

OCTOBER/NOVEMBER 2009



LP GAS

THE VOICE OF THE INDUSTRY



HEATING IN TRANSITION

Autumn brings the transition from outdoor to indoor living.

ALSO IN THIS ISSUE:

METERED ESTATES

CYLINDER FILLING

TRAINING

The brand new LPG portable heater range from Calor. From functional to funky, they're super Sir (or Madam).

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CONTENTS

OCTOBER/NOVEMBER 2009

4	NEWS
6	OUTDOOR LEISURE
12	NOVAGAS
13	METERED ESTATES
14	BULLFINCH
15	CYLINDER FILLING
16	PRODUCTS
20	AUTOGAS
22	UKLPG NEWS
24	TRAINING
26	SPECIALIST SERVICES

THE VOICE OF THE INDUSTRY GETTING THE MESSAGE OUT



Faye Spiers
Editor

As Lisa Bean points out on page 10, patio heaters and their distributors have hardly had an easy time of it these past couple of years. It's interesting that the media has managed to convince many people that something that was only up for discussion, such as MEP Fiona Hall and MP Des Turner's proposal for banning patio heaters, has actually become law.

The industry has come up with many facts and figures to dispute the relative harm that patio heaters do compared to other products, but the message is obviously not getting through to everyone. New innovations, such as Calor's Parabolic heater, which has an adjustable reflector to direct heat where it's needed and a double wall structure to deflect flames downwards and spread heat over a larger area, help the argument. Design ingenuity will certainly be needed if this once lucrative chunk of the market is to have a resurgence.

At least it's good news for gas barbecues. Eric Johnson's report in the Environmental Impact Assessment Review that the carbon footprint for charcoal grilling is almost three times as large as that for lpg grilling should only help to boost sales of gas barbecues among the environmentally conscious. Again, though, it's a case of getting the facts to the people who need to know.

On a lighter note, I was delighted to see that the British Steam Car team succeeded in their attempt at the land speed record for a steam-powered car not once, but twice. The record for the measured mile had stood for over a hundred years, and it was great to see good old British engineering finally having its day. Well done, the team!

If you haven't already updated your company's details on the LP Gas Directory website, please do so before the end of October. Any entries not updated will not appear in the LP Gas Directory 2010, as we always endeavour to have the most up to date information possible before going to print.

You can update your details at www.lpgasdirectory.com/login by using your email and password. If you can't remember them, just get in touch and I can help.

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FRONT COVER PICTURE HEATING IN TRANSITION

See page 8



HSE Publishes Response to Ministers

The Health & Safety Executive (HSE) has published its preliminary formal response to the ICL inquiry. Following publication of Lord Gill's report on July 16, work and pensions secretary Yvette Cooper asked HSE to outline what action it was taking to address areas of concern identified by the inquiry.

In its response, HSE reported that it had produced a proper assessment of the risks associated with the use of lpg and was making progress with the lpg industry on preparing a risk-based and prioritised replacement programme for underground metallic lpg pipework to be complete by the end of 2015. HSE also said it had gone further than Lord Gill suggested by developing plans for tackling the risks to domestic

as well as commercial properties with lpg supplies.

Judith Hackitt, HSE chair, said: "Although the development of the lpg pipework replacement programme with the lpg supply industry has taken some time, this was due to the need to act on the basis of evidence and to do the necessary preparation for such a major undertaking. It's important that all interested parties now respond to our consultation on the proposed changes to the lpg regulatory scheme and on the wider issue of whether risk assessments should require third party validation."

Higher risk buried metallic lpg pipework is targeted to be replaced by the end of 2013. There are estimated to be between 15,000 and 40,000 industrial and commercial

premises with buried metallic pipework and between 24,000 and 54,000 domestic properties.

HSE has launched a preliminary consultation on the recommendations made by Lord Gill for reform of the regulatory system for lpg. It is seeking initial views on key proposals, including that a new safety regime should be put in place governing the installation, maintenance, monitoring and replacement of all lpg systems; a new scheme should be introduced that would require all lpg suppliers to be registered and accredited, and an independent audit process should be added to the current risk assessment system.

Contact the Health & Safety Executive on 08453 450055 www.hse.gov.uk

WLPGA Appoints Technical Director



The World LP Gas Association (WLPGA) has appointed Armando Viçoso as technical director to

provide technical support to WLPGA members and specific services to the AEGPL, the European lpg gas association, as part of a service agreement.

Armando was previously responsible for international coordination at Repsol, and has worked for Shell Gas (LPG) in several countries.

Armando said: "I am delighted that I can continue to work for the lpg industry internationally, this time for the World LP Gas Association, representing the interests of the lpg industry from many different perspectives."

Contact the World LP Gas Association on +33 15 805 2800 www.worldlpgas.com

Brits Break Land Speed Record

The British Steam Car team has broken the land speed records for a steam-powered car over a measured mile and a measured kilometre at Edward's Air Force Base in California, USA. Both records are subject to official confirmation by the FIA.

Driver Charles Burnett III achieved an average speed of 139.843mph on two runs over a measured mile. The new international record breaks the 127mph record set in 1906 by American Fred Marriott driving a Stanley steamer at Daytona Beach.

Charles said: "We reached nearly 140mph on the first run before I applied the parachute. The second run went even better and we clocked a speed in excess of 150mph. The team has worked extremely hard over the last 10 years and overcome numerous problems. What we have achieved today is a true testament to British engineering, good teamwork and perseverance."

Test driver Don Wales piloted the car for the attempt



The British Steam Car team has broken land speed records.

at the kilometre record, achieving an average speed of 148.308mph on two runs.

He said: "We peaked over 150mph and the car was handling beautifully. Having set two FIA world records is an amazing achievement and



British Steam Car.

no more than the team deserve after their perseverance."

Weighing three tonnes, the 25ft British Steam Car is made from a mixture of lightweight carbon fibre composite and aluminium around a steel space frame chassis. It is fitted with 12 lpg powered boilers containing nearly two miles of tubing. Demineralised water is pumped into the boilers at up to 50 litres per minute and the burners produce three megawatts of heat. Steam is superheated to 400 degrees Celsius, which is injected into the turbine at more than twice the speed of sound.

Rushlight Calls for Entries

The Rushlight Awards 2009 is looking for entries for its categories, which include renewable energy, clean fuels, power generation and green products and services. The closing date is October 31 2009.

The event is in its third year and has been accredited by the Royal Society for the Encouragement of Arts, Manufactures and Commerce (RSA), making it a feeder scheme for the European Business Awards for the Environment. UKLPG is a supporting partner.

Clive Hall of Eventure Media, which organises the award scheme, said: "If you have developed a technology or innovation that is pertinent to one of the categories, then don't hesitate to enter as you have so much to gain."

Contact Eventure Media on 0208 870 9345 www.rushlightawards.co.uk

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- Castors for easy movement

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Living Innovation

WEBER BUILDING TO LAST

John Cooper, managing director of Weber UK, explains why it's not all bad news for barbecues.



Weber Q320.

The last few years have certainly not provided the best conditions for sales of barbecues – poor weather followed by global economic difficulties has meant that getting customers to pay out for a premium gas barbecue is perhaps not as easy as it used to be.

While it certainly has been tough these last few years, at Weber we continue to grow every year and, once again, we've seen exceptionally strong sales throughout the 2009 summer season. In fact, by the end of July, we were actually facing a shortage in our warehouse and, whilst waiting on new stock from Chicago, we had to ship some models over from Europe to cope with demand.

TOP RANGE GROWTH

Interestingly, some of the strongest growth this year has tended to be the top of the range barbecues, for example our Summit range, which sells for £1,500–2,200, saw sales increase over 20 per cent on last year, following a 45 per cent increase the year before. It may seem surprising in a recession, but we found that people are willing to spend a little more on a



Q100.

quality barbecue that they'll still be using 20 years from now, rather than opting for a lower quality product, saving a little on the price tag but having to replace it after a year or so of use.

People's spending habits have changed as the economy suffered, and true value for money is even more important so, while our Summits may seem expensive, you get a lot in return and the 25-year warranty means that you're guaranteed a product that will last.

