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## THE VOICE OF THE INDUSTRY COUNTERING CO RISK



**Faye Spiers**  
Editor

Changes are afoot for the gas installer registration scheme and its Accredited Certification Scheme (ACS), as domestic gas safety and carbon monoxide (CO) awareness are currently high profile topics in the industry.

The All Party Parliamentary Gas Safety Group (APPGSG) submitted a report, Shouting About a Silent Killer, to the HSE in September 2006 that investigated the level of awareness of CO in the UK and found widespread public ignorance of gas dangers. This, among other things, has led to the formation of the Carbon Monoxide Consumer Awareness Alliance (COCAA), in which the LP Gas Association (LPGA) is taking an active part. CORGI has also launched its Carbon Monoxide Report, which pinpoints the areas and groups of people most vulnerable to the exposure of CO.

The elderly and the young have been identified as the most vulnerable groups, and tenants have also been highlighted. The Midlands, the northeast, Wales and Yorkshire are the worst affected regions in the UK.

The report shows that, between January 2006 and April 2007, there were 102 carbon monoxide incidents in the UK, claiming 50 lives and causing 218, often long-term, injuries. It also revealed that 90 per cent of the country has a smoke alarm but almost three quarters do not have a carbon monoxide alarm and, alarmingly, three per cent of people don't even know what one is.

New assessment criteria have also been added to the ACS domestic core gas safety assessments to raise the level of understanding of gas operatives in CO issues, so they have a greater understanding of the combustion process and its product's characteristics. Installers holding a domestic core gas safety assessment and an appliance category will be able to undertake the new CPA1 assessment from October.

To minimise the risk of CO poisoning, CORGI recommends installing a CO alarm and servicing appliances annually. The LPGA has suggested that companies in the industry should make reference to gas safety and the CO risk on their websites, perhaps with a link to the CORGI website's consumer information page at [www.trustcorgi.com/consumer/consumerinformationlandingpage.htm](http://www.trustcorgi.com/consumer/consumerinformationlandingpage.htm)

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#### FRONT COVER PICTURE INVESTING IN LUXURY SECTOR

See page 09



# Calor Urging Vigilance

As a result of the recent terrorist incidents in London and Glasgow, Calor Gas Ltd has undertaken a review of its cylinder sales policy. The company has written to all 10,000 of its authorised cylinder retailers urging them to follow simple security procedures when retailing cylinders.

As well as recommending a review of storage site security, Calor has reiterated to its dealers that a Cylinder Refill Authority Agreement must be

completed for all new cylinder issues and the customer's identity should be confirmed.

Stewart Woolley, general manager cylinder business at Calor, said: "Whilst we would never claim indestructibility, Calor cylinders are designed to minimise the risk of them exploding. The cylinders contained within the Jeep in the Glasgow incident did not explode; in fact, they didn't even appear to be leaking when they were removed from the vehicle.

"Calor Gas cylinders are used daily and perfectly safely by millions of people up and down the country for hundreds of different purposes, and are supplied through Calor's network of retailers, who have a vital role to play. It is important that we maintain the highest reasonable level of security when storing and retailing cylinders."

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Stephen Voller, CEO of Voller Energy, said: "We are delighted that Voller's APU is the first fuel cell in the world to receive the TUV SUD certificate, which confirms that our system is safe. The advantages of fuel cell technology mean that we see virtually unlimited applications for our auxiliary power units, from the maritime sector or recreational vehicles, such as caravans and mobile homes, to construction site cabins."

Contact Voller Energy Group plc on 01256 813900  
www.voller-energy.com

# Raising ACS Criteria

The Carbon Monoxide Consumer Awareness Alliance (COCAA), in which the LP Gas Association is taking an active part, has been formed to raise carbon monoxide awareness in the UK, and the Accredited Certification Scheme (ACS) Committee has announced new assessment criteria around carbon monoxide after concerns expressed by the All Party Parliamentary Gas Safety Group (APPGSG), which launched an inquiry into the level of awareness of carbon monoxide in the UK.

The new assessment

criteria will feature in domestic core gas safety assessments and will raise the level of understanding of gas operatives in carbon monoxide issues. The scheme committee has agreed that all gas operatives should be able to demonstrate a greater understanding of the combustion process and characteristics of the products of combustion.

A new ACS assessment (CPA1) will also be introduced to cover combustion performance analysis on newly installed appliances in

accordance with the recently published standard BS7967 and where, in some instances, the manufacturer's instructions state it is an operational requirement. Although a stand-alone assessment, those wishing to undertake it must already hold an appropriate domestic core gas safety assessment and at least one appliance category.

The ACS committee will also simplify ACS assessment and ensure competence is only assessed for the relevant activities of individual businesses.

# Snapshots Analysing Autogas

Research and Markets has announced the addition of Snapdata's Snapshots UK Lpg Service Stations 2007 to its offering. The report provides 2005 year-end market size data, with 2006 estimates, four years of historical data and five-year forecasts.

The Snapshots report gives an instant overview of the UK lpg service station market, and covers sales of lpg on service station forecourts. Market volume is based on the number of service stations. The data is supplied in both graphical and tabular format for ease of interpretation and analysis.

**Contact Research and Markets on +353 14 811716  
www.researchandmarkets.com**

# New HQ, New Faces



Lisa Thomson.

The LP Gas Association (LPGA) has moved to new premises in Coventry and taken on two new members of staff, Lisa Thomson as communications manager



Samantha Tolly-Debruyne.

and Samantha Tolly-Debruyne as office coordinator. Anna Dore and Jean Hazel have chosen not to make the move to Coventry.

Rob Shuttleworth, director

general at the LPGA, said: "I'd like to thank Anna and Jean for all their hard work over the years. I'm delighted that we have recruited two members of staff for our new Coventry office and I would like to extend a warm welcome to both Sam and Lisa, and we look forward to working with them."

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# IMPLEMENTING CHANGES TO THE DOMESTIC GAS SAFETY REGIME

by Les Philpott, deputy director of policy group – specific interventions, Health & Safety Executive

On July 27 2007, HSE launched a competition for a provider to run a reformed gas installer registration scheme. The principle aim of the gas installer registration scheme is to ensure safe standards of gas work that contribute to consumer gas safety. The new scheme will be in place before the end of July 2008 and will build on current achievements in gas safety, bringing benefits to both gas consumers and gas installers.

