

APRIL/MAY 2010



LP GAS

THE VOICE OF THE INDUSTRY



LPG MAKING SWEET MUSIC

A Manchester artist has sculpted an lpg musical instrument.

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& POWER

WEATHER FORECASTING

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THE VOICE OF THE INDUSTRY GREEN SHOOTS?



Faye Spiers
Editor

With 'green shoots' of recovery apparently sprouting after the worst recession for eighty years, I asked the lp gas industry if they had seen any sign of an upturn.

Peter Relf at Novagas in Ashford, Kent, says he is still spending more time on credit checking and control than ever before.

He said: "We are more reluctant to offer credit to customers and prefer to take payment with the order. The biggest sector for bad debts is the pub trade. We supply both cooking gas and drink dispensing gas to the licensed trade and have to be especially vigilant, as we seem to have accrued more bad debts this year than we have in all of our 20 years of trading. People placing orders know that, if they default on payment, the chances of a supplier getting paid are remote. If the insolvency practitioner boys get involved – we know darn well we can kiss goodbye to ever seeing anything."

Clive Aisbitt of driver training company RLR Services in Trowbridge, Wiltshire, says that his company has weathered the storm, but at a cost.

He said: "The recession has affected our core business quite dramatically. Fortunately, we have been able to reduce our outgoings, but at what cost? Reduction in our costs affects other suppliers further down the line – self-employed trainers, facilities providers, etc. The Government dropped VAT by 2.5 per cent in December 2008 but added 2.5 per cent fuel duty, saying that the figures balanced out for the haulier. Interestingly, when VAT went back up in January 2010, fuel duty didn't get cut – surprise, surprise."

Mike Wood of Cheshire Gas in Stalybridge, however, has found that the recession has been good for business.

He said: "The credit crunch has in general had a positive effect on our business due to the area we are in. Most households in the northwest simply cannot afford to run their central heating and have turned to bottled gas cabinet heaters. It's like turning back the clock 20 years! Throw in a cold winter and, although it's a logistical nightmare, retailing bottled gas has its rewards, with the margins and financial stability vital in this testing period."

LP GAS

THE VOICE OF THE UK LPG INDUSTRY

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FRONT COVER PICTURE

LPG MAKING SWEET MUSIC

See page 15



Government Responds to Gill Report

Work and Pensions Secretary Yvette Cooper has responded to Lord Gill's recommendations following the ICL Inquiry by announcing measures to strengthen the safe operation of lpg in small bulk installations.

A programme to replace commercial buried metallic lpg pipework with polyethylene pipes is already underway, and the Health & Safety Executive (HSE) and local authority inspectors have begun an inspection campaign to ensure compliance with safety standards.

Further measures that will be introduced include installation records for lpg users, registration of lpg suppliers, and clearer demarcation of

responsibilities between users and suppliers. Suppliers will be required to produce an asset register, and users will receive improved guidance to ensure they meet their legal obligations.

Yvette Cooper said: "We are taking steps to strengthen gas safety onsite in future. All commercial buried metallic liquefied petroleum gas pipework will be replaced. To ensure that the replacement polyethylene pipes themselves remain safe, the HSE will undertake any additional research needed into the safety of these pipes and consult the lpg industry and pipe manufacturers on appropriate tests.

"We will also take steps to raise awareness amongst lpg

users of their responsibilities within the existing legislative framework and ensure they comply with safety standards, underpinned by appropriate enforcement activity.

"I hope that the Government response goes some way to addressing the concerns of those who have suffered as a result of this tragic event and reassures them that the Government is determined to ensure that similar events do not happen in the future."

Rob Shuttleworth, chief executive at UKLPG, said: "Safety continues to be the key priority for the industry, and the industry will be evaluating the implications of the Government's

response to Lord Gill's recommendations and what actions it will need to take to ensure the continuation of its high safety record. UKLPG, on behalf of the lpg industry, will continue to support and work closely with the HSE on the replacement of underground metallic pipework at domestic and commercial premises."

The HSE is currently working with the lpg industry to develop clear and practical advice for lpg users on their statutory duties.

The Government's response to The ICL Inquiry Report is available at www.dwp.gov.uk/docs/icl-inquiry-response.pdf

Shell May Sell European Business

Royal Dutch Shell is reported to be selling its European lpg gas business. A Sunday Times article in February stated that Shell had hired investment bank Credit Suisse to sell its European lpg arm and North Sea fields.

The company's downstream assets, such as

its lpg sales operations in Europe's mature markets, are not considered essential to its growth plans. Shell is already in talks concerning the sale of its refineries at Stanlow in the UK and Harburg and Heide in Germany, and the sale of its lpg business in Greece is

under review by the European Commission.

Peter Voser, Shell's chief executive, has said he plans to cut costs and sell non-strategic assets this year. In December, the company confirmed that its lpg businesses in India and Pakistan were up for sale.

In 2004, Shell sold its lpg units in Portugal, Brazil, Paraguay, Italy and parts of the Caribbean. Repsol of Spain bought the business in Portugal and said that it had bid for the whole unit. In 2006, Shell said it would keep the unsold lpg businesses as it wasn't offered enough for them.

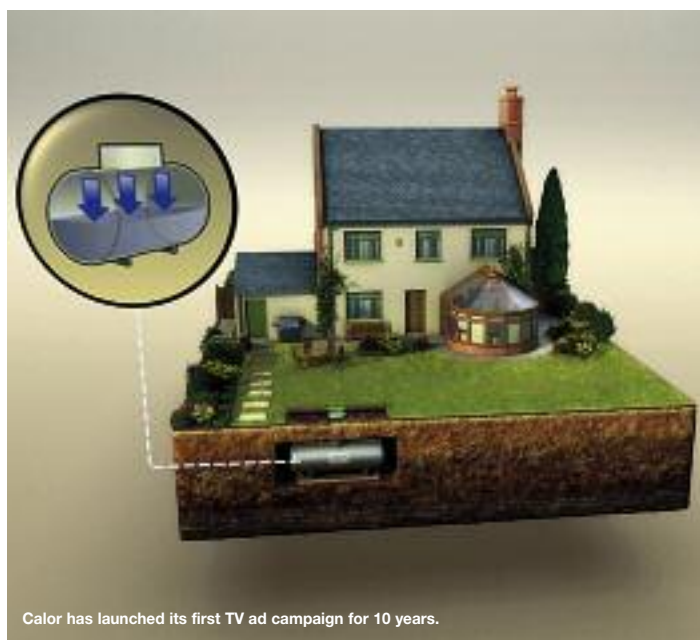
Calor Launches TV Campaign

Calor Gas Ltd has launched a new television advertising campaign, its first for ten years, to coincide with the company's 75th anniversary. Voiced by Stephen Fry, the ad combines the use of CGI animation with 2D and 3D visual effects to showcase lpg as the cleanest burning alternative to oil for rural homes and businesses.

Sarah Haythornthwaite, head of marketing at Calor, said: "In our 75th anniversary year, we are looking to reposition the Calor brand. The new advertising campaign will help achieve this by highlighting our technological advances and our environmental credentials to show our relevance to today's consumers."

Lead creative team on the project, Cogent Elliott's Jason Vinciguerra and Craig Wood, added: "Calor has many innovations to its name and delivers a more advanced off-mains fuel in a more advanced way. We feel that Calor's LPGenius branding is a perfect articulation of this and that its confidence reflects Calor's status as market leader in lpg. Applying this to TV involved striking the right balance between content and tone, which we've achieved by combining warmed up infographics with a few nice, clever little touches."