Next year sees the expansion of Weber's hugely successful Q range of portable, affordable gas barbecues. Weber is introducing three new models as part of the brand new Q Black Line, all available from 2010.

The launch of the Q range just a few years ago was a complete change of direction for Weber – famous for its sturdy charcoal kettle barbecues and high-performance gas models, the challenge was to create a range of lighter models with exciting styling that appealed to those looking for more flexibility and versatility from their barbecue, whilst still living up to Weber's high standards of design and durability.

The Black Line builds on this success, following the same principles of high quality materials and design, but with a seductive black finish. The Black Line comprises the all new Q120, Q220 and Q320.

The Black Line Q120 features a cast-aluminium lid and body, enamelled cast iron cooking grate, one stainless steel burner and electronic ignition. The Q120's durable frame is made of glass-reinforced nylon, and the barbecue has two worktables with built in tool holders. Truly portable, the Q120 is fuelled by a disposable butane/propane

cylinder, but has an optional adapter for a refillable tank.

The Black Line Q220 builds on the popularity of the earlier model – larger than the Q120, the Q220 has a 280 sq in total cooking area and a tall lid profile with built in thermometer, which gives barbecuers the option of cooking larger cuts of meat, and means that the internal temperature can be monitored without opening the lid. The lid and body are cast-aluminium with drip ducts and the barbecue has both a removable catch pan and infinite control burner valve.

LARGEST MODEL

The largest model in the new range is the Q320, which features two porcelain enamelled cooking grates with a total cooking area of 464 sq in. The Q320 uses an innovative P-shaped burner with a straight centre burner, giving excellent and efficient heat output. It also features electronic ignition, a tall profile lid with thermometer and an infinite control burner valve. The Q320 is large enough to be used as the main family barbecue and comes complete with a stationary cart to bolt the barbecue into.

The Q Black Line barbecues all boast five-year warranties for customer peace of mind and are designed to be used all year round, whatever the weather. Like all Weber barbecues, the Q Black Line is built to last.

**Contact Weber UK on
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Q120.

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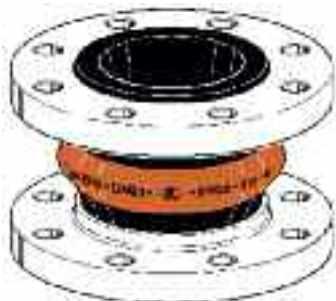
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HEATING IN TRANSITION

The long autumn season brings with it the transition from outdoor to indoor living and the need for supplementary heating. Nikki McCluney says Calor Gas' patio heaters now get maximum benefit from heat output and its portable heaters have moved on from the ugly boxes of decades ago.



Provence heater.

Changeable weather during the autumn months means that it is often too cold to make full use of outdoor patio areas or indoor living spaces without supplementary heating, but also not cold enough to start running central heating throughout a whole house or workspace.

Appliances fuelled by butane cylinders can be used in any home as an efficient means of bridging the gap between summer and the heating season or as a top up for central heating during the winter months.

In the current economic climate, consumers are keen to avoid large fuel bills and delay using their central heating systems for as long as possible. Heating solutions fuelled by butane cylinders are ideal as they allow for a 'pay as you go' approach to heating.

SUPPLEMENTAL HEATING

Lpg portable heaters can be used to spot heat rooms without the need to heat a whole house or building. Similarly, where rooms are very large and difficult to heat or in areas, such as extensions or conservatories where central heating isn't plumbed in, portable heaters can be used as a supplement.

Workplaces and commercial spaces can also benefit from this form of heating. Warehouse spaces, training rooms or conference suites may be too cold to be heated at short notice using central heating systems or not have heating plumbed in at all.



Alfresco dining remains popular.

Catalytic portable heaters can be moved into these areas temporarily during use, offering a quick and cost-effective way of heating the space only as it is needed. Similarly, portable heaters are an ideal solution for indoor events, such as weddings, which need supplementary heating in function spaces for only a short amount of time.

Portable heater designs have moved on from the ugly boxes of decades ago and are now available in a range of sizes, styles and price ranges to suit any taste and budget and complement any interior design. Traditional cast iron stove designs with realistic coal fire effects, such as Calor's Provence heater, are perfect as the main focalpoint in a conservatory or a country living room instead of being hidden away. They can replicate the cosy feel of a real fire without the hassle and mess.

Portable heaters are also very much an option for those living

in modern homes. Ultra contemporary models, such as Calor's new Manhattan heater, use urban influences to create a design that is far removed from the safe designs of old.

All models have a back compartment where the lpg cylinder is neatly stored out of sight, many feature castors for easy mobility around and between rooms and, unlike electric versions, there is no need to worry about trailing wires or finding plug sockets. The heaters can generate several kW of powerful heat emission, are simple to operate and have extensive safety features.

Meanwhile, outdoor areas can also be given a new lease of life with heating appliances; modern lpg patio heaters offer homeowners the chance to extend the life of their garden into the colder months. Despite a disappointing summer, alfresco dining remains a

popular pursuit, particularly since 'staycations' have replaced foreign trips as the holiday of choice for Brits.

Outdoor heaters powered by propane cylinders provide a powerful heat output and can warm large areas, allowing people to spend chilly evenings in the garden instead of indoors. Modern versions, such as Calor's Parabolic patio heater, boast improved design elements so that users get maximum benefits from the heat output.

PATENTED REFLECTOR

The Parabolic has a patented reflector that is adjustable to three different positions to direct heat exactly where it's needed and an innovative double-wall structure around the burner to deflect flames downwards and spread heat over a larger area.

Lpg appliances offer benefits to both retailers and the end-user – whether businesses or consumers. For end-users, the option to 'pay as you go' with portable heaters is a big plus, coupled with instant, controllable heat and attractive designs, while patio heaters turn outdoor areas into valuable extra living space well into the autumn. For retailers, the added benefit of selling lpg appliances is the additional revenue stream from repeat trade on cylinder refills – keeping footfall high year round.

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Sierra patio heaters at the Hoste Arms, Burnham Market.

PATIO HEATERS STILL HAVE BACKBONE

Despite all the fuss and scare stories over the past year about outdoor heaters, the lp gas patio heater market continues on regardless.

Certainly, media interest about lp gas patio heaters and their contribution to global warming has had an effect on the market. Proposals to ban patio heaters by the Lib Dem MEP Fiona Hall and Des Turner, Labour MP for Brighton, are still remembered.

Lisa Bean, managing director of Sierra Leisure Products Ltd, said: "I thought they were illegal' is still a frequent response when I explain to people that I'm in the patio heater business. I spend the early part of most conversations about patio heaters explaining that it's not a criminal offence to own and use one."

ARGUED THE CASE

Fortunately, patio heater suppliers have argued the case well and put into perspective how little carbon dioxide patio heaters produce relative to other devices. For instance, a large television left on standby produces more carbon dioxide each year than the average annual use of a patio heater. Similarly, the emissions produced from a single passenger flying from Birmingham to Majorca and

back equates to 12 years of average single patio heater use.

Lisa said: "It's true that some of the big stores have removed gas patio heaters from their product lists and, consequently, the domestic market has diminished. Similarly, the great number of websites that sprang up to take advantage of the interest in patio heaters mysteriously disappeared when things started to go wrong and service and spare parts were required."

BACKBONE

The backbone of the patio heater market continues to be the commercial sector, where the use of patio heaters is an important part of utilising the outside areas of pubs, cafes and restaurants. Outdoor heaters offer comfort during the chilly summer evenings and, with commercial heaters, right through the winter months.

In addition to Sierra Leisure Products, Lisa Bean has recently created a new company called Patio Heater Doctor Ltd. Lisa and business partner Steve Farrow have set up the company in order to provide

advice and support to professional users of patio heaters who cannot afford to have their patio heaters not working or, more likely, working inefficiently and, in some situations, working dangerously.

Steve, who is a Gas Safe registered engineer, is on a mission to educate professional users about how vital it is that all lp gas appliances are serviced annually and issued with a Gas Safety Certificate.