These proposals take forward recommendations arising from an HSE review last year of the domestic gas safety regime and have received support from Lord McKenzie of Luton, the Minister responsible for health and safety. The review, which covered piped natural gas and lpg used in domestic homes in the UK, involved extensive engagement with those interested in gas safety.

## REVIEW

The review heard a wide range of opinions from the gas industry, campaign groups, the trades unions and other interested stakeholders. The All Party Parliamentary Gas Safety Group also contributed its views through a report 'Shouting about a silent killer', published in September 2006.

HSC/E's aim has been to look for ways of making a good record on gas safety even better for gas consumers by continuing improvements in standards of gas installation work. The HSE's reported statistics show an improving record on fatalities, with 16 fatal gas related CO poisonings in 2005/06, which is half the number of ten years ago. However, recent research shows widespread public ignorance of gas dangers, and this reinforces domestic gas safety as an important consumer protection issue.

The HSC 'Strategy for Workplace Health and Safety in Great Britain to 2010 and



Les Philpott.

Beyond' emphasises the critical importance of working through partners in the relevant industries to improve safety. These proposals are aimed at reducing the need for intervention on the part of the regulator through an improved and strengthened industry-led regime, reinforced by greater public awareness of the risks.

## NEW SCHEME

HSE is seeking innovative proposals for delivering the new scheme and for delivering benefits for gas consumers and gas installers. Oversight of the new regime will remain with the HSE and the principle features are as follows:

- A single provider will be appointed to run the new scheme for a five-year period. There will be an agreement between the HSE and the

provider setting out a number of tasks to be undertaken by the provider, and performance will be monitored by the HSE.

- The role of the new registration scheme provider will be extended to include coordinating stronger industry action to raise public awareness of gas safety.
- The new body may also be given other functions, such as limited enforcement powers to help tackle the problem of illegal, unregistered installers.
- Gas installers will be encouraged to apply for registration through incentives, such as a simplified registration process. The new provider will be tasked with undertaking a review of the competence requirements for registration. The aim will be to simplify the current requirements and reduce burdens on installers.

The competition will be in two stages, with a prequalification phase being followed by a full bid stage for selected bidders. The HSE is aiming to announce its decision early in 2008.

## CONSUMER BENEFITS

The new scheme is intended to benefit gas consumers through continuing improvements in standards of gas installation work and reduced risks from illegal gas work. There should also be improvements in gas consumer safety generally

through improved information on the risks from gas, and better advice on the practical actions needed to stay safe.

## INSTALLER BENEFITS

The new scheme provider will be required to set registration fees at affordable levels, and it is intended there should be reduced indirect costs to installers arising from the Accredited Certification Scheme. There will also be benefits arising from the new ways of tackling the problem of unfair competition from unregistered and illegal gas installers.

## MINISTERIAL GROUP

Whilst the new regime is being established, the gas industry has committed to renewed action to raise awareness of carbon monoxide risks coordinated by CORGI. Lord McKenzie has set up and chairs a Ministerial Group on gas safety, attended by Ministers across government, including the Department of Health. One of the group's key functions is to monitor the progress of industry's renewed awareness-raising activities. A supporting Officials Group has also been set up to improve coordination in this area across government departments.

Further information can be found on the HSE website at [www.hse.gov.uk/gas/domestic/safetyreview.htm](http://www.hse.gov.uk/gas/domestic/safetyreview.htm)

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# COMPETITION LAW: YOUR “GET OUT OF JAIL FREE” CARD

by Anne Clayton, associate in Wragge & Co LLP’s Energy & Regulated Industries Team

Competition law has come sharply to the fore in the lpg industry as a result of the Competition Commission (CC) investigation into domestic bulk lpg supply. Going forward, how can businesses and individuals ensure compliance?



Anne Clayton.

## What is competition law and to whom does it apply?

EU and UK competition law prohibit anti-competitive agreements and abuse of an individual or collective dominant market position. Anti-competitive agreements can consist of formal or informal agreements between companies, the most serious examples of which are price fixing or market sharing cartels between competitors. Abuse of dominance may, for example, consist of predatory pricing or a refusal to supply without objective justification.

As well as targeting organisations, competition law now extends to individuals. So, under the Enterprise Act 2002, an individual who dishonestly engages in cartel activity is guilty of a criminal offence (known as the ‘cartel offence’). The UK Office of Fair Trading (OFT) has indicated that it will increasingly target individuals for cartel offences.

In addition, the competition authorities can investigate markets or sectors that appear not to be working well. The CC investigation into domestic bulk lpg supply and the European Commission’s inquiry into competition conditions in the electricity and gas markets are examples of the use of this power.

## What are the penalties for getting it wrong?

At the corporate level, the consequences of a competition law breach could be:

- Imposition of a fine of up to 10

per cent of group annual worldwide turnover (and it should be noted that the level of fines imposed by the European Commission and the OFT has increased dramatically in recent years).

- Automatically void and unenforceable commercial agreements.
- Damages claims by affected third parties (again, there is a dramatic increase in the number of such cases in the UK courts).
- Negative publicity affecting reputation and relationships with customers and other suppliers.
- Uncertainty for the business, loss of management time and low staff morale.

## For individuals, the consequences could be:

- Imprisonment for up to five years and unlimited fines for anyone guilty of the cartel offence.
- For directors, disqualification from being involved in the management of any business for a period of up to 15 years.

## What are the key risk areas?

Any environment in which competitors meet or otherwise have an opportunity to communicate with each other presents a key risk area. Focusing on trade association activity by way of example, specific areas of risk include:

- Information sharing (e.g. benchmarking, exchange of statistical information, market intelligence).
- Any discussion or

arrangement that directly or indirectly relates to prices and charges, including discounts and allowances.

- Joint purchasing or selling activities (e.g. agreements between purchasers to fix the price they are prepared to pay or to purchase only through agreed arrangements or from certain suppliers).
- Any agreement to follow standard or minimum terms, particularly if the standardisation covers terms affecting price or other key conditions of supply.
- Adherence to any code(s) of practice that influence behaviour to such a degree that it becomes coordinated, or which deal with prices or involve any element of market or customer sharing.

The broad principle is that competitors must not, whether in the trade association context or otherwise, do or say anything that seeks to or may have the effect of influencing each other’s conduct, other than through normal commercial activities.