Contact Calor Gas Ltd on 01926 330088 www.calor.co.uk



Calor has launched its first TV ad campaign for 10 years.



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UKLPG PLANNING TO ADD VALUE

LP Gas talked to UKLPG chief executive Rob Shuttleworth to find out more about the association's move to new premises and its raft of ongoing initiatives.



Rob Shuttleworth.

UKLPG has announced several changes and initiatives for the coming year. The association has also moved into new premises in Kenilworth with the SBGI and its Heating & Hot Water Industry Council (HHIC) division.

Rob Shuttleworth, UKLPG's chief executive, says this improves the association's sustainability and effectiveness in two ways.

He said: "It lowers our cost base by combining business support within a lower cost rental agreement and, by moving into a building with a number of other trade associations, including HHIC, this enables us to establish closer relations with them and keep abreast of developments in other energy related policy. We remain centrally located, in a newly refurbished building with adequate parking and shared use of meeting rooms with the latest facilities."

ADDING VALUE

The association has taken the decision not to replace the position of office coordinator after the departure of Samantha Tolley-Debruyne.

Rob said: "It's very sad to see Sam go, but we are charged with both delivering effective trade association work and keeping costs at an acceptable level, which requires us to reduce our administrative support. This will be a challenge for all of us. For example, to run a trade association in a cost effective way will need members to declare and pay subscriptions

promptly, so that we can focus our time and efforts on more value adding activities."

The association is carrying out a review of its membership offering in order to identify areas where it can add value for its members, particularly equipment suppliers. Proposals, including how members pay their fees, will be sent out to equipment members for their final views and comments, and changes will be rolled out throughout 2010 and into 2011.

Rob said: "The second phase is examining new membership and how to ensure that we are attracting new and existing businesses into the UKLPG fold."

WEBSITE

The association will also update its website to include the World LP Gas Association's generic Exceptional Energy lpg brand.

"The revamp of the UKLPG website is to help position the new global branding of Exceptional Energy, whilst providing an opportunity to better emphasise the work of UKLPG," said Rob. "The work will take place during this summer and will be incorporating elements that are envisaged to add value to UKLPG members, as well as ensure as much helpful information is available online to support the move away from a full public telephone helpline."

LOBBYING

This year, UKLPG will focus on lobbying government and the EU to protect the industry's

interests in proposed initiatives and policies, as well as liaising with the Health & Safety Executive (HSE) and other government bodies on current projects and legislation changes.

"The impact of the Gill Inquiry is still with us, with the Department for Work & Pensions now having published its recommendation, which will require UKLPG, on behalf of the industry, to work closely with the HSE in implementing the measures," said Rob.

"We are responding to the Renewable Heat Incentive consultation with the Department of Energy & Climate Change (DECC), and also will be studying the Treasury announcements on funding. A new consultation on energy performance certificates complements the work that we are doing with DECC on SAP, which are both critical areas for lpg supply to domestic households. I am seeking meetings with Treasury officials in conjunction with the AEGPL with regards to the European Energy Taxation Directive, and keeping a close eye on other directives coming from Europe, such as those on building regulations."

RETRIEVAL SCHEME

The association has been consulting the industry on a centralised cylinder retrieval scheme since the idea was raised two years ago, and is now ready to present its recommended route forward to the industry.

"The board and the working

group have agreed a Code of Conduct that we will ask all cylinder members to sign up to," said Rob. "This will be framed around maximum collection times from civic amenity sites, whether by using a company's own transport or a contractor.

"We will be offering a tender for a single contact point so that local authorities need only contact one place to make a collection. We will be talking to the compressed gas industry regarding this to gauge their interest. The threat of classifying lpg cylinders as waste hasn't gone away, so it's important we get this up and running this year."

TRAINING

UKLPG was also considering investing in its own branded training certification scheme, but has since rejected the idea as it was considered too much of a financial risk.

Rob said: "There was considerable risk in investing members' reserves in entering a new marketplace, and whilst, if all had gone well, there would have been a return, a small variation in the business case showed too much risk. The board are still interested in using the UKLPG brand within the training and competency environment in a way that does not involve upfront capital.

"The current E&U Skills national qualification framework offers the ideal opportunity, if we get it right, to provide a basis for future training market opportunities."

www.uklpg.org

CATCHING THE MOMENT

By Jim Dale, senior risk meteorologist, British Weather Services

...And now for the weather forecast. Or should that read...and now for your P&L forecast? Because for every drop of rain, flake of snow and ray of sunshine, there is a commensurate rise and fall in the demand for goods and services, particularly in the lpg industry.

The winter of 2009/10 was the coldest in the UK and Europe for 30 years and, in certain places, it was the coldest and snowiest for almost 50 years. It gave everybody plenty to think about – much of it at the most basic level of keeping warm and safe.

Of course, it didn't help from a preparation perspective that the UK Met Office forecasted a mild winter, following on from its heavily criticised barbecue summer 2009 forecast, which we all know was a damp squib. That isn't to stamp all over the Met Office's grave; a forecast is exactly that – a forecast – and forecasts in any industry don't always go to plan. But why should the nation rely on a single, albeit dominant, provider when there are equally professional and cost effective alternatives available?

WEATHER ALERTS

Which brings me neatly to British Weather Services. We are Britain's longest established independent meteorological company. Formed in 1987, we service some of the biggest bookmakers in the world, namely Ladbrokes, Bet 365 and Paddy Power – because sport and weather run parallel in terms of impact. We also service the insurance industry, providing weather alerts, short and long term forecasts and verifications after the event, and a whole host of other business sectors.

From those companies we currently deal with, we know plenty about risk, but we don't have a crystal ball. What we do have however is pedigree, flexibility, common sense and a record that says British Weather Services has never lost a client due to inaccurate forecasts.



How does the weather impact on your business?

We also have access to a wealth of global weather models that allow us to compare and contrast likely scenarios, from the short term (now casting) through to the long term (three months ahead). To be at the sharp end of weather changes (particularly when they involve extremes) is to be alerted in advance. We call that 'catching the moment', which can be critical if you want to get or keep your nose in front.

SEASONAL OUTLOOKS

However, the area that we most excel in is seasonal outlooks. We put these out every month for the UK and beyond – focusing on the coming three months, in general and in detail. They are a live and ever changing output, keeping pace with day-to-day and week-to-week developments in both model output and wider scale hemispheric teleconnections, outlining the probabilities and allowing our clients to plan with confidence.

But we aren't just about forecasts. We have realised that the weather can be used as an ideal and indisputable marketing tool to enhance the sale of

products and services. We have innovative insurance related schemes at our disposal based on an agreed weather parameter being reached that rewards our clients' customers, for purchasing from them for example. The same schemes can be used in reverse to protect our clients against the wrong kind of weather – so if you happen to fear a wet and miserable summer, you no longer have to take it on the chin.

So how is spring/summer 2010 currently looking? Without entirely giving the game away, a major driving force behind our weather will be the fact that sea temperatures in the northeast Atlantic start off between 1 and 3 degrees below normal. This is likely to suppress ambient air temperatures, but it'll also help to subdue precipitation, particularly showers.