"The certificate confirms that the gas appliance is safe and that the work meets safety standards," said Steve. "Patio heaters are no exception and an annual service and safety inspection will ensure that health and safety and public liability responsibilities are met and will, of course, leave the heaters performing effectively and efficiently. At Patio Heater Doctor, we ensure that all our engineers that undertake any servicing work are Gas Safe registered, showing that they have been checked and are competent and qualified to work safely and legally with lp gas.

"Its easy to check whether an engineer is registered by using the website at

www.gassaferegister.co.uk. We are having to work really hard to ensure that publicans, restaurant managers and bar owners are aware that looking after their gas patio heaters is not a job for their handyman.

"The main message on the Gas Safe website says it all – gas and cowboys don't mix!"

Patio Heater Doctor issues annual service reminders.

ANNUAL SERVICE

Lisa said: "We have many customers who are now in the habit of an annual service and safety inspection. The Hoste Arms, a 17th century coaching inn in the village of Burnham Market, has been using Sierra lpg patio heaters plumbed into a main tank for five years. Situated in their Moroccan garden, the heaters have been serviced annually since their purchase and they are still looking good and continue to serve the hotel very well. All we need to do now is to get everyone else in the country to follow their example!"

Contact Patio Heater Doctor Ltd on 01473 735773
www.patioheatersdirect.co.uk

Kiwiosity Comes to the UK

The barbecue is just another way to cook food, like an oven, AGA or microwave, says Steve Myatt of New Zealand barbecue product supplier The BBQ Factory. You don't have to eat outside, but you can enjoy the great flavour of barbecued food all year round.

Gas barbecues are becoming more popular as they are easy to use, easy to light and controllable. They can cook by direct or indirect methods, and the latest New Zealand style barbecues grill by direct heat from a cast iron griddle or grill.

Steve said: "You may laugh, but I've had many a great barbecue in the winter. Barbecued food is the best you can have, and the flavour of the food, not the sitting outside, is the main reason for having a barbecue in the first place. The principles of barbecuing remain the same summer and winter – just remember to wrap up and have a friend around to hold an umbrella if it's raining or snowing. I've done this loads of times and it's great fun asking friends around for a barbecue in December."

Steve, who has over 30 years'

experience in the garden retail industry, and Jeff Moore, who has 18 years' experience in the garden, leisure and barbecue markets, head up The BBQ Factory Europe, which was launched in September.

Steve said: "The BBQ Factory has succeeded by keeping its product lines focused on high quality, good value and ease of use. This philosophy, coupled with ongoing product innovation and design, has ensured that, after 30 years, The BBQ Factory is still the market-leading supplier of outdoor leisure and home

heating products in New Zealand.

"The launch of The BBQ Factory Europe brings Kiwi innovation, style and quality to the UK and European markets. Our barbecue range demonstrates all that is great about Kiwi ingenuity – quality, living for today and the outdoor lifestyle – offering models to suit any consumer profile. In fact, they've even given the concept a name – Kiwiosity."

**Contact The BBQ Factory on 07710 804593
www.bbqfactory.co.uk**

Lpg Less Damaging than Charcoal

Charcoal barbecues are more damaging to the environment than lpg-fuelled grills according to research published by Eric Johnson of research firm Atlantic

Consulting in the science journal *Environmental Impact Assessment Review*.

The article reports that, in the UK, the carbon footprint for charcoal grilling is almost three times as large as that for lpg grilling. The overwhelming factors behind the difference are that, as a fuel, lpg is dramatically more efficient than charcoal in its production and considerably more efficient in cooking. Secondary factors are use of firelighters, which lpg does not need; lpg's use of a heavier, more complicated grill, and lpg's use of cylinders, which charcoal does not need.

Charcoal is produced by heating wood in a kiln. Commercial yields of charcoal from source material are only 20–35 per cent, i.e. most of the rest of the wood is converted to gas and emitted into the atmosphere. Yields of lpg, by contrast, are greater than 90 per cent.

Lpg grills are akin to conventional cookers and ovens, in that they have

power ratings and can easily be switched on and off. By contrast, charcoal grills do not offer easy mechanisms for regulating fuel consumption.

Charcoal and lpg grill systems were defined, and their carbon footprints were calculated for a base case and for some plausible variations to that base case. In the base case, the charcoal grilling footprint of 998kg CO₂e is almost three times as large as that for lpg grilling, 349 kg CO₂e.

Eric Johnson explained: "The primary factor in determining fuel consumption is the griller's loading, which is determined by the amount of charcoal that is used, along with the quality and quantity of starting aid that is required."

Britons fire up their barbecues around 60 million times a year, consuming many thousands of tonnes of fuel. The study argued that developing countries, primarily in Africa, are likely to be the source of charcoal sold in the UK. Last year, the UK imported 80 per cent of its charcoal from developing countries, and 50 per cent from Africa.

Nearly 70 per cent of the

total import comes from South Africa, Argentina, Namibia and Nigeria. Forest stocks in the latter three countries are in decline,

according to the UN's Food and Agricultural Organisation, as they are on a global scale, especially in the developing world.

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TAKING CARE OF THE CRUNCH

Independent lp gas cylinder distributor Novagas has laughed in the face of two recessions. The company was formed in the last recession in the late 1980s and is expanding in the current credit crunch.



Novagas' new vessel is lifted into place.



Aligning the new vessel on its plinths.

In 1989, a farmers' cooperative and two oil distributors combined to set up Novagas, a bottled gas supply company on the outskirts of Ashford in Kent. Novagas purchased an initial supply of cylinders but then had to send them to West Sussex to be filled whilst it built its filling plant.

"Those who can remember will be aware there was a recession on in 1989, and the company owners were told it was the worst time to begin an operation of this type," said Peter Stuchbury, Novagas' chairman and one of its original founders. "In fact, the major contractor building the plant went into liquidation, and construction was put on hold for two months whilst a new one was sought."

Novagas' plant eventually filled its first cylinders in 1991.

"At that time, customer choice in the area was limited to a couple of national suppliers and so it wasn't that surprising that the new kid on the block was soon expanding its customer base," said Peter. "When Shell Gas' main distributor in the area sold out to Maxigas, we were

approached as I had previously worked for Citigas and knew all the Shell customers in the area. We went on to fill and distribute for Shell right through to when they sold to British Gas and subsequently Flogas, when we filled cylinders for Flogas' Hailsham depot. With the demise of Alta Gas, we filled cylinders for their Kent and Birmingham depots under the Maxigas name.

"At this time, there was a proliferation of small independents and we filled for six of them from as far as Southampton. We were then approached by BP to fill and distribute Handy Gas cylinders to around 16 filling stations in Kent and south London but, as these sites were refurbished, gas was removed because they make more out of a bar of chocolate than a bottle of gas. It came as no surprise that we were then asked to deliver the new Gas Light cylinder from BP to Homebase stores in our area.

"We developed our own software, as at the time there wasn't another dedicated programme on the market that

could handle sales and returns of cylinders selling several copies to independent gas suppliers all over the UK. Unfortunately the software writer has now retired and we can no longer offer support to new users."

Novagas' clientele are mostly off mains domestic customers, and the company offers a budget scheme, allowing its customers to spread the annual cost of their lp gas over twelve months at no extra charge.

Peter said: "It's true to say that, in the Ashford area, you are never far from one of our customers, as most mobile snack bars, pubs, clubs and restaurants use either lpg or beer dispensing gas supplied by us. Many industrial and agricultural enterprises using our cylinders have come to value the effort put into supplying them, realising the importance of a reliable delivery service."

Novagas' filling plant is currently undertaking its second 10 yearly complete shut down, undergoing degassing, ultrasonic inspection and the refurbishment of its onsite vessels and equipment. The company is also investing in a

new 50 tonne vessel to increase its storage capacity – again, something that could be considered a brave move in a period of recession.

Peter said: "We needed to increase our storage capacity to keep up with demand, and it also allows us more flexibility in placing orders from our suppliers."

The new vessel was custom built by Echo Engineering of New Romney and delivered to the site in August. Petrotec Services in Sutton Coldfield handled the installation.