## Are there any simple safeguards?

There are some simple safeguards for businesses and individuals. These basic ‘do’s and don’ts’ are designed to ensure that competitor contact is appropriately documented and limited to that which is necessary; that legal advice is not rendered suspect because of a poor choice of words, and that appropriate compliance procedures are in place.

## Do

- Insist on an agenda for all meetings with competitors and ensure it is respected.
- Keep accurate notes and ensure you receive and retain formal minutes of such meetings.
- Consider introducing formal internal reporting of all competitor contact, e.g. a competitor contact sheet to be completed after each trade association meeting or conference.
- Adhere to appropriate corporate language guidelines in all business communications to ensure there are no ‘hostages to fortune’.
- Make sure you have appropriate dawn raid procedures in place.

## Don’t

- Under any circumstances, reach any agreement or understanding whatsoever relating to price fixing, market sharing, territorial divisions of the market or customer sharing with a competitor.
- Attend any breakout or ‘shadow’ meetings before, during or after any trade association meetings or other meetings at which competitors are present.
- Fetter your own commercial freedom of action through discussions with your competitors.

If you are in doubt as to the compliance of any matter, please seek independent legal advice.

**Contact Wragge & Co on 08709 031000  
www.wragge.com**

# INVESTING IN LUXURY SECTOR

DRU Fires, a leading manufacturer of contemporary gas fires and wall heaters, has recently made a significant investment adapting many of its UK products to lpg. This has resulted in the publication of the company's new lpg products brochure. DRU Fires' UK general manager, Niall Deiraniya, explained the rationale behind the strategy.



Niall Deiraniya, UK general manager, DRU Fires.



Trio freestanding stove.

DRU products are distributed in the UK by the company's UK subsidiary, Drugasar, which has been in business since 1975. Drugasar was, until recently, best known for its range of commercial gas wall heaters, which are widely used in churches, schools, military establishments and other public buildings.

These heaters have always been lpg compatible due to many of the properties supplied being in remote locations, where it is often difficult to access mains gas supplies.

## CONTINENTAL STYLE

In 2003, DRU entered the UK domestic fire market with a range of contemporary, continental style gas fires. The company specialises in 'balanced flue' fires that can be installed with or without a chimney. The system, which was originally developed by DRU engineers in the 1930s, uses air from outside the building for combustion and expels waste gases to the outside through a special type of flue.

The fires are all glass-fronted, producing a powerful heat output and a very realistic flame

picture close to that of a solid fuel fire. Because the fires don't have the limitations of having to fit into a standard UK chimney, they can be designed in many different shapes and sizes. Models, such as the fashionable letterbox-style Metro 70 or the magnificent three-sided Trio freestanding stove, make a strong statement in any living room, whether in modern or period settings.

DRU also produces conventionally flued gas fires. Whilst still glass-fronted and contemporary in appearance, these fires can be fitted directly into a UK chimney aperture. This means they require less building renovation work to install and the work can be completed in a shorter time.

## LUXURY SECTOR

In response to public demand, many DRU balanced flue fires and all conventional flue fires have been adapted to work with lpg. Although non-mains gas areas only account for about five per cent of the UK domestic gas appliance market, they represent an important part of the luxury homes sector, which is the major

target for DRU products.

The advent of inspirational lifestyle TV programmes, such as *Grand Designs* and *Property Ladder*, has sparked a huge growth in the refurbishment of rural properties. The renovation of older fireplaces and the installation of new ones is an important part of this process.

The introduction of balanced flue fires means that fireplaces can be created in dwellings, such as barn conversions, where it was previously thought to be impossible. When the fires can use lpg as well, there is no limit to consumer choice.

## SUPPLEMENTARY HEATING

The range of lpg compatible fires from DRU includes hole-in-the-wall models, fireplace suites with classic surrounds, hanging fires and freestanding stoves. In addition, the company has now produced a range of domestic wall heaters, the Style series, which are suitable for supplementary heating around the home in places, such as loft conversions, extensions and conservatories.

Style heaters are available in three different sizes, depending on the heat output required for the room. They are balanced flue convector heaters that have the

appearance of modern radiators. The result is a product that looks sleek and stylish, but delivers a kind of heating that is both comfortable and efficient.

## NEW PRODUCTS

DRU fires and wall heaters are available through more than 130 exclusive retail outlets covering the whole of the UK. As well as providing logistical and marketing support, Drugasar also organises regional training seminars for dealers and their installers in order to familiarise them with the techniques needed to install this special range of fires. This is particularly important when installing lpg products, which require either separate engines or conversion kits to deal with the variations in pressure when an appliance is using propane as its fuel source.

Drugasar continues to regard the lpg market as extremely important for future business growth, and we have a planned programme of new lpg-compatible products in order to satisfy the wishes of householders, architects and property developers.

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The letterbox style Metro 70.

# CHOOSING FOR EFFICIENCY

Graham Vials, chairman and managing director of fireplace and surround manufacturer, designer and installation specialist, Anglia Fireplaces, addresses the changing consumer trends and focus of the industry in the face of energy saving and efficiency requirements.



Bodart & Gonay Cosmos 145.

With the ever-changing trends within the fireplace industry, we at Anglia Fireplaces pride ourselves on being at the forefront with widely renowned quality products and service and our commitment and understanding of our customers' requirements.

With the continuous focus on the environment, global warming and the need to conserve resources, we recognise that our customers now take more into consideration than just the look of their fireplace. The changing trends mean that the use of a fireplace is now becoming increasingly more prominent and we know that, if designed correctly, the fireplace can make a significant difference to the energy efficiency of a home, in addition to giving warmth throughout.

## CORRECT OUTPUT

Choosing the correct appliance for a home is vital, not only from the design concept, but also for heat output, as for any appliance to operate at optimum efficiency the correct output for the area to be heated is paramount. The chimney design and chimney efficiency also have a significant bearing on the operation.

Customers are increasingly becoming aware of the benefits of using gas as a fuel, not only for the heat and design options, but also for the positive

environmental element. By choosing high-efficiency gas appliances, you automatically conserve energy in your home and in your community, a factor that, alongside carbon offsetting, is of high importance to many people building, or considering building, new properties. Gas will give a carbon credit to the efficiency of the home, which can be traded off against other areas of a house design; and as a result, many customers are choosing efficient gas fires for their homes.