April showers may well not be as prevalent this year, but it's going to be a slow recovery in terms of seeing much in the way of extremes of heat. That being said, historical trends suggest a good April does not always bode well for a good summer, with a mixed April allowing a

better weather pattern to unfold as the months go by.

If we are going to select a month of dizzy heights this summer, then it has to be July. Now, you might think July nearly always delivers, but you would be mistaken.

OVERDUE

We have to go back to 2006 to find a July that delivered in style, because since then every July has been dull, wet and cool. A decent July is now overdue, therefore it's currently odds on (65 to 35 per cent) that July 2010 will have plenty of sizzling sausages on the go.

So the message is a simple one – take a long, hard look at how the weather impacts upon your business and think seriously about how you might equip yourself to obtain the best possible meteorological advantage. If we can do it successfully for the bookies, we can do it for you too! Meanwhile, as for the summer – all good things come to those who wait!

Contact British Weather Services on 01494 715115
www.britishweatherservices.co.uk

TASCA COMPLETE SOLUTION IN DEMAND

By David Peart, area sales manager, Tasca Tankers Ltd

Tasca Tankers is expecting its in-house vessel manufacturing facilities to make 2010 one of the company's busiest years yet.



Tasca's first complete build was for BATA.

2009 was a dynamic year for Tasca Tankers. We started building lpg vessels in-house and have worked hard to develop and further our relationships with both small independent companies with one or two vehicles, right up to the major gas suppliers and their subcontractors.

From the solid foundations laid last year, 2010 has seen a dramatic increase in the number of enquiries from companies requesting Tasca Tankers to provide complete supply solutions, including the supply of chassis from our extensive network of dealers. We have already received new orders from existing and new customers for builds this year, and our workload for refurbishment and recertification work is increasing constantly. 2010 looks like it could be one of our busiest yet.

FIRST BUILD

Our first new complete build was an 8 tonne payload vehicle for BATA in Malton, North Yorkshire, which has now been fully commissioned and delivered to the customer. We have worked hard with the team at BATA to build a vehicle suitable for the tight rural deliveries that this vehicle is required for, keeping the rear overhang to an absolute minimum, plus designing the vessel to provide excellent roll stability characteristics for use

on rural lanes and farm tracks.

Using our standard modular design concept of bespoke vehicles made from modular components means that not only has the vehicle achieved the 8 tonne payload required, but it has also achieved the customer's requirements under the 18 tonne GVW (including a full road fuel tank and driver) that the vehicle operates at. The concept of modular components means that, if the vehicle is damaged in an accident over the course of its life, we can send out replacement parts direct to the customer, minimising downtime.

Our extensive use of aluminium components and brackets means that we can provide both excellent payloads and reduce the deterioration in appearance from rust due to scrapes and minor bumps.

INTEGRATED SYSTEM

Our new integrated meter/control system, which has been fitted at the rear of the BATA vehicle, has had exceptional feedback from customers who have requested the system. The compact design of the cabinet allows the rear overhang to be kept to a minimum, improving manoeuvrability.

The cabinet brings all the controls that the driver will need to carry out a delivery to one ergonomically designed area,

including remote engine start/stop, pneumatic foot valve/PTO controls (where a clutch type PTO is used), and the meter head, which can be set for either a preset amount or allow a simple start up with the press of a button.

Having received feedback from the drivers of vehicles that are currently fitted with our standard remote control system, we are currently working with our manufacturer to incorporate a litre counter display in the remote handset. This new development should allow the driver to clearly see the volume delivered to a customer's tank when the meter head on the vehicle is out of sight.

We are also looking to bring additional new safety features to our handsets, providing additional ease of operation for the driver. We will bring you more information on this in later issues of LP Gas.

Our design team are currently working on a new 8.4 tonne payload vessel for 18 tonne GVW lpg delivery wagons to maximise the carrying capacity of future vehicles. Tasca Tankers has always believed in continual development of our product to ensure that we provide the customer with the correct product for their application.

It is now six years since ADR was adopted as the regulation for the carriage of dangerous goods in the UK, bringing the

UK in line with our European colleagues. Unfortunately, the derogation that has allowed the recertification of lpg road tankers by the means of non-destructive testing will no longer be allowed for ADR vehicles. However, the VCA/DfT are not looking to harmonise the recertification of 'old' tanks in line with ADR vessels at present, which will allow 'old' tanks to be recertified by means of non-destructive rather than hydraulic testing.

TESTING

We have now completed our first six-year recertification of an ADR vehicle using a hydraulic test. Working with our preferred insurance company, we can offer a full range of in-house testing for both 'old' tanks and new ADR vessels.

Our tank shop currently holds approximately 60,000 litres of water in storage at any one time for hydraulic testing purposes, meaning we can test anything from a small rigid vehicle right through to a 25 tonne payload semi trailer.

Tasca Tankers can offer a complete range of vehicles to meet the customer's exact requirements, ranging from 5 tonne mini bulk delivery vehicles right through to 44 tonne GVW semi trailers. We pride ourselves on providing a better build.

**Contact Tasca Tankers Ltd
on 01924 369007
www.tascatankers.ltd.uk**

BUILDING A GREENER, SAFER FLEET

By Andrew Yeoman, managing director, Trimble MRM

In the end, managing a mobile workforce always comes down to where to spend the money most effectively to balance fleet efficiency and productivity.

Organisations with mobile workforces have always faced a unique set of challenges in the way they manage their drivers and fleet vehicles.

Research conducted by Trimble MRM found that, although much depends on the ability to maximise efficiency and reduce costs, ensuring worker health and safety is becoming a top priority when choosing technology. Trimble's survey of 385 fleet managers revealed that worker health and safety is one of the top three challenges facing fleet managers, and can be a key factor in investing in new technology for vehicles.

Tracking and telematics technology is an already established business tool that offers an almost immediate return on investment. Understanding the location of vehicles and field workers and how they are performing offers companies visibility into field operations, and can also help identify where best practice should be implemented to plug the gaps.

DRIVER BEHAVIOUR

But now devices, such as Trimble's TVG 660, go further by providing fleet managers with real time information on driver behaviour, vehicle condition, fuel and mpg efficiency, as well as CO₂ emissions. As the application of this technology matures, the information it provides is

beginning to cut across a number of different stakeholders within an organisation.

Naturally, fleet managers and operations gain immediate advantage as they use the data to make an instant impact. However, now other business areas, such as HR, finance and sustainability, are starting to utilise the benefits this technology brings to understand health and safety issues or carbon footprint.

INSIGHT

With research by the RAC showing that fleet drivers are twice as likely to be involved in a road accident as the average motorist, it's no surprise that businesses are taking health and safety on the road into consideration when choosing a solution. With exceptional accuracy, companies can now receive information on motorist behaviour in terms of speed, style and harsh braking or acceleration, giving fleet managers a real insight into which drivers may need to regulate their behaviour or additional training.

Understanding the metrics that could lead to an accident is not only vital in protecting the driver themselves, but other road users too. As well as the moral and legal responsibility, preventing accidents also mitigates other financial consequences associated with a vehicle being off the road, from

repair costs and leasing charges to increases in insurance premiums and loss of work.