Peter said: "Echo Engineering was the only manufacturer of this type of vessel I could find in the UK. They did a splendid job and catered to our needs 100 per cent. Chris Tipping of Petrotec Services installed the tank and we used George Rose at Buxted to contract fill for us whilst the plant was shut so we could keep customers supplied.

"Our reputation has been built on a solid belief that service is the key to success – after all our company motto is 'we take care – seriously'."

**Contact Novagas Ltd on
01233 733130
www.novagas.co.uk**



Novagas' tank farm.

DISTRIBUTING A SAFER GAS SUPPLY

By Richard Smith, lpg business development manager, LPG Provida

For years now, the lpg business has been distributing lp gas to metered estates at a medium pressure of around 750 mbar.

Just recently, the Health & Safety Executive (HSE) has taken an interest in the way we distribute our gas to our metered estates. They are questioning why we don't fall in line with the way that natural gas is distributed and, to be honest, I think they are probably right.

We normally distribute lpg from a typical tank farm at 1 bar. In the event of the pipeline being damaged, the customer would lose a lot of gas quickly and, more importantly, there may be a significant safety issue regarding the release of medium pressure gas into the atmosphere.

If distribution is at 75 mbar, gas is transmitted at 10 times less pressure and, hence, the system is safer. If a leak occurs in the system, it is estimated that the amount of lp gas lost at 750 mbar is 0.75kg/hr. At 75mbar, this would be at least halved.

There is a greater risk of re-liquefaction of lpg when medium pressures are used from multi vessel installations. Should liquid condense in the PE pipe, it will eventually re-vaporise, expanding some 270 times in



Second stage module.



Third stage meter box.

volume, increasing the pressure and subsequently tripping off the over pressure protection on the lp gas control equipment. At a 75mbar distribution pressure, there is far less chance of this happening.

Currently, if you distribute at over 75mbar, you are obliged to insert excess flow valves into your pipework according to IGE TD4. This is a costly exercise and limits the ease of maintenance.

At a distribution pressure of 75mbar or below, although the pipework size may increase slightly, the requirement for excess flow valves is dispensed with, increasing the safety of the service (bringing the distribution pressures inline with natural gas standards) and giving the added advantage of being able to run pipework inside the property. For those properties that are listed buildings or have requirements that all services should be hidden, or even for piping gas into flats, it can be easily seen that this method is the way forward. We currently have several sites in the UK that have used this three-stage



Tank farm

breakdown and also have several more in the pipeline.

A basic breakdown of the complete system is as follows:

From the tank farm, the lpg vapour is broken down from a typical 7 bar pressure to between 0.7 and 1 bar using a twin stream, active/slam regulator module. This unit incorporates two regulating streams, one working and one as a standby. These streams should be alternated when normal maintenance is carried out.

From the first stage module, the gas is piped underground to a second stage module. This could be either twin stream active monitor or single stream. The typical regulator in this module would be a J125 type with integral limited relief valve, OPSO and optional UPSO. Distribution pressure from here would be 75mbar or less. The siting of this second stage module should be considered carefully so as not to be easily accessible to the public, or it



Twin stream first stage module.

should be enclosed in a lockable kiosk.

An alternative to the two units would be a combined first and second stage module. This combines all of the lp gas control in one lockable stainless steel box and subsequently makes the system more secure.

As the second stage distribution pressure is 75mbar, an OPSO is not required at the house end. We use the J42U domestic regulator for the third stage, which has the added advantage of incorporating a self-resetting UPSO valve. This means that the customer does not even have the upset of having to reset the regulator in the event of a break in the lpg supply.

The third stage meter box design can be incorporated into all the usual types of meter box, and also as a stand-alone unit for installing in flats or places of historical importance.

**Contact LPG Provida on 01246 269807
www.meterprovida.com**



Twin stream first and second stage module.

GOLDEN OPPORTUNITIES

Bullfinch (Gas Equipment) Ltd celebrates 50 years this year. Managing director Andrew Williams discusses the family run company's highs and lows and its plans for the next 50 years.



Bob Lynes.



Town gas blowlamp.

When the 1950s TV programme Inventors' Corner featured a blowtorch operated by town gas, which was the mains gas at the time, my great uncle Bob Lynes saw an opportunity. Up to that time, blowlamps were nearly all paraffin fuelled.

Bob acquired the patent for the town gas blowtorch from Mr Ball and Mr Finch, and Bullfinch's parent company Rainsford & Lynes started to make the torch under the brand name Bullfinch. It sold well. We then tried the torch out with newly introduced cylinders of lpg and it soon became apparent that a new range of torches would be needed, which formed the basis of our successful Standard Torch range.

Torches require regulators to control the gas pressure, together with other fittings and accessories, and we quickly developed these as well. Heaters, furnaces for melting bitumen and

tar and gaslights followed.

Heaters to stop railway points freezing were introduced and were a great success. Burners were developed for specific customers, such as British Telecom, and we continued to use our technical expertise to meet market needs.

At one point, we developed a set of traffic lights powered by lpg, and this looked a real winner until one set had both lights showing green! In the end, we decided that the technical problems would be too great for further development. You can't win them all!

In 1959, due to the rapid rise in sales of Bullfinch products, it was decided to set up Bullfinch as a separate company and new premises were acquired for the Bullfinch operation. Bob Lynes died in 1968 and my father Graham Williams, his nephew, took over the running of the business.

The 1970s and '80s were good for Bullfinch – for example, we sold 20,000 Handlights to Malaysia in one consignment – and the problems with labour relations and energy scares meant that we were able to sell lots of portable heaters and lights. We also developed a number of spark ignition devices, such as the Autotorch, the AutoFlood and the Space Heater.

In the last 20 years, we have developed partnerships with other

companies in order to diversify. Combo valves for bulk tanks, marquee heaters, forced air heaters, small gas cylinders and a range of utility points for caravans and motorhomes are just some of the additions to our range.

Many of the products in the current range have been produced in response to enquiries from our customers, such as the recent introduction of a gas poker for lighting fires and barbecues. One of our key strengths is being able to produce or source products that our strong technical and commercial team can provide technical expertise and backup for.

Eight years ago, we set up our South East Depot in Essex, which enabled us to have a key presence in that part of the country. Our new range of enamelled cookers was originally sourced for the Centenary Scout Jamboree in 2007, which was conveniently

held in Essex, so the South East Depot was ideally placed to take on the challenge of supplying almost 3,000 cookers to feed scouts from all over the world.

We have just launched the FirePower cylinder mounted torch, which we expect to be a real market winner, and we continue to look for new opportunities. Our catalogue has been a key part of our operation and a new edition to mark our 50 years will be available in October. We have also invested heavily in our website, which now provides extra information about our products and services.

Our customer range is very diverse – from scouts to professional plumbers, dentists to railway enthusiasts, farmers to gas installers – and we are focused on ways in which we can satisfy them with products and services to meet their needs. Our byword is 'putting lpg to work', and we still see this as the mainstream of our business for the years to come.

Bob Lynes had the vision to take up the patent for our original blowtorch and, in the years since, we have been able to capitalise on that and have always sought to introduce innovative products into the marketplace. We look forward to the next 50 years positively.

**Contact Bullfinch (Gas Equipment) Ltd on
0121 706 6301
www.bullfinch-gas.co.uk**



Combo valve for tanks.



Superglow radiant heater.

REVISITING FLEXSPEED

By Kaj Lehmkuhl, marketing coordinator, Kosan Crisplant

The future of lp gas cylinder filling arrived yesterday. Cylinders in circulation add value for their owners, so it is only natural to acknowledge this and take it to the next level, and the next.

The goal of cylinder refilling is to keep cylinders in motion through processing plants, maintaining a continuous flow to save time and resources and get cylinders back into distribution channels. Time is money and money is profit.

The Kosan Crisplant Group introduced a new dynamic processing technology called Flexspeed in 2008, a technology that has now been refined even more. From the introduction line, the empty gas cylinders enter a series of patented double-action star wheels that smoothly guide the cylinders onto the carousel and Kosan Crisplant's Universal

Filling Machines (UFM) without the use of stops and spacers.