Another aspect that continues to prove appealing to our customers is the convenience and minimum maintenance requirements of gas appliances. With increasingly busy lifestyles, many customers simply do not have the time to prepare a wood fire and, with just the flick of a



The award winning Hase Modena.

switch, gas appliances provide instant heat whilst accentuating the presence of a stunning centerpiece. Our range of gas or multi-fuel fires can be lit very quickly and gone are the days when fireplaces carried the stigma of being dirty and dusty, in fact, on the latest glass fronted appliances, the glass remains clean and they use 75 per cent less fuel, as they are 75–80 per cent efficient.

Traditionally, gas fire designs have been perceived as limited or having a 'dated' appearance, however at Anglia Fireplaces, we offer a wide range of both classic and contemporary gas burning collections, available in conventional flues, balanced flues and even flueless options. Our product range offers the latest models from prestigious manufacturers, including Bodart & Gonay and Hase, and the range of LPG appliances can be as simple as a traditional 16" gas insert, or a fire to make a statement on its own as a hole in the wall.

## AWARD WINNING

The Hase range of gas appliances that we currently stock includes the Luno gas balance flue, which is a very popular, contemporary model. The award winning Modena gas balanced flue is highly sought after for its fiery glow, which is displayed in three directions through the paneled glass design. The Bari gas balanced flue is also an excellent choice as it is compact and highly adaptable to many architectural conditions.

The Bodart & Gonay range will be strengthened by the Cosmos 145 balanced flue, which we will stock from September 2007. The attractive, contemporary appliance is a built-in option and features a remote thermostat for convenience.

Our diverse range reflects our

understanding of the ever changing needs of our customers. By displaying our products within lifestyle settings, we enable customers to gain a firsthand experience of how the ranges can transform any room.

## INSTALLATION SERVICE

In addition to our wide product range, we also provide a quality planned installation service through which customers receive assistance from our experienced staff from the very start of their decision process. We provide advice and recommendations on which design and product will best suit our customers' requirements and lifestyle.



Hase Luno gas balanced flue.

We believe that, although a fireplace can certainly be an eye-catching focal point in a room, it does not need to become a dominant figure or dictate the room colour or furnishings, it should simply be an extension of the customer's personality and create the right impact when they enter the room.

With the variety of finishes, colours and designs that we offer, customers can be assured that they will find the right fireplace for their home. Anglia Fireplaces continues to be the natural choice for the highest quality fireplace products and service.

**Contact Anglia Fireplaces & Design Ltd on 01223 234713**

# FREEDOM OF CHOICE FOR GROWING MARKET

With an estimated 2.5 million British homes being beyond the reach of mains gas and an additional 40,000 people per year seeking a better quality of life by moving to non-mains gas areas from towns and cities, the demand for heating products designed to work with lpg is steadily increasing.

The importance of providing stylish and desirable products that fulfil the needs and wishes of this growing market are vital, which is why every product within the Gazco collection of gas appliances is available in an lpg fuelled version, helping make the company one of the country's leading manufacturers of gas fires and stoves. This brings a staggering variety of styles and heat outputs to the table, enabling freedom of choice and a satisfied customer base.

## FOCAL POINT

Living flame gas fires have been a feature of urban and suburban homes for 25–30 years. Increasingly, those moving into rural areas expect to be able to combine the convenience of gas-fired central heating with a fire that creates a superb focal point to a room, as well as providing a traditional, cosy atmosphere.

There is no equivalent with oil and, if you choose to use an open fire that burns wood, not only do you have to cut and/or store logs, but 80 per cent of your heat goes straight up the chimney. By contrast, the latest gas fires, such as those featuring Gazco's E-Box™ technology, can boast efficiencies of up to 87 per cent. They also have flame pictures and heat outputs that are easily adjusted, often via a remote control option, and come in a wide choice of traditional and contemporary designs.

Over the last two–three years, Gazco's research and development team (with laboratories amongst the most advanced in the world) have

become conscious of the need to create more energy-efficient models and have developed both improved designs of existing products and introduced entirely new models. The E-Box™ technology, for example, can be applied to a variety of models, such as the newly launched E-Studio, a variant of the extremely popular contemporary Studio open fire.

An almost invisible glass front to the fire provides a sealed unit that allows the combustion process to be regulated more precisely and more efficiently. The fires therefore require less gas input and no additional room ventilation, resulting in a much higher output.

## GRAND SCALE

Whilst models using Gazco's E-Box™ have been designed for standard 16" (405mm) width fires, the fires in its Riva range are on a grander scale, with a choice of 20.5" (530mm) 26" (670mm) and 27.5" (700mm) widths. They also feature a



Gazco's nostalgic Huntingdon 30.

highly realistic log effect fire that can be particularly suited to more rural homes. Again, there are both conventional and balanced flue versions, a wide choice of design formats to suit different styles of interior and the option of remote controls, which takes care of everything from ignition to flame height adjustment.

For those living in contemporary self built homes and barn conversions, Gazco has a further collection of products under the Linea banner. The highlight of this range is that the fire is ultra slim, only around 6" (150mm) deep, and akin to an LCD or plasma TV in styling. Whilst mentioning televisions, Gazco offers a contemporary gas fire in the form of the Studio, which allows the placement of an LCD or plasma TV on the wall above the fire – producing a true focal area to the living room or den.

## STOVES

Gazco also offers what is probably the UK's largest selection of gas-fired heating stoves. Available in both traditional and contemporary models, they echo the features of other company products, including choice of coal or log effect fires, conventional or balanced flues and manual or remote controls. Some versions even have thermostatic controls that allow you to set the room temperature to your exact requirements – and that's something you do not even have on a real wood burner!

The stove market is a buoyant one within the UK and Ireland at present, a positive situation that



Gazco's Riva range is on a grander scale.

is reflected in the launch of a number of new models for the forthcoming heating season. These vary from the cast iron Huntingdon 30 (up to 3.43kW heat output and 80 per cent efficiency) with beautiful tracery doors and nostalgic appearance coupled with the utmost of modern engineering to the modern Riva F67 (up to 4.9kW heat output and 75 per cent efficiency), which is available with an optional bench to provide alternative styling solutions and a very different visual impact to the generally available stove – it also provides you with an excellent view of the fire through the generously wide window.