Another reason for worker health and safety being at the forefront of fleet managers' minds is the increase in legal responsibility. Introduced over the past few years, legislation, such as the lone worker directive and Corporate Manslaughter Act, are forcing those companies that hadn't previously prioritised their safety obligations to take ownership of any potential issues. Companies rightly spend time and effort in ensuring health and safety in the office, and it's now ever more crucial that similar or higher standards apply to those workers out in the field.

ALERTS

Many organisations now run 24-hour fleets, meaning there are lone workers operating at night on badly lit roads or in bad weather. Tracking and telematics technology not only provides location information but a range of alerts and alarms to offer the worker and the company peace of mind.

In addition to worker safety, 'going green' is now a pressing issue for any business with vehicles out on the road. Road transport now equates to the third largest source of UK greenhouse gases and more than 20 per cent of total emissions, so fleets of all

sizes need to recognise that minimising emissions is key to not only achieving a greener fleet but a cheaper one.

There is no doubt that the Government has an aggressive and punitive agenda when looking to decrease CO₂, and penalties look set to increase if targets are not met. The first step in reducing emissions is an understanding of where fuel wastage is occurring and today's in-vehicle technology can certainly help discover problem areas.

DIAGNOSTICS

At Trimble, we have seen a huge increase in market pull for technology that accurately identifies fuel use, and the introduction of our diagnostics solution has helped customers address this. Diagnostics takes information directly from the vehicle, showing fleet managers exact mpg and emissions in real time so they can identify and mitigate unnecessary fuel use caused by bad driver style, poor vehicle condition, speeding or even idling.

Once businesses can actually identify where improvements can be made, it's a much easier step to then make them and achieve their goal of a cheaper, safer and greener fleet.

Contact Trimble MRM on 01473 696300
www.trimble.com/ukmrm



Health and safety is one of the top challenges facing fleet managers.

CARAVAN CLUB INVESTING IN LPG CHP

The Caravan Club is using lpg-fired CHP to help fulfil its green ambitions.



The Caravan Club has installed lpg CHP at its Hillhead site in Devon.

The Caravan Club's Hillhead site in Devon is using a Dachs lpg combined heat and power (CHP) unit supplied by Baxi-SenerTec UK to heat and power its communal areas and outdoor swimming pool.

Four 4,000-litre lpg storage tanks serve the 22-acre site for heating, hot water and cooking, and the club has found that CHP can reduce its primary energy needs by up to 30 per cent in line with its increasingly environmentally driven agenda.

THERMAL ENERGY

The Dachs CHP generates electricity from lpg and uses the heat produced in the generation process as thermal energy. The 12.5–15.5kWth thermal output from the CHP unit is used for space heating and domestic hot water, and to heat the swimming pool. Meanwhile, the 5.5kWe electrical energy generated onsite is used for general electrical and communal lighting needs for areas, such as the bar, restaurant, café, games room,

shop and laundry facilities.

By generating heat and electricity from a single source, CHP can deliver overall fuel efficiencies of 79–92 per cent. Teamed with lpg, CHP is an ideal solution for generating maximum efficiency for complexes, such as holiday parks.

David Eley of David Eley Associates, the independent consulting engineer employed by the Caravan Club to design the project, said: "It was very easy to install the unit, and we've been impressed with how quiet it is – this is obviously an important benefit for leisure applications. We believe there will be significant carbon and cost savings, especially if the swimming pool is used year round

instead of just on a seasonal basis."

To work efficiently and significantly reduce carbon emissions and energy costs, a CHP unit needs to be installed in an application with appropriate thermal and electrical demands. The ideal situation is to have a base heat load for most of the year to allow the CHP to run, and a demand for the electricity that it generates. Having an outdoor heated swimming pool and a constant demand for heat and electricity for communal areas made the Hillhead site ideal for the Dachs CHP unit.

David said: "Where renewable and low carbon technologies are concerned, you can't take a one size fits all approach. We've

looked at various technologies for the Caravan Club and have installed different solutions at different locations, as what works well at one site might not be appropriate for another. Fortunately, Hillhead has ideal thermal and electrical base loads for CHP, giving us the opportunity to properly utilise this technology.

"We also believe lpg is cleaner than other non-mains fuels, and is more appropriate for lower temperature condensing technologies, such as CHP and condensing boilers."

LOW CARBON

Over 100 years old, the Caravan Club is evaluating a range of renewable and low carbon technologies for its sites. These technologies are being installed across the UK, at sites where they are most viable and have the greatest potential to deliver optimum cost savings and environmental benefits.

The Caravan Club was keen to assess CHP technology, and will now be able to monitor its success via the Hillhead site. In addition to the CHP unit, Hillhead's heating and hot water needs are served by condensing boilers and separate hot water cylinders, also fuelled by lpg.

Wayne Brown, manager at the Hillhead site, said: "Hillhead has a sound environmental policy in place. Not only are we investing in new technologies, but we have a plan to promote species diversity and encourage good environmental practice from employees, site workers and visitors."

Contact Baxi-SenerTec UK on 01926 478 320 www.baxi-senertec.co.uk



Baxi-SenerTec Dachs-SE.

LPG FUEL CELL BOILERS TO RIVAL RENEWABLES

Launching in 2012, Ceres and Calor are developing an lpg fuel cell boiler to help reduce carbon emissions and rival renewable technologies.



The lpg fuel cell boiler aims to generate up to 80% of the average property's electricity.

Ceres Power, the AIM-quoted alternative energy company, and Calor Gas Ltd announced a partnership last year to develop a residential combined heat and power (CHP) product operating on lpg.

Under the terms of their agreement, Calor will pay £2.5 million to Ceres during the development and trialling of the lpg fuel cell boiler, including an upfront payment of £1 million. In addition, Calor has placed a call off order for 20,000 lpg fuel cell boilers in aggregate over a five year period for the UK market.

A fuel cell is a stainless steel plate perforated by thousands of tiny holes and coated in thin layers of ceramic ink. Air passes down one side of the plate and fuel passes down the other. Both electricity and heat are generated through an electrochemical reaction.

FUEL CELLS

A number of fuel cells are combined into a 'stack' that can generate most of the power needed by a typical UK home in a year. The stack is integrated into an lpg boiler that can be connected to an lpg source and a household's central heating, hot water and power.

In February, the Department of Energy and Climate Change (DECC) announced the introduction of a Feed-in Tariff (FIT) from April 2010 for residential micro combined heat and power. The FIT is designed to increase the amount of locally produced green energy as a contribution to the shift of the UK energy mix to low carbon. The FIT will provide a financial

incentive to homeowners for small-scale low carbon electricity generated in homes.

Peter Bance, chief executive officer of Ceres Power, said: "We are pleased that the UK government has recognised the low carbon benefits of fuel cell micro CHP. We believe this incentive will accelerate the uptake of our low carbon micro CHP products by increasing the financial benefits to households. This will also create green jobs and be a major boost to the UK economy."

Under the FIT, for ten years a household will receive a generation payment of 10p/kWh for all electricity generated, plus an additional export payment of 3p/kWh for any electricity that is not consumed in the home and is fed back into the grid. As an example, an annual electricity generation of 3,500 kWh, of

which 10 percent is exported to the grid, would give a household an annual cash back of £360.

Ceres and Calor intend to maximise sales of their lpg fuel cell boiler by addressing not only existing lpg customers, but also the more than 2 million homes and small businesses using oil, solid fuel or electrical heating. Calor says the new technology offers a radical alternative to the Government's renewable energy measures.