Standard Flexspeed UFM's can handle all cylinder types with a 230–380mm body diameter and heights up to 600mm, covering all domestic cylinders for which it makes sense to perform high-speed processing. The type of cylinder can be changed in a matter of minutes. This flexibility gives you the lowest cost possible per filled cylinder. High capacity equals low cost with Flexspeed.

The switch from one cylinder type to the next is the only idle time you will find with Flexspeed. Looking at the cylinders being

processed, you will never notice the actual high speed or any increase in noise level. You will find benefits in the high production output and cost savings.

The UFM's are mounted to the carousel on specially designed arms that automatically compensate for any bad positioning of the cylinders. This avoids possible damage to the UFM's and guides and, as a result, prevents a carousel breakdown.

This mounting principle also makes it very easy and quick to take out a machine for service, repair or replacement, while the

carousel continues the operation with the minimum of idle time. Many conventional carousel based systems stand idle throughout the service time, but not Flexspeed.

The cylinders are dynamically refilled and check-weighed during one revolution on the filling carousel using a unique principle that not only trebles capacity, but accurately fills and checks before the cylinders are extracted to the ejection line by the rotating star wheels. The filling accuracy is the best on the market today; the most accurate, reliable and safe filling is achieved by the processing time gained from not having any idle running in the system.

The star wheels lead the cylinders onto the leak detection carousel for dynamic leak testing. Using new and patented detection technology, the leak test is completed in seconds.

All moving parts are carefully synchronised to maintain the continuous conveyance and processing of the cylinders. In the rare event of anyone of these parts falling out of synch, the system will automatically stop and reset and then continue operating.

Clearly Flexspeed is designed for high capacity filling facilities. However, as most parts and components are standardised, lp gas cylinder fillers with no current need for Flexspeed capacity can also benefit from the by-products that come from the innovative development process that led to the birth of Flexspeed.

**Contact Kosan Crisplant on
+45 87 403000
www.kosancrisplant.com**



Kosan Crisplant's Flexspeed.



De'Longhi's Quattro Plus.

Warmth Where it's Needed Most

Portable LP gas heaters are designed to provide warmth where it's needed most.

De'Longhi's Quattro Plus is a 4.2kW LP gas heater, with choice of minimum 1.5–4.2kW heat settings and integral spark ignition.

"De'Longhi's contemporarily designed LP gas heaters deliver effective heating and a stylish finish, with the added benefits of portable use," said De'Longhi's national account manager Mike Shevlane. "There are no installation fees and homeowners can be in complete control of all their heating costs, simply buying new LP gas cylinders as and when they are required."

"With the utmost safety in mind, De'Longhi gas heaters include effective safety monitoring systems to cut the LP gas supply to the heater should the flame fail to ignite or if the oxygen in the room falls below a safe level. De'Longhi prides itself on providing excellent all round service, and our technical

services department have years of experience within the LP gas appliance market."

As part of De'Longhi's guarantee, its customer service team are available to customers to deal with problems and are authorised to offer replacements and repairs.

De'Longhi was founded 100 years ago and has grown to become a world leader in portable heating.

Mike said: "The De'Longhi Group is a strong Italian force on the international business scene thanks to its distribution network, present in more than 50 countries. Just part of our brand mission is to ensure that our products reflect our Italian heritage. Ideas and innovation, research and development, production knowhow, brand strength and international distribution have made De'Longhi a continuously expanding multi specialist group."

**Contact De'Longhi on 08456 006845
www.warmyourtoes.com**

Baxi Extends Lpg Boiler Range

Following Baxi's introduction of its Duo-tec Combi 28 HE LPG boiler last year, the company has extended its range of LP gas high efficiency boilers. Outputs of 24 and 33 kW have been added to the range, and the Megaflo System HE LPG has been introduced in outputs of 18, 28 and 32 kW.

The boilers are all dedicated LP gas models and are supplied with a pre-plumbing wall mounting jig as standard and an optional stand off bracket to allow upward pipe routing.

Sarah Brook, Baxi's marketing director, said: "These new boilers allow households in off mains gas areas to choose high efficiency, clean heating and hot water, and help them reduce their fuel bills and carbon footprint."

As with all Baxi products, its LP gas boilers are supported by heateam, the company's after sales service division, which operates a response service for installers and homeowners.

Contact Baxi on 08448 711525
www.baxi.co.uk/lpg



Baxi Megaflow system and cylinder.



Combined Gas will distribute Chemet vessels.

Chemet Appoints Combined Gas

Combined Gas Systems Ltd has announced that it has been appointed as the sales and technical representative for Chemet SA – one of the largest vessel and autogas module manufacturers in Central and Eastern Europe. Established in 1945 and located in Poland, Chemet manufactures a range of lpg vessels from 2.7–200 m³.

Chemet also manufactures lpg filling stations equipped with aboveground or underground vessels, including frame mounted and skid type modules. All its lpg tanks and autogas station modules are CE-marked in accordance with Pressure Equipment Directive 97/23/EC and relevant

harmonised standards.

Combined Gas is also a distributor of Algas' lpg vaporisers and lpg gas/air mixers for replacing or augmenting the supply of natural gas. In August, the company's operations manager Gary Lister attended a training workshop at Algas' manufacturing plant in Seattle, USA, learning the principles and practices of vaporisers and propane/air systems. The workshop covered the design, application, installation and maintenance of the Algas' range of products.

Contact Combined Gas Systems Ltd on 01925 767217 www.combinedgas.com



Chemet aboveground vessels.

FITTINGS



The **BES Catalogue** contains one of the widest ranges of LPG fittings in the U.K. From a simple "O" clip to a sophisticated meter, in total, BES offers 14,000 products, many not readily available through normal channels. A service with low prices, next day delivery and free 24 hour ordering.

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Fax: 0800 28 11 88
Freepost: Freepost BES
Website: www.bes.co.uk
Email: sales@bes.co.uk



Advertisement Enquiries

Tel: 01323 411044
 Fax: 01323 411050
 email: tracey@prgltd.co.uk

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- LPG specialists.

0845 644 2039

www.ukenergytraining.co.uk

UK Energy Training is a trading name of LPG Training & Assessment Ltd

VTF Offering New Vessels

Vessel refurbishment company VTF Ltd has added new lpg vessels to its offering. The fully certified 2,200 and 1,600 litre vessels are imported from Germany and finished at VTF's workshop in Lincoln.

Peter Preece, operations director at VTF, said: "We ensure that the valve fitting and paint finish are to VTF's high standards, for which we have become renowned. We can arrange delivery to site and a crane lorry is available if required. Anyone wishing

to visit our facility to see the quality of our workmanship is more than welcome."

VTF also refurbishes lpg pressure vessels from 380 litres and above. The company can use existing or bespoke designs in mild or stainless steel, and can deal with all elements of the process from turnaround check to thorough examination.

Contact VTF Ltd on 01522 704865 www.vtfl.co.uk



DRU has launched a new selection of lp gas compatible models for winter 2009.

DRU Introduces Global Range

DRU, one of Europe's largest producers of glass fronted, contemporary fires, has launched a new selection of lp gas compatible models for winter 2009. The DRU Global fire range is in a mid price bracket and designed for homes on a budget with a standard sized chimney.

The Global models are glass fronted, balanced flue frameless fires that can either be installed as hole-in-the-wall models or combined with a selection of fire surrounds. They have heat outputs of 4.5 and 7kW, sufficient for larger than average living rooms.

Niall Deiraniya, DRU UK's general manager, said: "Despite the lower price, they have all the features familiar to a DRU fire, such as remote control,

authentic logs or pebbles, and a high, realistic flame picture. In addition, they are available in either lp gas or natural gas versions."

The Global 90 is a 90cm wide conventional flue fire that can be inserted directly into a standard chimney opening without the need for flue pipes or liners, reducing the cost of installation. It is a frameless fire with two optional frames, Alpha and Beta.

DRU Global fires feature the company's patented DRU Maxvent® system. This provides forced air ventilation inside the fire to produce 25 per cent more convected heat from the same source of energy.

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



DRU Global 70.