Overall, Gazco can offer homeowners and installers immense choice, whether you want to achieve a minimalist, contemporary look, or have your heart set on a more traditional stove.

**Contact Gazco on  
01392 4740761  
www.gazco.com**

# 10 YEARS OF DEVELOPING RELATIONSHIPS

Jeff Watson recently marked 10 years in his position as technical manager at the LP Gas Association (LPGA), and will continue after the association's amalgamation with ALGED next year.



Jeff Watson.

Prior to joining the LPGA, Jeff spent 25 years at Calor Gas Ltd. At the time of the three-day week in the 1970s, he was working in Calor's laboratories and quality assurance departments, spending much of his time testing cabinet heaters. During this period he received his first professional qualification from the Institute of Quality Assurance (now the Chartered Quality Institute).

"The coal and power strikes drove the cabinet heater market, and Calor was buying 200,000 heaters a year in the mid 1970s," said Jeff. "Ships would transport them from Spain to Boston and we would check them over. It has to be said that the quality wasn't always of the highest standard, and this led to Calor sending people, including me, out to the factories to see them being made and make sure the product lived up to expectations."

The next years saw Jeff taking on wider responsibilities, in particular standards writing, where he chaired the European group that wrote the initial cabinet heater standard, and managing the day to day activities of Calor's, by now UKAS accredited, test laboratories. Having already followed Calor to Slough, when the company moved to Warwick, Jeff decided to look for another job and applied to the LPGA for the post of technical manager. His new position included working with the LPGA's technical management

committee (TMC) to translate legislation and government policy into the Codes of Practice and other practical advice for the industry.

## CONTACTS

Jeff says his job is about developing relationships. He meets with his contacts at the Department for Transport, Health & Safety Executive (HSE), Department of Communities & Local Government, etc, at least eight times per year and feeds the details back to the TMC, of which he is secretary. The committee meets three or four times per year to discuss how best to influence government and then to incorporate necessary changes in legislation into the 35 Codes of Practice. Following wide consultation, Jeff reedits the Codes for the TMC's approval to publish.

"The committee meets on an ad hoc basis for certain issues as well," said Jeff. "For instance, we recently met to discuss amendments to Code 1 Part 1. The changes are mostly non-contentious but some could be a bit messy. We always work until we have a consensus on any issue. Everyone wants a healthy industry, and a compromise can usually be reached."

## IMPACT

European legislation can also have a great impact on the industry. Lichtenstein's proposal to train all cylinder delivery drivers carrying over 333kg went

through on a majority vote, with the UK being the only major country voting against.

"The one man one vote system sometimes means lost money for industry and, in this case, has hit customers too, as they can find it more difficult to get cylinders delivered. If we argue against a change, it's better to stress that it's bad for the UK as a whole rather than just a cost on the industry, that it will affect employment, cost, availability or safety. But if we don't get our way, our active involvement means we can let people know what is happening and get information out so that companies can react to the changes early and be prepared."

## SECURITY

National and world events can also have an influence on the industry – or not...

"9/11 didn't have as much impact as you might think – security measures were already largely in place as we had been dealing with issues, such as IRA bombings, for some time. Security has been reviewed though, and this has improved awareness of things like access control and checking identities."

During Jeff's tenure as technical manager, the LPGA came to an agreement with the HSE to produce joint Codes of Practice for the industry, which has improved the Codes and made life easier for everyone, says Jeff, although he's not always sure who to aim them at. "It can be difficult to keep the

Codes to a manageable size, as enforcers, supply companies and end users can often have quite different needs. We obviously include the common ground and as much information for individual needs as we can, but if we had to write a separate document for each group, we'd use up a small rainforest," he laughs.

## CHANGE

Jeff's current focus includes changes to the Code for buried and mounded lpg storage, pipework, a proposal from Belgium and The Netherlands for fire protection on transport vehicles, the carriage of empty static storage tanks, and proposed changes to implement REACH, so there's still plenty for him to do. His recent road traffic accident doesn't appear to have slowed him down too much.

"The doctors said I wouldn't return to normal work for up to 10 months, but I was only away for three and feel that I'm pretty much back up to speed now," he said.

As for the future, after the amalgamation of the LPGA and ALGED and with the office moved to Coventry, he will mostly be working from home.

"I'm looking forward to the new challenges and opportunities that are sure to present themselves. Change is a clear sign of life and we should welcome it, not fear it," he said.

**Contact the LP Gas Association on 02476 711601 [www.lpga.co.uk](http://www.lpga.co.uk)**

# KEEPING THE CUSTOMER HAPPY

By Pat Ardis, managing director, Cambrian Gas Ltd

The life of a caravan park operator is forever changing as he strives to meet consumer demand for higher and better facilities. Lpg mains systems have played a major role in achieving these additional services.



Home Farm Caravan Park, Anglesey.



Delivering lpg underground tanks to Ty Newydd Caravan Park & Leisure Centre, Anglesey.

Upgrading sites to adhere to changing regulations or byelaws keeps operators and gas supply companies on their toes. For example, over the past few years, local authorities in North Wales have focused on the reduced safety distance between modern, wider static caravans. Reinstating the local authorities' separation distance between caravans has meant laying new concrete bases and extending or renewing services, i.e. lpg mains, water, sewerage, electricity and, in some cases, cable TV and telephone.

## LATEST EQUIPMENT

Whilst undertaking these upgrades, most parks have taken the opportunity to introduce larger capacity and the latest technical equipment available to meet demand for the next 20–25 years. Cambrian Gas and its associated company, LPG Park Services Ltd, have worked closely with their park clientele to ensure that all lpg upgrading is fully compliant with all regulations.

It's a good opportunity to review the latest innovations, such as underground tanks, and telemetry for both tank and gas box metering. Moving the tank underground is more pleasing to the eye and, in some instances,

the tank can be situated in less obvious areas, thereby freeing traditional aboveground tank storage areas for additional caravan bases.

Ty Newydd Caravan Park & Leisure Centre in Anglesey is in a picturesque setting, but the owner, Mike Monger, believed the existing tanks somewhat distracted from this and wanted to utilise the existing tank storage areas for other purposes. However, going underground was impossible as the park sits on solid rock. How were we to hide a 2x2 tonne tank?