Under the current Government strategy to hit its target of reducing carbon emissions by 34 per cent by 2020, nearly £60 billion will be needed to fund a switch to energy sources, such as biomass (wood chip boilers) and wind turbines, which are the officially preferred technologies for reducing emissions. Ministers are committed to raising the renewable element in energy

generation from 1.5 per cent to 15 per cent by 2020.

Ceres' fuel cell boiler, to be launched on lpg in 2012, will aim to generate up to 80 per cent of the electricity required at the average property. British Gas is developing a similar system to be used on natural gas that will hit the market next year. Calor says the new boilers will not place a burden on the economy, in contrast to the Government policy on its preferred biomass boilers, since they already exist or are close to market.

CARBON EMISSIONS

Paul Blacklock, head of marketing and corporate affairs at Calor, said: "We fully support the urgent need to cut carbon emissions and the appropriate use of renewable technologies. But we think the Government's current wholesale reliance on renewables will not deliver the goods and is not affordable. The new technology we are developing with our partners will ease the burden on consumers while ensuring the UK hits our all important carbon emission reduction targets."

Calor estimates that the technology will save around £60 billion and reduce domestic gas bills from their current projected increases by 30 per cent by 2020. Electricity bills would fall by 15 per cent from current projections.

**Contact Ceres Power on
01293 400404
www.cerespower.com**



Fuel cell stack.

Flogas Teams with Celebrity Chef

Flogas has teamed up with Michelin starred chef and TV personality Marco Pierre White to launch HeavenChef, a new range of barbecues and portable grills. The range includes the MarcO-Grill, which is available in two different sized models, 1000 and 3000, and features a built in regulator and O-Gas propane canister. The barbecue can also be used with a larger cylinder via a propane connector kit.

Flogas managing director Henry Cubbon said: "We are delighted to be partnering Marco Pierre White and to be launching the MarcO range. Marco's professional experience and personal lifestyle are closely reflected in the features of the range and we look forward to working together in the future to develop and grow the collection.

"By stocking a range of leisure appliances, such as the new HeavenChef range, not only does it offer another revenue stream for lp gas suppliers



Flogas has teamed up with Marco Pierre White to launch HeavenChef.

during quiet periods, but it also acts as a vehicle to increase sales of leisure cylinders this summer. New technologies, such as portable and disposable

gas canisters that contain a higher concentration of propane, giving better performance in terms of heat and efficiency, are attractive to a different market

and are easy to stock."

Contact Flogas UK Ltd on 01246 473445
www.heavenchef.co.uk

DRU Launches Global Lpg Fires

DRU, one of Europe's largest producers of glass fronted contemporary fires, has launched a new selection of lpg compatible models for spring.

Milo is the latest model in the DRU Designer Collection

of glass fronted gas fires for contemporary settings. A balanced flue model, it can be installed into an existing chimney or into a room with no chimney, providing there is an outside facing wall. It has a log fire display that can

be seen from three sides and a floating hearth, which is available in either ivory or anthracite finishes.

DRU is also launching its Global range, mid price range fires designed for UK and Irish homes with standard

size chimneys. The Global models are glass fronted, balanced flue frameless fires that can either be installed as 'hole-in-the-wall' models or combined with fire surrounds.

There are three balanced flue models – Global 70, 70XT and 100. They all have a remote control, logs or pebbles, and a flame picture, and include DRU's Maxvent system, which provides forced air ventilation inside the fire to produce 25 per cent more convected heat from the same energy source. The Global 90 CF is a conventional fire that can be inserted directly into a standard chimney opening without the need for flue pipes or liners.

Contact DRU on 0161 793 8700
www.drufire.co.uk



DRU Global 100.

Lpg Dry-Soft Tumbles Drier



Rinnai Dry-Soft tumble drier.

Rinnai UK Ltd has launched its Dry-Soft tumble drier, available in an lpg powered model, which is approximately 70 per cent more powerful than an electric drier, reducing drying time and energy consumption. Weighing 27kg, the Dry-Soft can also be wall mounted to save floor space.

Rinnai says the domestic machine will cost an average of £35–50 per annum to run, providing a comparable saving of up to £300 per year for a heavy domestic user of an electric drier. The machine can also be used by small businesses, such as salons and caravan parks.

Features include a 6kg load, five drying programmes to suit different fabrics, humidity sensors, quiet operation and a two-year warranty. The product must be installed by a Gas Safe registered engineer.

Contact Rinnai UK Ltd on **01928 531870**
www.rinnaiuk.com

Elaflex Website Evolving

Elaflex Ltd has launched its updated website at www.elaflex.co.uk. Anton Martiniussen, managing director at Elaflex, explained that UK customers can now select products from the company's online catalogue, and configure their own hose assemblies and Slimline 2 nozzles.

He said: "There is a good section of lpg hoses and we believe the website offers our UK customers easy navigation through our product lines. Customers can also receive

quotations on request and look up their account data. The site will continue to evolve and I hope that businesses will take the opportunity to open accounts, explore the site and trade with us on it."

Contact Elaflex on 01992 452950
www.elaflex.co.uk



Elaflex has launched its updated website.



TPA has appointed two UK distributors.

TPA Appoints UK Distributors

TPA Engineering Ltd, based in Oxfordshire, the European division of TPA Metals, has announced a change in its distribution strategy.

Neil Ormrod, managing director of TPA Engineering, said: "The initial five year lease on our warehouse is coming to an end in April and, with high rent and ridiculous business rates, it made sense to explore different avenues for the future – these overheads really are dead money. We have taken the decision to use external independent logistics operations for our future distribution and have

appointed two companies to distribute our regulators – Unipart Leisure & Marine Ltd and Lifestyle Appliances Ltd – both of whom are high quality specialists in distribution."

Neil says TPA is not reducing its standing in the UK and Europe, but looking to expand further, with new products due to bolster its existing range of regulators, cylinders, cylinder valves, barbecues and camping products.

Contact TPA Engineering Ltd 01527 501670
www.tpagas.com

LPG FIRES



Milo is the latest model in the DRU Designer Collection of glass-fronted gas fires. It is a balanced flue model, which can be installed into an existing chimney or into a room with no chimney. It has a large and impressive log fire display that can be seen from three sides and a floating hearth, which is available in either ivory or anthracite finishes.

Milo is operated by electronic remote control and can run on natural gas or LPG.

Tel: **0161 793 8700**
www.drufire.co.uk

Calor Launches Incentive Scheme

Calor Gas Ltd has launched a new incentive scheme aimed at gas and oil installers who lack the experience of working with lpg, as well as those currently installing lpg systems. Installers signing up to the scheme will receive marketing material and use of Calor's LPGenius logo, local PR support, £200 towards the cost of gaining an lpg ACS certificate for the first 100

installers to sign up, £100 cash incentive for any converted lead with incentive doubled between April and June, and an annual bonus based on the total number of conversions submitted across the year.

Laura Luty, bulk market manager at Calor, said: "Becoming an LPGenius with Calor can really help installers boost their business, as lpg

provides a great opportunity to be able to offer more services to more customers. Calor has been delivering solutions for off-mains gas areas nationwide for 75 years and we are continually investing and innovating to ensure we are powering rural energy technology for the future."

**Contact Calor Gas Ltd on 08000 113071
www.calor.co.uk**



Calor has launched a new incentive scheme.