Elaflex Launches ZVG 2 Nozzle

Elaflex Ltd has launched its ZVG 2, a new lp gas nozzle available with several different end-couplings. The ZVG 2 is approved by TÜV to EN 13760 and is ATEX (Class Ex II 1G) and ATEX Sira certified.

"The slogan we're using for our new ZVG 2 lp gas nozzle is 'perceptively better – feel the difference,'" said Anton Martiniussen, Elaflex's chief executive. "The new generation of Elaflex ZVG lp gas nozzles sets new standards in the lp gas autogas industry. The focus of the ZVG 2 development was to design a user-friendlier lp gas nozzle for the motorist, in particular for those with smaller hands."

The modular design of the ZVG 2 nozzle includes an easily rotated swivel that helps to reach awkward positions, a lightweight nozzle that reduces the force required to squeeze the lever,

and a hold open latch for single-handed operation.

Anton said: "One benefit is that the nozzle can be easily serviced and repaired, thus reducing the total cost of ownership through its extended lifecycle. The nozzle guard can also be fitted with a magnet for contactless activation of the pump."

The ZVG 2 is designed to only allow lp gas to flow when correctly coupled. A new poppet design reduces the lp gas discharge volume between the vehicle filling connection and the nozzle, and a new failsafe function closes the nozzle valve in case of emergency.

Elaflex also offers an aluminium cast nozzle booth to fit all Elaflex ZVG nozzles and most other common lp gas nozzle types.

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



ZVG 2 lp gas nozzle.

Yale's Thirst for Success

Yale has supplied lpg-powered Veracitor GLP20VX forklift trucks to Greencore Mineral Water at Lennoxton in Scotland, a leading producer of customer-branded still and sparkling mineral water.

Yale has supplied several forklift trucks to the Lennoxton bottling plant since the facility opened in 1987. The latest contract is for five 2.0 tonne lpg-powered counterbalance forklift trucks for use in the raw materials store and for offloading and transferring full pallets to trailers and into the warehouse.

Greencore's warehouse manager Jamie McNair said: "Yale has always provided us with excellent service from its depot in Glasgow and the improvements to the latest Veracitor VX 2.0 tonne capacity forklift trucks have helped to make our operation even more efficient. We are handling over 300 pallets per shift, so forklift reliability and productivity was very important in our decision to continue working with Yale. The new Veracitor VX forklift trucks

have proved very successful and are ideal for working in both our raw materials store and the new drive-in racking warehouse."

Yale says it has introduced its EZ-Tank Drop-Down Bracket to the Veracitor VX to make changing the lp gas cylinders easier. The operator rotates the lpg cylinder down into a lower vertical position to remove and replace the cylinder without causing back strain.

Dave Reaney, Yale's regional manager with responsibility for Scotland, said: "The Greencore plant at Lennoxton is an excellent example of efficiency, where we have a thorough understanding of the operation and their materials handling requirements. By working closely with Greencore Mineral Water, we are able to help them maintain a high level of productivity by using the latest Yale Veracitor VX forklift trucks at the lowest overall cost of operation."

Contact Yale Europe Materials Handling on 01252 770700 www.yale-europe.com



Yale Veracitor GLP20VX forklift at work at Greencore Mineral Water.

Sievert UK Challenging Throwaway Culture

In the UK, we throw away 1.5 million disposable pressurised gas canisters a year – that's 684,000kg of hazardous, explosive waste that all goes into expensive landfill for future generations to deal with. The disposable canister is a difficult product to discard correctly and is more expensive to buy than a refillable cylinder.

Sievert UK, a company formed by Lister Gases and Sievert, says it has the answer to the problem.

Sievert has provided the UK market with refillable cylinders for over 60 years. Plumbers and gas and telecoms engineers use the vast majority of these canisters in blowtorches.

Nick Carter, managing director of Sievert UK Ltd, said: "Sievert's 340g refillable cylinder was once the only

cylinder on the market but, as a throwaway culture embedded itself into today's society, disposable gas canisters quickly overran the market. This was due to a one-way trip for the supplier and merchant, and also the lack of responsibility for the empty gas cartridge.

"This throwaway culture is slowly being reversed with the help and support from nearly all of the major builders' merchants, such as Plumb Center, Jewson, Travis Perkins and PTS. Many of them have seen a rise in sales of sustainable building products and materials purchased by the more environmentally conscious end-user. With their help and the support of local councils, authorities and maintenance companies, we can all make a difference."

Nick says refillable gas cylinders are just as convenient, cheaper and more environmentally friendly than disposable gas canisters. It's easy and helps users to contribute to saving the planet and their wallets.

He said: "You don't buy a new mug every time you want a cup of tea, so why buy a disposable cylinder when you want gas? It makes economic and environmental sense to buy one refillable gas cylinder and reuse it. And we have promotional support and a merchandised stand to help our stockists sell it.

"We have several UK depots and have an excellent delivery service of gas refills to our retailers. The margin our retailers make on this frequently purchased product is good, and we all know customer footfall

encourages other purchases. Refillable gas is a must-have product to stock."

Chris Harper, Sievert UK's business development manager, added: "Changing customer purchasing habits is hard, but with the Sievert Refillable Gas Cylinder, we feel we can capture a substantial share of the market within three years and massively reduce the amount of hazardous material sent to landfill every year. It is just as convenient, less expensive and far greener, so with the help of the UK public's opinion, we can encourage the switch to refillable gas and make a positive difference to the environment."

Contact Sievert UK Ltd on 0121 506 1810 www.sievertuk.co.uk

XLR8 Splitting Possibilities

LPGA Approved Installer Maple Garage Ltd, based in Hull, has been distributing XLR8 autogas conversion equipment for almost two years.

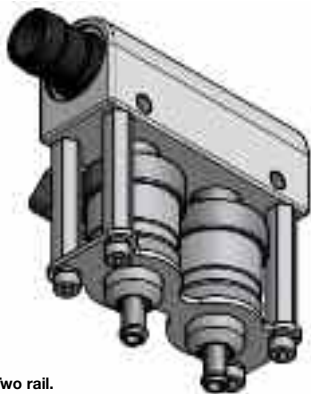
XLR8, based in Barneveld, The Netherlands, has been making its conversion equipment since 2007. Its founder, Bert de Haas, has been in the lpg vehicle conversion industry since 1992, when he worked in the research and development department at AG Autogas Systems.

XLR8 began with its own ECU, wiring loom and fuel selection switch and is currently expanding its equipment range with injector rails and pressure regulators. Its conversion equipment is suitable for all sequential petrol engines with port injection from one to eight cylinders.

Barry Kenworthy of Maple



ECU.



Two rail.

Garage said: "XLR8 conversion equipment consists of high quality parts from automotive suppliers. The ECU has a very powerful controller and the split fuel technology within the ECU has extensive possibilities.

"When running on lpg, a small amount of petrol can also be injected, which could possibly reduce engine wear on sensitive engines. The lpg system doesn't switch back to petrol when the driver demands more horsepower from the engine than the lpg system can supply. The split fuel feature enables the system to run on the maximum amount of lpg the system can

supply and just adds petrol to reach the required amount of fuel.

"This also enables the driver to drive the tank completely empty. Furthermore, the XLR8 ECU has an extensive set of features to reduce harmful emissions that can be configured with the XLR8 calibration tool via the XLR8 USB diagnostic lead.

"XLR8 is still expanding the features of its ECU. Some examples for the next ECU release are full integration of the petrol injector simulation and a tank level reset feature."

Maple Garage offers full technical support to installers in the UK with additional input from



Vaporiser.



Injectors.

XLR8.

Barry said: "I'm a qualified teacher, so we can give the best technical training possible."

Maple Garage has been an LPGA Approved Installer since 1998 and has been awarded the Certificate of Excellence. The company was appointed as UK distributor for XLR8 in January 2008.

Barry said: "The UK market is very poor at the moment and inevitably many smaller installers will go by the wayside. We need a commitment from the Government similar to that made by the German government, which has extended tax reductions for lpg to 2018. Consequently, the German market is booming."