Garth Lee, director at LPG Park Services, surveyed the site and discovered a six-foot mound on the boundary of the park. Cambrian Gas situated the storage tanks alongside the mound, extending it to cover the newly positioned tanks. The lp gas ring main was extended to tee into the new tank location.

## FULLY SERVICED

Also on Anglesey, Home Farm Caravan Park was granted planning permission for a further 15 log cabins. Gwyn Jones, owner of the prestigious five star park, wanted to maintain the ambience by providing fully serviced log cabins.

Gwyn was delighted with the existing lp gas mains and had no



Home Farm extended the lpg mains to 15 further caravans.

hesitation in extending it to accommodate the extra 15 units. As well as enhancing the look of the park, installing the system removed the large gas cylinders from each caravan, thus reducing the heavy workload of delivering the cylinders.

## CONSUMER DEMANDS

Leisure park operators are constantly changing to keep abreast of larger caravans or double units to satisfy consumer

demands. Cambrian Gas prides itself on working closely with the park to meet these requirements.

It may seem like hard work to replace aboveground with underground storage tanks, but if that's what keeps the customer happy, it will also ensure continued growth for Cambrian Gas and LPG Park Services within the leisure park industry.

**Contact Cambrian Gas Ltd on 01244 520551**  
[www.camgas.co.uk](http://www.camgas.co.uk)

### Specialist in LPG Mains Gas Installations, to Caravan & Mobile Home Parks throughout the UK & Ireland



LPG Park Services offer the Leisure Park Operator:

- *Bespoke polyethylene piped system to suit individual needs*
- *Choice of regulators and meters with fixing brackets to suit*
- *Final connection to bulk storage (when requested)*

We are able to offer these services direct to the Caravan Park operator. Or sub contract to LPG Suppliers.



**TELEPHONE 01244 520551**

# CROSS CHANNEL METERING

The definition of a metered estate in the UK is generally more than one user of lpg, supplied by a bulk vessel through a networked pipework system. Meters then apportion the cost of the delivered stored fuel to each user by periodic meter readings. However, in France, this can mean something different, as Kaz Dziamarski, sales & marketing manager at Clesse (UK) Ltd explained.

## Dual Fuel Gas Tariff measured in cubic metres

Reading period 4 Apr 07 to 6 Jul 07

	previous	latest	units	kwh	kwh split
Gas used	13862 A	14048 E	186	2066	First 1156
					next 910

Lpg will need to be measured with greater accuracy and referenced to kilowatts of energy.

To demonstrate why French metered systems are evolving in a different direction, we need to look at the current situation in the UK, where site owners tend to operate the networked pipework and meter system of a metered estate. The site owner technically becomes the gas supplier, leaving the lpg distributor to deliver the fuel and supply and maintain vessels and pressure regulating equipment.

The site owner therefore pays for the litres of lpg delivered into vessels and later recovers cost through the meter reading in cubic metres. One is measured in mass – litres – and the other in volume – cubic metres. However, if a reconciliation exercise is done between what goes into the vessel and meter readings, reconciliation is almost impossible, often as much as 15 per cent adrift.

The traditional conversation factor of 3.65 litres to the cubic metre just doesn't add up to the quantity delivered, and often leads to site operators questioning the accuracy of distributors' tanker metering, or potentially overlooking a leakage of lpg. Of course, distributors understand that temperature, pressure changes and differences in barometric conditions affect lpg, but this is something that has been overlooked at the gas meter.

Recognising this, French gas distributors asked Clesse Industries – one of the largest meter box manufactures in

France – to develop an automatic system that compensates for the variations in temperature and, more recently, barometric conditions, to give precise and reconcilable metering systems. Clesse developed the temperature-compensating regulator. Those who attended AEGPL 2007 in June will have seen examples of this on the Clesse stand.

The Clesse regulator, RATAc (Regulator with Automatic Temperature and Altitude Compensation), monitors temperature and atmospheric pressure, then alters the gas density by adjusting



Clesse's RATAc regulator.

intermediate gas pressure before it passes through the meter. A final pressure reduction occurs before the gas reaches the appliance.

This means that cubic metres registered on the meter will have a constant mass, enabling an accurate conversion to litres and assisting reconciliation with the delivered lpg. More importantly, the end user will be able to accurately convert meter readings into kilowatts of energy. Lpg is then sold for its energy content, giving direct comparisons to other fuels.

It is worth pointing out that a meter registering gas below 15°C is recording gas that is of a higher density, therefore possessing a higher energy value. The meter still reads one cubic metre, but this time it might have taken up to four litres of liquid to give one cubic metre of gas. The RATAc adjusts for this and, with temperatures over 15°C, it tops up the density of the gas so the end user gets the energy they pay for.

In France, this is now becoming a popular way to sell lpg – by cubic metres or kilowatts as opposed to litres – and is extending beyond multi-user networked sites to single premises tank installations. This enables more accurate comparison to other fuels and gives the gas supplier more confidence to price his product with greater accuracy.

Increasingly over the coming decade, our day-to-day existence will be benchmarked against a carbon footprint; travel, work and home will be monitored for energy consumption. Lpg will therefore need to be measured with greater accuracy and referenced to kilowatts of energy.



Clesse's P1040588 meterbox.

In the UK, Clesse has recently introduced a meter box for small domestic and holiday home use. To complement this, a further version will be available – a G4 sized meter supplied by either a selection of standard regulators or the new third stage 75mb UPSO regulator.

With the UK Clesse box, we have used our experience in design to bring together some of the solutions from France and the aesthetics and functionality of the UK market. We have specially designed and manufactured the pipe and fittings to minimise assembled joints and potential leak paths. Even the test nipple has been redesigned to give a reliable and quick method of testing gas pressures. The boxes for the UK are also manufactured and components assembled and tested using the same production line in France as the RATAc system.

We don't have any immediate plans to introduce temperature compensated regulators in the UK, but I'm sure that this will come in the future, should the market demand.