Lifestyle Growing Market Share

Lifestyle Appliances Ltd has announced its appointment as an official distributor of TPA industrial gas products in the UK and Ireland.



From its warehouse in Redditch, Lifestyle will distribute the full range of TPA industrial gas equipment, including changeover regulators, propane and butane regulators, hose assemblies and fittings.

Lifestyle's managing director Frank Spencer said: "This appointment further strengthens the profile of Lifestyle within the industrial gas equipment supply industry. The agreement is the latest positive move in Lifestyle's drive towards greater recognition within the equipment supply industry. Coming so soon after the launch of our new industrial gas catalogue in December, I am confident that Lifestyle is growing its industrial gas equipment market share steadily and progressively."

"Lifestyle's equipment catalogue has been well received within the industry, and is being recognised as one of the most comprehensive industrial lpg product catalogues produced. The appointment of Steve Goldsworthy from Continental in May, and now our appointment as distributor for TPA products, serve to demonstrate our commitment to the ongoing long term supply of industrial gas equipment in the UK and Ireland."

Lifestyle Appliances also supplies leisure products, including barbecues and patio heaters. Contact Lifestyle Appliances Ltd on 01527 65126
www.lifestyleappliances.co.uk

Lifestyle's equipment catalogue.

Canongate Setting New Level

Canongate Technology Ltd will be promoting its VesselCheck ST1AD tank level monitoring system at the 2010 AEGPL Congress, part of the 23rd World LP Gas Conference on September 28–October 1.

Iain Crolla, internal sales & marketing manager at Canongate, said: "We welcome all delegates to come along and watch our full product demonstration."

The VesselCheck ST1AD is a non-invasive lpg level measurement system that uses an ultrasonic sensing technique to monitor lpg levels without requiring access to the inside of the vessel. A sensor is bonded to the outside of the vessel and sends a pulse of

ultrasound through the vessel wall and liquid.

The pulse is then reflected off the liquid surface and received by the sensor. The signal is sent to the processor unit where the liquid height is displayed.

Iain said: "The recently launched ST1AD system includes an ATEX processor and display unit, which means it can be mounted beside the tank in a hazardous area. Previous models required the unit to be placed in a safe area. It can also be linked to a telemetry system, meaning the data can be sent to a PC or mobile phone, giving the operator complete peace

of mind.

"The ST1AD completes Canongate's lpg level measurement product range, having provided solutions to the world's leading lpg suppliers for over 15 years. The company has gone from strength to strength within the industry and, thanks to our highly successful distribution channels, we now have hundreds of installations across the world. The company's ongoing lpg business development team have this year already negotiated trials in Ireland, Dubai and Brazil."

Contact Canongate Technology Ltd on 0131 448 0786
www.canongatetechnology.co.uk

LPG MAKING SWEET MUSIC

Intergas UK has helped artist Jon Large create a musical instrument powered by lpg.



Jon's Fluxweed is an eight note pyrophone.

Artist Jon Large has sculpted a musical instrument, known as a pyrophone, that utilises heat and fire fuelled by lpg to create acoustic frequency resonances. Named Fluxweed, it is an external combustion device that features steel organ pipes excited by both the initial gas pressure and subsequent fuel/air combustion.

Jon, based in Manchester, has been sculpting for more than 25 years, undertaking commissions in a range of media and styles, and usually collaborates with a small artistic group called The Pressure Company on a project basis.

Jon said: "Fluxweed was a small solo project. I was invited to create a new sound device for an event called Heat The Streets in Blackpool in February. The form of the sculpture was inspired by an illustration of the fluxweed plant in Culpepper's Herbal, a classic botanical handbook."

Intergas UK, based in Sunderland, supplied Jon with brass connectors and custom length hose assemblies and fittings for the instrument.

CUSTOM BUILT

Kevin Tetchner, managing director at Intergas UK, said: "We supply general lpg products to the trade, but we also manufacture different equipment to customers' specifications. We already supply many customers with custom-built assemblies and, through a customer who uses us for this, John contacted us to see if we could help him.

"When we were told about the project Jon was undertaking, we were very excited to be part of it and were keen to help Jon by making the particular equipment he needed. Jon required a whole range of various brass connectors and special length hose assemblies with various fittings attached. These items are not standard catalogue products but, with our large range of contacts and technical expertise, we were able to help Jon get the specific items he required.

"When we saw the instrument for the first time, we were amazed at what Jon had made. We thought it was fantastic. We will be showing the instrument on our website to promote both Jon's creation and to give an example of the unusual projects that we can help with."

Fluxweed will be developed further with the addition of bass frequency pipes for the 'roots', sound modulated flame bars on the leaves and a small number of percussive 'jets'. It was created to be hired out as a

stand-alone attraction for events, and to join Jon's collection of sound devices for performance in an ensemble.

Jon said: "Intergas UK were very helpful in providing advice on the appropriate equipment required, and supplied a variety of valves, brass hardware and lpg hose assemblies for the supply, distribution and control systems."

Fluxweed will next be shown at Glastonbury Festival in June. Jon is currently busy fabricating additional parts, and intends to create more instruments that work with lpg. His next major project will be The Sound Circus – a touring ensemble of interactive sound devices for outdoor events.

SONIC PALETTE

He said: "I've a number of designs for more kinetic and animated mechanical sculptures. The idea is to build a complete 'sonic palette' of lpg devices, starting with Fluxweed and expanding the devices with future commissions. A key design requirement in developing the piece was to enable all the lpg and electronic systems to be reconfigurable into new sculptures, with lower costs and engineering overheads."

More information about Fluxweed can be found at www.accidentalassociates.co.uk

**Contact Intergas UK on
0191 548 5000
www.intergasuk.co.uk**



Fluxweed's first show was Heat The Streets in Blackpool in February.

New Company Fills Lpg Hire Gap



Auto LPG Vehicle Hire will provide low cost, low carbon vehicle hire.

New vehicle hire company Auto LPG Vehicle Hire Ltd aims to provide businesses with a low cost, low carbon vehicle hire solution.

Prins Autogas UK Ltd and Beaumont Roberts Insurance Brokers have partnered to create Auto LPG Vehicle Hire Ltd, the UK's first all lpg vehicle hire company. Based in Wolverhampton, the company aims to provide business customers with a range of lpg vehicles for short-term hire.

Co-director Oliver Roberts said: "We saw a gap in the market – many vehicle hire companies are unable to provide lpg vehicles at all. Customers that already run lpg vehicles want to run them all the time so, when it comes to short-term

hire, they want to stick with lpg. Our new service ensures businesses that want to use lpg vehicles don't have to suffer the inconvenience and expense of running dirty diesel or petrol."

Auto LPG Vehicle Hire offers hire terms from a week up to six months and can also provide accident courtesy vehicles and management services. The company says that an lpg only service will help businesses control vehicle running costs, and also promises to match its competitors on hire cost.

Oliver said: "The partnership was formed when Beaumont Roberts saved Prins a lot of money on its insurance premiums. Prins' Billy Sohal, also a co-director of Auto LPG Vehicle Hire Ltd, is working hard

to convert all our new vehicles with the latest Prins lpg systems, and contacting his lpg fleet customers and lpg installers across the UK to offer this fantastic facility.

"I my lpg fleet clients and in favour of using our service for their future vehicle hire. We can, of course, also offer a conversion service for companies looking to run their fleets on lpg, and huge savings on insurance, as Beaumont Roberts is a leading specialist in the lpg insurance field."