**Contact Maple Garage Ltd on 01964 670392
www.maplegarageltd.co.uk**

Spreading the Word

Mike Scott of Green Automotive Systems Ltd in Huddersfield believes that more autogas installers should get out into their local community and spread the word about the advantages of lpg as an automotive fuel.

The company recently took an exhibition stand to its local shopping centre and Mike was amazed by the response.

"Being in the shopping centre meant that we had people right there rather than waiting for them to phone us," he said. "We handed out leaflets and talked to people. Husbands would come and have a look while their wives were shopping, and often brought their wives back

afterwards so we could explain it all to them as well."

Mike would like to see more generic promotion of autogas, as he feels the public aren't generally aware of it.

"Most people don't realise what lpg is, even after all these years it's been available," he said. "We set out to educate people that there is an alternative fuel out there, and we explained about lpg systems, the environmental and cost benefits and the potential pitfalls."

The company took a converted vehicle to the centre and had an lpg system on show.

Mike said: "Some people had only heard that autogas

was dangerous and we were able to demonstrate on the stand how safe it is and explain all the safety features."

Mike believes in selling himself and his company, and his customers normally come from recommendations. The cost of the exhibition space was roughly the same as an advertisement in his local paper and he believes it was far more cost effective for reaching new clients and converting sales. The company also collected information from potential customers to keep in touch with.

As well as getting out and educating the public, Green Automotive has good links with its local fire department and believes other autogas

installers would benefit from developing relationships with local services.

Mike said: "The chief fire officer is a customer of ours and felt his firemen would benefit from a class in how lpg systems in vehicles work," said Mike. "They didn't understand how an autogas system is fitted and were concentrating on the inside of the vehicle. I explained that most of the system is external.

"I think installers should be more proactive and get out and spread the word about lpg autogas any way they can."

Contact Green Automotive Systems Ltd on 01484 649100

Lima Bringing Distribution In-house



Lima autogas tanker.

Lima Autogas has brought sales of its autogas conversion equipment in-house. The equipment was previously distributed through Ashwoods.

Caspar Dean, Lima's UK sales manager, said: "Ashwoods recently won a government contract to supply hybrid fuel cell vans. Due to the size of the contract, all its resources for the foreseeable future will be concentrated on meeting those orders.

"Whilst Ashwoods were very happy with the Lima system, they felt that they couldn't give the product the support and attention it needed. After discussions with Lima, an

amicable decision was made to bring distribution in-house."

Lima Autogas is owned by David King, co-owner of Prins Autogas UK. David used his experience from being both an LPGA Approved Installer and an equipment distributor to source components and create the Lima system. The two companies have head offices in



Reducer.

Southampton.

Caspar said: "One of the biggest advantages of supplying directly from our global headquarters in Southampton is that we have been able to significantly reduce overheads, which in turn means the price of our systems to the installer has come down greatly. Every industry has been hit in some way by the recent worldwide financial crisis and the lpg conversion industry is no different.

"We hoped by selling kits at these prices, the UKLPG registered garages that we supply to would be able to offer more competitive conversion rates without compromising on quality or profitability. The steady increase in sales we have experienced month on month has indicated this to be the case.

"As with any new product, there will always be initial

scepticism, but some of the most vocal critics have gone on to become our best customers. I've had more than one conversation with one of these 'Lima converts' expressing surprise at the level of quality, particularly with the injectors.

"Other benefits include dedicated customer service and technical support. Because Lima is sold side by side with Prins, and Lima shares much of the Prins DNA, technical support for both kits can be offered side by side."

**Contact Lima Autogas on 02380 232485
www.limaautogas.com**



ECU.

Lpg Autogas Regaining Popularity

With petrol prices back on the rise and belts tightening across the country, the latest research by TheGreenCarWebsite.co.uk has revealed that 59 per cent of motorists would consider converting their car to run on lpg.

TheGreenCarWebsite.co.uk's editor Faye Sunderland said: "Lpg is a realistic solution to greener motoring for all of us still waiting for other alternatives to hit the mainstream. It's a relatively

cheap and ready way to reduce the environmental impact of your current vehicle or a wise investment when buying a new vehicle, as lpg is expected to rise in popularity as petrol and diesel prices creep back up."

TheGreenCarWebsite.co.uk polled the opinion of 514 website visitors to ask: 'As fuel prices rise again, would you consider converting your current car to run on lpg?' Fifty nine per cent responded that they would.

By the time you read this article, we will have held UKLPG's second autumn AGM. Members will have had the opportunity to discuss and debate the key issues the industry is facing, how best UKLPG can represent the industry to policy makers and what the Association means to them.

Whilst the issue of replacing underground metallic service pipework and the implementation of the Competition Commission Orders has dominated much of the year, we go into autumn presenting the industry's case to the Department of Energy and Climate Change (DECC) and other departments, regarding the role LPG can play in helping reduce carbon output as part of the Government's rural heat policy. This is critical work, and coupled with the consultation on the Gill report into the ICL incident, will be an opportunity for the industry to ensure its strong single voice is heard.

Much of our work this year has focussed on core external issues which could have a fundamental affect on the LPG industry, whether of a technical, safety or policy nature and it is hard to imagine that this won't continue into 2010. However, we also go into the last quarter of 2009 and 2010 developing proposals to put UKLPG onto a sounder footing for the future to enable it to meet its member's needs whilst ensuring the industry is properly represented.



Welcome...

From Rob Shuttleworth,
Chief Executive

Competition Commission Update

It has been 5 months since the implementation of the Domestic Order of Bulk LPG in April this year. UKLPG recently held two workshops to review how the process is working in our member's businesses, the general consensus was that it was madness in the beginning based on volumes and the newness of the process, but on the whole it is working well and has ensured closer links between the suppliers.

The key issues highlighted in the workshops are summarised below, and each requires further work, the outcomes of which will be published in the next magazine:

• **Missing originals, documents and readings**

- Some suppliers have missing originals, best case there will be digital scans, in some cases documents are missing.
- Concerns were raised around the tank paperwork and as an industry what is acceptable.
- Need standardisation of the effect of missing documentation on the value of a tank according to the OFT formula.

• **Inconsistency of testing**

- Some suppliers have adopted enhanced testing at 20 years which does not fall under the definition of a 20 year test defined in the order, therefore the industry needs to agree a way forward as to how to address the differences in testing programmes between suppliers.

• **Underground tank values**

- This is where underground tank values are generating lower prices for these versus their above ground equivalents.

Next up, is the forthcoming Metered Estates Order which comes into force on the 6th November 2009. A working group met on the 11th September and a generic process has been produced, along with a generic document and some guidance notes. UKLPG will be contacting its gas supply members directly about this.

Watch out for the Winter Campaign...

**GAS AND
COWBOYS
DON'T MIX**



Gas Safe's campaign Gas and Cowboys Don't Mix

began on the 17th September to raise awareness of illegal gas installers. Following research carried out, Gas Safe revealed that a quarter of a million jobs are carried out each year by non-qualified engineers, ranging from service and repair to installation. They believe there is a core of 7,500 illegal gas fitters carrying out this work.

Code of Practice of the Month

Code of Practice 26 The Uplifting of Static LPG Vessels from Site and their Carriage to and from Site by Road 2004 (Incorporating Amendment 1 2007)

Relevance: This is a must have publication for gas suppliers involved in the Competition Commission Domestic Order and the consequent uplifting of domestic tanks.

Content Synopsis: This Code includes guidance on the carriage of static storage vessels by road and safe practice in the removal of a storage vessel which has been in service. This edition takes account of the Carriage of Dangerous Goods and Use of Transportable Pressure Equipment Regulations 2004 which excludes the carriage of nominally empty static storage vessels and gives guidance on the conditions to be observed for a tank to be considered nominally empty. It also reflects the Gas Safety (Installation and Use) Regulations 1999. The change over of an LPG storage vessel on consumer's premises requires the two companies concerned to make properly co-ordinated arrangements for this to be effected at a date and time convenient to the suppliers and the consumer. An Association policy statement on this is included in the Code. Includes amendment 1 July 2007



Autogas News

Introduction by Mike Chapman

I wanted to update you on the two key areas that UKLPG, along with its members, are focusing on to help stabilise and potentially grow the LPG autogas market:



Safety Check Review

A Working Group has been formed to undertake this review. I am very grateful to those members who volunteered their time – Autogas Worldwide, Greenfuel Systems, Northern Autogas (Ray Gardiner), Maple Garage (Barry Kenworthy), Gastech (Keith Woods) and LPG Inspection Services (John Walker). Work has already started in refining what needs to be checked and will culminate in a new check sheet backed up by a comprehensive manual to provide guidance to installers and improve consistency of inspections. The plan is to have this available by the end of the year and if anyone has suggestions which they feel should be incorporated please let me or a member of the Working Group know.