**Contact Clesse (UK) Ltd on 01902 383233  
www.clesse.co.uk**

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## Non-invasive Tank Gauge for LPG



### Features:

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- ATEX approved for hazardous areas
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**PRESSURE REGULATION  
FIRST, SECOND AND  
INTERMEIDIATE STAGES  
FOR LPG NETWORKS**



# MARKETING DEVELOPMENTS IN THE PIPELINE

by Mike Collins, Continental Product Engineering Ltd

The park home sector continues to be an important part of the domestic LPG market and, with the continued popularity of UK holidays, amongst other factors, this growth looks set to continue. In addition, more and more of the parks are reverting to bulk gas supply and individual metering from the previous use of cylinders.

Continental, as an equipment supplier, recognises the need to develop its existing product range and innovate new ideas to cater for the needs of this market.

## METER BOX ASSEMBLIES

The heartbeat of the assembly is the tried and tested Mesura UPSO/OPSO regulator, of which there are currently over 40,000 lpg units in service, and a similar amount of its sister natural gas regulators. The entire Mesura regulator range boasts an impressive reliability and safety record.

Our meters are OFGEM approved and have pulse facilities for potential remote reading, and we also have new meters that are temperature compensated, allowing accurate meter reading in the harshest of conditions. All of the internal components of assemblies meet the relevant approval requirements.

Continental has one of the last UK based assembly lines for production. We have a large production capacity, and subsequently this allows short lead times. We can produce several varieties and configurations to suit every requirement for the green static home, cavity, surface mounted and semi-submerged versions.

We recently created an UPSO/OPSO regulator assembly box that allows for the opportunity of an easy retrofit meter installation at a later date.

## ASSOCIATED EQUIPMENT

We offer the complete package from the tanks themselves through to the outlet pipework – 1st stage modules, OPSO units, PE pipe and fittings, valves, gas bends, GRP sleeving, mounting posts, base plates, fixing kits



and outlet connection hoses, to mention a few, can be supplied off the shelf.

## INVESTMENT

We have made a significant investment in tooling to introduce a compression moulded DMC box that finally brings the quality of the static home box in line with the natural gas style boxes that have been fitted on our homes for many years. The box itself is more substantial, has a 20-year life expectancy (the current boxes only have a maximum life of 10 years), meets the fire retardant requirements of BS476 and has been designed with the new parameters of BS6400 in mind.

The new box has an improved lock, clear meter viewing window and ventilation slots.

There are a series of knockouts that lend themselves to a variety of inlet and outlet options and different internal configurations.

We have also invested in a brand new automated testing facility that features state-of-the-art equipment that will allow for

efficient leak testing of the assemblies before they are despatched.

## DEVELOPMENT

Now available from stock is the one-piece PE/ball valve combination adaptor, available with upstream and downstream test points with Shrader style test point (this also allows for the purging of the line). The PE connection is a reusable compression style joint (approved to EN1555) so no specialist tools are required, and has a unique mechanism that allows for the valve to be locked in the off position, useful during the close season and handy for any non-payers! The valve can also be used to bring the PE pipe (and GRP sleeving) right up to the regulator.

It can be used on the outside or inside of the meter box and also on a domestic house end. The integral ball valve is approved to the EN331 standard.

## THE FUTURE

The 3rd stage distribution concept

is sure to have a large influence on future equipment supply into the market. The system operates under a lower inlet pressure (nominal 75 mbar) provided by a combination of 1st and 2nd stage modules, and will mean greater flexibility regarding safety distances (the underground pipework can be closer to the dwelling) and a significantly reduced risk of pipework leaks. It will also offer the potential for internal installation and a reduction in unit cost of the assemblies themselves.

Available now are 2nd stage modules that will work in conjunction with the new range of 3rd stage meter box assemblies. Mesura has been manufacturing and supplying the European marketplace with these high quality, high capacity regulators for many years.

Another concept making the transition from our domestic to static homes is the Groundbreaker™ Water metering system. Groundbreaker™ is a purpose designed and built unit for bringing water supplies to new and existing buildings.

It is ideal for static homes and replacing old water services, has simple water connections and an integral control valve before the water enters the building, and facilitates efficient repairs. The WRAS and WRc approved system has enjoyed fantastic success and the benefits are now available for the static home.

One thing that will always remain the same is Continental's commitment to offer competitive prices for quality equipment, both now and in the future.

**Contact Continental Product Engineering Ltd on**  
**01508 528060**  
**www.continentalproduct.co.uk**

# Taking Supply to the Third Stage

by Paul Watson,  
lpg area sales manager,  
Elster Jeavons Ltd

Elster Jeavons Ltd has catered for the demands and expansion of holiday parks and residential sites by developing two bulk distribution gas systems – a conventional two stage pressure reducing system and a newly developed, safer 3rd stage pressure reduction system.

## TWO STAGE PRESSURE REDUCING SYSTEM

The bulk tank storage vessel gas is fed into a 1st stage module usually located in the compound area. 1st stage medium regulated pressure is usually at 0.75 bar nominal and this is then distributed throughout the site as mains pipe work. Smaller branches are spurred off to feed a 2nd stage regulator/meter box at all the residential homes, caravans and facilities within the site.

The 2nd stage regulator reduces the pressure further, to 37 mbar, for direct use by the appliance. 1st stage modules and 2nd stage regulators have overprotection devices with the additional under pressure protection fitted as standard on 2nd stage regulators for compliance with current legislation.

## THIRD STAGE PRESSURE REDUCING SYSTEM

The three stage supply follows in exactly the same route as the conventional two stage system, but instead of the mains pressure being distributed at 0.75 bar, it is further reduced by a single or multiple high capacity 2nd stage modules, reducing the 1st stage supply to a nominal 75 mbar. The 2nd stage pressure, now mains pressure at 75 mbar, is then further reduced to the appliance operating pressure of 37 mbar at the home or caravan,



and metered in the same way.

A major advantage of this system is that the 3rd stage regulator no longer needs the requirement of over pressure protection because the pressure feeding the 3rd stage is already a nominal limited pressure of 75 mbar. This enables a cheaper, smaller regulator to be used with under pressure protection only. This system has been used extensively on flats and listed buildings where the gas

distribution at 75 mbar is permitted to enter the building and then regulated and metered on the inside and thus hidden from external view.

Meter boxes for both 2nd and 3rd stage are available in a variety of enclosures to suit the particular application and include white GRP surface and flush mounted boxes, brown GRP semi-submerged and the green ABS caravan box. For high-rise flat installations, an economical "kit of parts" is available, comprising a regulator and meter assembly, but without the necessity of an enclosure.