Auto LPG Vehicle Hire will offer new Ford Transit and Citroen Berlingo vehicles for hire.

"Our customers will be businesses looking to save vast amounts on their transportation costs," said Oliver. "The main savings will be achieved when the vehicles are refuelled prior to handing back. The fuel savings are well over 50 per cent with lpg, thus giving the hirer a possible two days' extra hire free.

"We aim, in time, to expand our service, as we are confident that we offer a uniquely appealing fleet solution. In the near future, our range of vehicles will grow to match our customers' needs."

Auto LPG Vehicle Hire also offers an accident management facility, recovering driver, passengers and the vehicle following a fault or non-fault accident.

Oliver said: "We have 54

repairers in our network across the UK and this means the vehicles will be repaired as a priority. A courtesy vehicle will be provided so there is as minimal disruption to the customer's business as possible. Our accident management company will deal with the claim in full and also deal with the insurer to secure a speedy settlement. As the claim will be reported at the scene of the accident, it'll be a fresh report, so fault can be ascertained immediately."

The company aims to increase its fleet across the UK to 40 vehicles by the end of its first year and will have vehicles in major cities, including London, as all of its vehicles are congestion charge exempt.

Oliver said: "Our goal for the first 12 months is to provide companies with an alternative to the usual vehicle hire options, i.e. petrol and diesel vehicles. We believe that lpg vehicle hire will save huge amounts for businesses across the UK. We are confident that, even in the current economical climate, our business will save our customers money on ever increasing transport costs for UK businesses, and the cost of fuel at the pumps currently reiterates this need."

Contact Auto LPG Vehicle Hire Ltd on 08000 949411
www.autolpg-vehiclehire.co.uk

Lpg Hummer Announced

Although Hummer announced in February that the brand would be closed down, German tuner GeigerCars has brought out its H2 Bomber, a customised Hummer with rubber tracks available with an lpg conversion with a 155 litre fuel tank.

GeigerCars says the vehicle is a "new dimension of fun" and "even extreme gradients are handled without a sweat".

The Mattracks 88M1-A1 rubber tracks, 40cm wide

and 150cm long, can be used on virtually any type of terrain, and GeigerCars is aiming the vehicle at the agriculture industry, emergency services and for expeditions. The eight-cylinder engine gives 398bhp and 574Nm torque and extra headlights are fitted on the roof. The interior is finished in matte silver and the rear view camera has a monitor in the rear view mirror.

Contact GeigerCars on +49 8942 716413
www.geigercars.de



Hummer H2 Bomber.



Team Aon will race two lpg Ford Focus in the British Touring Car Championships.

First Lpg Cars Race in BTCC

Mountune Racing has announced its new lpg-powered engines will be used by Team Aon in the 2010 Dunlop MSA British Touring Car Championship (BTCC), the first ever lpg cars in the 30 race BTCC. Mountune Racing has been working on developing and refining the new race engine since the end of last year.

The engine is based on the Mountune Racing Ford Focus 2 litre Duratec engine that the team successfully used in the latter half of the 2009 season. The new engine features a Garrett turbo charger and produces 275bhp.

Roger Allen, general manager at Mountune Racing, said: "We are pleased that we have been able to develop a competitive race engine fuelled by lpg, and

we are very happy with the end result. We are looking forward to another successful season with the team, and hope to continue to build upon last year's successful end to the season."

The first prototype engines were collected by Team Aon at the beginning of February and have since undergone a series of successful tests both in the UK and Spain.

Driver Tom Onslow-Cole said: "I can't wait to take the new car out and see what it can do in a competitive environment. We already know lpg is a greener fuel than petrol, so if it also proves to be a race winner, I'm sure I'll be driving a car powered by the fuel of the future."

The two vehicles were converted using a specially designed Prins liquid lpg system.

The lpg component parts, adapted from the soon to be released Prins LI conversion kit, have been hand built for the project by Prins Autogassystemen BV of Holland.

The component development project was managed by Will Putter, commercial director at Prins Autogas UK. He said: "Working closely with Paul Onslow-Cole, Tom's dad, it has taken two years of serious negotiations and technical development, but this project is going to prove a winner on the tracks."

As well as financial assistance, team sponsor Calor will also provide all fuel for the cars and technical support to Team Aon.

Chris Taylor, autogas development manager at Calor,

said: "The launch of the first competitive lpg car specially developed to suit a motorsport environment is testament to the hard work that has gone into improving performance for autogas vehicles. We've been delighted with how it's worked on the test track and we're very much looking forward to watching both drivers in action during the new season."

"In a climate where motorsport is under intense scrutiny for its contribution to carbon emissions, it's never been a better time to show how lpg, as greener alternative fuel, can help to power the sport with a reduced environmental footprint. And the best thing is, similar technology can be applied to nearly all petrol vehicles, on and off the track."

Five-Year Commitment Continues

UKLPG says that, following its representations to the Treasury, fuel duty on lpg autogas will go up by only 2.685p per litre after the Chancellor's Budget, whilst duty on petrol and diesel will go up by 2.76p per litre. The Chancellor also announced

that all fuel duty would rise by 1p per litre in real terms in April 2014, continuing the Government's five-year commitment on fuel duty.

Mike Chapman, autogas manager at UKLPG, said: "As regards the differential in duty lpg has with petrol and diesel,

the Government headline commitment is that this differential would not decrease by more than 1p per litre per year. However, in practice, we are seeing the differential increase to our advantage."

From April 1, the alternative fuel car discount on vehicle

excise duty will be £10 per year for all cars registered after March 1 2001.

Mike said: "UKLPG will be lobbying the future government to reflect lpg's carbon savings in the alternative fuel car discount." www.uklpg.org



Introduction & Welcome...

I am really excited about our conference now just over a month away. We have changed the format this year to make it one of the most cost effective conferences that we have ever run and compared to others. We have top flight speakers coming from the USA and Europe to focus us on the opportunities for LPG. I am really proud of the work that has gone in to bring this impressive line up together and I really do believe it is vital that each of our members are represented at this conference. The AGM is taking place the afternoon of the 18th May, following workshops on cylinders, LPG autogas and technical issues; as a membership organisation I urge you to be there to discuss UKLPG's current activities and let the Board and the team know where you want UKLPG's efforts to be focused.



Full details on the conference are available from our website. Just go to www.uklpg.org and click on our Events Page.



Members Lounge

Don't Forget to Book – UKLPG Exceptional Energy Conference 2010

18th & 19th May at Wyboston Lakes, Bedford. Go to our website UKLPG Events Page for full details.

The Competition Commission Orders are being reviewed

The OFT have confirmed that they will be publishing a revised tank formula calculation to accommodate the revision of steel prices which is due to be made available on the first anniversary – 13th April 2010. Domestic bulk gas suppliers should also note that there is a new number for consumers to request information packs to switch their LPG supply. The number is 01926 513753. Please help us by not presenting this as a "helpline" – this number goes straight to a voicemail facility only.

Government Responds to Lord Gill's Recommendations



On Thursday 18th March 2010, Yvette Cooper, Secretary of State for Work and Pensions announced measures to be taken forward by government in response to Lord Gill's recommendations. The announcement re-enforced the action already being undertaken by the industry, in terms of the replacement of underground metallic pipework for PE (plastic).