Lobbying

An Autogas Lobbying Working Group has been established and is currently carry out some industry research which includes surveys of fleet managers and forecourt customers to establish the best way forward. Information is being obtained from the European LP Gas Association (AEGPL) and the World LP Gas Association to built on the successes they have had and where possible following up through their contacts. Meetings are being arranged from October onwards and details will appear in the next edition

Promoting LPG autogas



As discussed in the previous issue, the positive TV coverage of LPG autogas that featured as part of the BBC's Dom on the Case series in March this year is now available for everyone to view through the homepage of the drive website!

UKLPG has just completed a recent exercise to review the refuelling stations list on the drive website and can confirm that there are now **1,546 public access filling points for LPG in the UK!** This is an increase of 146 on the previously quoted 1,400.

Over the last few months there has been several press releases issued on LPG autogas. Two of which have come from UKLPG, a general one promoting the cost savings of LPG in light of the recent fuel duty increase, and a press release aimed at promoting LPG autogas with fleets. It included a case study on Clear Channel UK who are a large fleet operator, running approx 360 vehicles on LPG in the London area. This received a full double page spread in Fleet Word magazine, and was used by some fleet websites.

Calor and Autogas Ltd have also been promoting the use of LPG during the summer through their own press releases, and Emma Bartle, Sales and Marketing Consultant of Autogas Ltd confirms that more is planned to coincide with the openings of a further 4 Autogas Ltd sites.

Joiners and Leavers...

Welcome to

Anglia Autogas, Norfolk
Kelcrow, Norfolk

Leavers

Alternative Fuel Systems, Sussex
Envirogas Fuel Solutions, West Midlands
Girvan's of Aberfeldy, Perth
Mount Garage, West Yorkshire
Rage Motors, Monmouth

New Centre in Synergy with UK Energy Training

By Ian Oultram, managing director, UK Energy Training

UK Energy Training was delighted to acquire Schneider Industries' training centre at Chepstow, south Wales, in July this year, which had been an integral part of Schneider's complete vessel concept of supply, delivery, installation and associated training courses.

Schneider's parent company took the decision to move all its lpg vessel production to France. All vessel manufacturing in Dumfries ceased and the hub was moved to Stoney Stanton, Leicestershire, to focus the company's attention on new vessel sales and refurbishment. The move highlighted Schneider's training activities as non-core business.

The Chepstow centre, under the guidance of Mike Needham, provided bespoke lpg training courses, and at UK Energy Training we recognised their expertise in this field and indicated our interest. Robert Cato, managing director of Schneider UK, recognised that both the business and staff at Chepstow had a future.

We see a complementary fit between the two centres - they both have different specialised areas, strengths and abilities.



The two centres have different specialised areas.

Chepstow's reputation for providing liquid and vapour courses is renowned; we are pleased that this will carry on, with Mike Needham continuing to utilise the Chepstow centre's facilities for liquid courses. Equally, UK Energy Training's centre in north Wales has a reputation amongst the holiday and park home industry as a national provider able to deliver dedicated leisure industry gas courses, which has seen demand grow year on year.

The leisure sector, including caravans, motorhomes, holiday and home parks and inland waterways, provides a substantial percentage of our north Wales centre's business. Our unique mobile assessment unit has allowed us to deliver our courses right across the UK and Ireland, and in France.

There are over a hundred caravan parks throughout south

Wales, south Midlands and the southwest and now, with our new Chepstow centre, it should be easier and less expensive for prospective customers. We hope to double the over 200 successful candidates who have completed our New Entrants Programme and hold current Gas Safe registration. Many leisure parks, having utilised our New Entrant Programme, are delighted with the outcome of their investment by easing the skills shortage.

Some workshop changes and alterations have been made to accommodate additional numbers at the Chepstow centre. We are steadily updating both staff and training contractors with our training and business methods.

Rebecca Evans, our office manager in north Wales, has implemented a coordinated strategy for administration, marketing, technical and course

availability for both centres. We are able to check all course date, trainer and assessor availability in real time to fulfil customers' requirements.

We have been proactive in promoting our company's image and services, and Rebecca and Lesley Strawson at Chepstow are working together to ensure Chepstow is no longer the best-kept secret in the training world.

UK Energy Training has forged a relationship with Logic Certification, a partnership that is highly beneficial to both our centres and candidates. We are striving to not just meet the required standards, but also raise them for the benefit of the lpg industry. Therefore, we had no hesitation in moving the Chepstow centre to Logic Certification.

I believe we have two of the best lpg training and assessment centres anywhere in the UK, both with well proven records. There is tremendous synergy to be achieved by bringing both centres together.

With the forthcoming review of routes to gas registration providing differing opportunities, we at UK Energy Training look forward to the many challenges that may come our way.

Contact UK Energy Training on 08456 442039
www.ukenergytraining.co.uk

Driver CPC Introduced

From September 10, drivers of commercial vehicles are required to hold a Driver Certificate of Professional Competence (CPC). The Driver CPC has been introduced across the European Union to improve driver standards and make roads safer.

Existing drivers of vehicles over 3.5 tonnes must, by September 9 2014, have completed 35 hours of periodic training in any number of courses that have been approved by the Department for Transport

(DfT). On completion of the 35 hours, drivers will receive a driver qualification card (DQC), which should always be carried.

Mike Dennan of JMD Training said: "Interestingly, it has been accepted that the basic ADR course will qualify for up to 21 hours of Driver CPC. Companies or private individuals can complete the remaining 14 hours' requirement in one fell swoop if they wish to do so, or split it over the period. To achieve this, JMD has affiliated itself with several

LGV training companies around the country to help it provide the facility for completing the regulatory 35 hours through one company. There are no exams for the periodic training."

JMD Training has been providing ADR training courses for over four years and is approved by the DfT Scottish Qualification Authority (SQA). The company's purpose built classrooms are located in Ellesmere Port near Chester.

Mike said: "Our training has a mobile licence from the

DfT and SQA to provide training at customer premises, so courses can be held onsite and to customers' specifications - a big saving on driver down time and costs. All clients have to do is provide a room that meets certain SQA requirements for a training area, an electrical point and the facility to make a decent cup of tea! We will bring all our own equipment to deliver the training."

Contact JMD Training on 01244 543473
www.jmd-training.co.uk

IST Keeping Up to Date

To meet an increasing demand for operational training, Industry Safety Training (IST) has added First Aid at Work, Emergency First Aid at Work, Health and Safety, Manual Handling and Fire Safety Awareness to its offering to complement its existing lpg programmes.

Following 20 years working for a leading lpg equipment manufacturer, Jeff Doidge set up IST "to provide one stop quality training for dealers and stockists of lpg and equipment and end users requiring solid and informative foundation training in lpg and equipment safety".

Jeff said: "Over the last few years, there have been a significant and continuing number of changes to guidelines from the Health & Safety

Executive (HSE) and it's important that training providers maintain good links with relevant bodies and keep their clients up to date with legislation and guidance changes.

"The lpg industry generally has been working on tight margins and this last year has done nothing to improve matters. We provide courses at customer premises, if a suitable facility is available, or can use a venue local to their premises – this alleviates pricey travelling expenses and also means staff can return to work quickly, making IST the cost effective choice."

Contact Industry Safety Training on 01388 816014
www.industrysafetytraining.co.uk

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 Email: a.allan@ayrcoll.ac.uk

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Ring Mike on 07973 295 879
 for more details or email mike@jmd-training.co.uk

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