwest Convention website at: www.propaneshow.com.



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Contact Hannah Zacharias at 614-228-4733
or by email at Hannah@AssnOffices.com

OPGA Events Calendar

2015

**February
18**

**Executive Committee and Quarterly
Membership Meeting**

Location: Holiday Inn Worthington

8:30-11:30am Executive Committee Meeting
in John Snow Boardroom

10:30am Registration opens in
Griswold A/B

11:30am-Noon PERC Committee Meeting in
John Snow Boardroom

Noon-1:30pm Committee Meetings in
Griswold C/D

1:00-1:30pm Lunch in Griswold C/D

1:30-3:30pm Business Meeting in
Griswold A/B

**March
5**

OPGA Scholarship Deadline

**March 31-
April 2**

Ohio Safety Congress & Expo

Location: Greater Columbus
Convention Center

**May
5-7**

**Midwest Propane Gas Convention
Will Include OPGA Quarterly
Member/Business Meeting**

Location: Hilton Polaris Hotel
Columbus, Ohio

**June
9-10**

Propane Days

Location: Washington, D.C.

**July 31-
August 2**

OPGA Summer Meeting

Location: Hilton Easton Columbus

**September
22-24**

Farm/Science Review

Location: Molly Caren Center
London, Ohio

PAC Reverse Raffle Tickets Available!

Purchase your Reverse Raffle ticket **now** for your chance to win \$1,000. Only sixty tickets will be sold! Drawing will be held July 31, 2015 at the OPGA Annual Convention! Don't miss out! Purchase your ticket online at www.ohioprogas.org, or contact Hannah Zacharias at the OPGA office at 614-228-4733. Please contact Sara Seeborn at alternativefuels@cinci.rr.com to donate prizes so everyone can be a winner!



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This is an OPGA Blast message to all OPGA members. If you would like to submit a Safety Message, send it to Bob Herron at bherron@theenergycoop.com