Ms Cooper said, "We are taking steps to strengthen gas safety on site in future" and went on to elaborate, "We will also take steps to raise awareness amongst LPG users of their responsibilities within the existing legislative framework and ensure they comply with safety standards, underpinned by appropriate enforcement activity."

What this will mean is the introduction of installation records for LPG users, registration of LPG suppliers, and clearer demarcation of responsibilities between users and suppliers. Suppliers will need to produce an asset register and users will receive improved guidance to ensure they meet their legal obligations.

On the same day as the announcement, the Health and Safety Executive published the report: Risk Assessment of Corrosion, Leakage of LPG from Domestic Underground Service Pipework (TTAC report) which was undertaken on behalf of the HSE by TTAC Ltd.



National Cylinder Recovery Scheme

The Board and the working group have agreed a Code of Conduct which we will ask all cylinder members to sign up to. This will be framed around maximum collection times from civic amenity sites whether by using a company's own transport OR a contractor. We will be offering a tender for a single contact point so that local authorities need only contact one place to make a collection. We will be talking to the compressed gas industry regarding this to gauge their interest. The threat classifying LPG cylinders as waste has not gone away so it is important we get this up and running this year. A full update will be part of a Cylinder Workshop at the UKLPG Exceptional Energy Conference.

The LPG Training Working Group

...have met and created the first drafts of the new occupational standards for LPG. They are due to meet again on the 29th March and a full update will be available in the next few months.



In January the Board gave approval to major changes to the Approved Installer Scheme to add bite to the Scheme for installers and portray a more modern and professional image to consumers and outside agencies.

These changes, resulting from an independent consultants review include:

- Stronger enforcement of standards
- Support for installers in dealing with customer complaints, including the adoption of a low cost arbitration service
- Strengthen the brand and gain outside consumer recognized accreditation for the Scheme

Budget 2010



Fuel duty on petrol and diesel will go up by 2.76p per litre in the current year whilst, following representations from UKLPG to the Treasury, the duty on LPG will go up by only 2.685p per litre.

As regards the differential in duty we have with petrol and diesel, the government headline commitment is that this differential would not decrease by more than 1p per litre per year. However, in practice we are seeing the differential increase to our advantage:

- Year beginning 1/4/2009 – Petrol / diesel increase 3.84p whereas LPG increase only 3.45p
- Year beginning 1/4/2010 – Petrol / diesel increase 2.76p whereas LPG increase only 2.685p
- This means that the differential will be at its highest ever amount at 42.43p

The Chancellor also announced that all fuel duty would rise by 1p per litre in real terms in April 2014 ensuring the 5 year commitment on fuel duty is continued.

The Details

Fuel duty increases in the coming year are being phased in as follows:

- With effect from 1/4/2010 – Fuel duty on petrol will go up 1p per litre to 57.19p
- Fuel duty on LPG will go up 1.43p per litre to 15.265p
- With effect from 1/10/2010 – Fuel duty on petrol will go up 1p per litre to 58.19p
- Fuel duty on LPG will go up 0.71p per litre to 15.975p
- With effect from 1/1/2011 – Fuel duty on petrol will go up 0.76p per litre to 58.95p
- Fuel duty on LPG will go up 0.545p per litre to 16.52p

VED

With effect from 1st April 2010, for cars registered after the 1st March 2001, the Alternative Fuel Car discount on vehicle excise duty will be a standardised £10 per year for all cars. UKLPG will be lobbying the future government to reflect the carbon savings in the discount.

Autogas News

- Greater promotion of the Scheme and marketing support at a local level to help installers gain more conversion business
- Launch of a web based Vehicle Register to assist in bringing about all the above and help the insurance companies implement more effectively their current policies of support. Crucially this database will include those vehicles converted by approved installers as well as those inspected by them and found to

significant contribution to the costs involved. As a result, workshops have been held with representative groups of installers and equipment suppliers to draw up the detailed specification for the Register and developers have been appointed. We are on target to have the Register built and tested with a small number of installers and a training package produced ready to launch to all installers this summer.

Alongside this, work has already been undertaken with the Association of British Insurers who support the proposals and believe the Vehicle Register will be well

Looking ahead to the Vehicle Register and Beyond...

be safe. UKLPG is arranging for existing certified conversions to start the Register off and in future only Approved Installers will be able to put vehicles on the Register

Autogas suppliers, LPG vehicle conversion equipment suppliers and approved installers were canvassed with the details and the support has been overwhelming, both in terms of agreement and also to provide a

used by their members – a view endorsed by those insurance companies we have contacted direct.

I really believe that these changes will make a significant difference to our industry and will be working hard in conjunction with industry members to bring about their implementation as soon as possible.

Madrid

23rd WORLD LP GAS FORUM

incorporating

• 2010 AEGPL CONGRESS
• 25th AIGLP CONFERENCE

CONFERENCE & EXHIBITION

28th September – 1st October 2010
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www.wlpgasforum-aegpl2010.com

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WORLD LP GAS ASSOCIATION
WWW.WORLDELPGAS.COM

To Train or Not to Train

Clive Aisbitt is a partner at RLR Services, a training provider in a niche market – 80 per cent of its business involves driver training for the carriage of dangerous goods (ADR). He says that, regrettably, one of the first things that most employers do in a recession is cut training costs.

He said: "While I understand the reasoning – paying out money when you don't have as much coming in – it is fundamentally flawed. Cutting back on training when money is short has a knock on effect.

"If work is short, drivers and vehicles are sat idle. Ultimately, this will result in staffing cuts. By embracing training as a means of occupying drivers' time, enhancing drivers' skills and retraining in core knowledge, companies can improve the quality of service they provide to their customers.

"Some of our customers have embraced this concept. They recognise that carrying out necessary and compulsory training when business is quiet relieves the pressure when business starts to pick up. How often have we heard the statement 'I can't release the driver that week because we've got too much work on'?"

"In several cases, this has resulted in drivers' ADR licences running out – and, in one case, the driver being sat in the transport yard for three weeks waiting for his new licence to arrive before he could go back out on the road on full pay. Training when business is quiet reduces the need for agency cover or overtime when business is booming."

RLR Services has also embraced the requirement for periodic Driver CPC training.

Clive said: "We have formed the National Driver CPC Consortium with several other providers and registered a variety of courses with JAUPT. With a number of options for the employer, we aim to provide high quality, relevant training for the modern driver.

"Companies also need to make sure that they get the training their business needs – not what the provider wants to deliver. Training must be relevant to the business."

Contact RLR Services on 01225 775252
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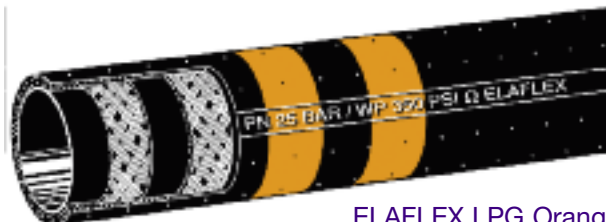
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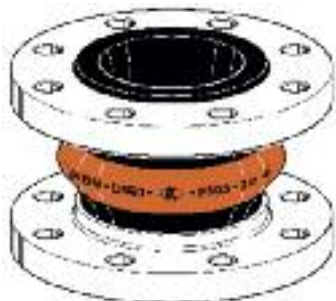
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