Elster Jeavons continues to offer the most complete and comprehensive range of equipment necessary, and technical expertise for the upgrade of any site from cylinder gas to bulk distribution.

**Contact Elster Jeavons Ltd**  
on 0121 557 3911  
[www.jeavonsltd.co.uk](http://www.jeavonsltd.co.uk)

## FIT FOR THE FUTURE



- Complete equipment range provided
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- 1st and 2nd Stage modules
- Quality long lasting products, competitively priced



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# GEA Unit Flaring Up

Global Energy Associates Ltd (GEA) has announced the launch of a new flare unit for use in situations where venting unburned gas is too hazardous or unacceptable. Flaring is more environmentally acceptable than venting, as the carbon dioxide produced is 70 times less harmful to the environment than the fuel, says GEA.

The new flare unit is based on GEA's 100mm SPU purge unit and includes a flare stack with automatic continuous ignition to burn off large quantities of lpg. The flow rate is dependent on line pressure, which can be up to 2 bar with the correct injector and hose.

An inline flame arrester protects the burner, which has a 110V rated continuous spark igniter to ensure that the flame is not blown out in high winds.

The flare unit can also be used to depressurise systems prior to venting, and the kit comes with 10m high-pressure BS3212 hose.

"The portable unit enables lpg contractors to safely burn off lpg from pipework and pressure vessels under controlled pressure conditions without the risk of the collection of clouds of flammable gas," said Barrie Church of GEA. "The flare unit has been under test by Calor and BP, and the well proven burner head has recently been used onsite for flaring natural gas from 315mm PE pipe and from 20 bar pressure vessels on a CHP installation."

**Contact Global Energy Associates Ltd on 01780 481987 [www.globalenergy.co.uk](http://www.globalenergy.co.uk)**



A GEA Flare Unit being used to depressurize a large section of 315 PE pipe.

# Heating by Italian Design

The Falò patio heater is the latest in outdoor designer heating from Verine Lifestyle. Its vertical shooting flame gives not only heat, but also a visual focal point to any patio or outside area.



Verine's Falò patio heater.

Coupled with Italian design, the latest in gas technology is used to project a long yellow flame inside a glass tube that not only produces increased heat output, but also offers the safety of an enclosed flame.

The Falò range offers two sizes of heater, a 2.1m high model (2108) and a 2.3m high model (2308), both of which give out 8kW heat. The 2.3m model is also available with an additional heat exchanger that boosts the output up to 12kW (model 2312).

Gas is supplied via a bottle discreetly housed in the base section of the unit (gas bottle not supplied).

For added ease of use, the 2308 and 2312 can have optional remote control upgrades, allowing the heaters to be lit, adjusted between high through to low and turned off, all from the comfort of your chair. All models are free standing and come in an aluminium finish, have ceramic burners and are fitted with a safety device as standard. All units are supplied preassembled and will be delivered direct to the door.

Contact Verine Ltd on 01787 472551 [www.verine-lifestyle.co.uk](http://www.verine-lifestyle.co.uk)

# Loading Reliability is Key



Servisair operations support manager, Graeme Castle (right), thanks Brian Connor of LFTS (left) for the Mitsubishi Forklift Trucks that have boosted cargo handling at Manchester Airport.

Land Rovers and Bentleys, oil drilling equipment, even exotic animals...it's all in a week's work for the forklift trucks loading cargo at Manchester Airport. It's a 24/7 job transferring up to 170 tonnes of freight every week from a stream of trucks onto specially designed aircraft pallets and then carefully onto the waiting plane in time for

departure...and vice versa.

Long-haul flights can't be delayed for a forklift breakdown and absolute reliability is a must – so Servisair has chosen Mitsubishi lp gas trucks to load the Cathay Pacific planes taking expensive cargo from Manchester to Hong Kong and Dubai.

Longstanding supplier, Brian Connor of Lancashire Fork Truck Services, introduced Servisair cargo terminal manager, Sean Elder, to the benefits of Mitsubishi forklifts.

"We've had an excellent relationship with LFTS since we first took on Cathay Pacific in 1999," said Sean. "We needed forklifts urgently and they sorted us out within a matter of weeks – not the months most dealers wanted. Their customer focus is excellent, which is vital in a high-pressure environment like this."

Brian Connor of LFTS agreed: "It's very important

to have a good working relationship with our clients, so naturally we're delighted that Servisair have decided to sign with us for another five years. They're a massive company, operating in 140 airports around the world, so this is a very prestigious contract."

Having seen nine Mitsubishi FG25N gas-driven trucks in action, Sean Elder is impressed: "We've had them in constant use, shifting freight of all descriptions, sizes and weights, with no issues at all. The feedback from drivers is good, too – they always come through their daily checks with no problems, and away they go.

"Reliability is the key. I don't have to worry about the Mitsubishi trucks, so I can just get on with looking after my customers, and doing my job. Everyone's happy."

Contact Mitsubishi Forklift Trucks on 0118 988 0221 [www.mitsubishi-forklift.co.uk](http://www.mitsubishi-forklift.co.uk)



BES' lpg range is available through its new catalogue.

# BES Making it Easier

There's nothing more frustrating when you're ready to carry out a job than finding the outlet you've gone to for the parts is out of stock or doesn't carry the particular size of fitting you need. One way to save you valuable shopping around time, as well as money, is to order directly from BES – a mail order company that specialises in supplying the trade.

BES says it stocks the widest selection of lpg and natural gas fittings, fixtures and associated instrumentation available in the UK. Orders can be placed by freephone, freefax or email 24 hours a day and delivery can be to a single or multiple sites, with invoicing to one nominated site.

John Constance, head of marketing at BES, said: "We continually monitor the market and what our customers want to ensure we can supply the items they need quickly and cost-effectively. We're here to serve the trade and help to make the professional's life easier."

BES updates its A4 catalogue once a

year and issues supplements containing new products throughout the year. Detailed line drawings of the products are included with information for the professional.

The 2007–8 catalogue is out on September 1 and contains a thousand new items, including an extended range of lpg changeover kits and one of the widest selections of lpg hose assemblies in the UK. Lpg meter box assemblies and many more products, both specifically for the lpg industry and which can be used for lp gas installations, are also available.

"We now carry 12,000 items in stock, including unusually wide ranges of pipes and pipe fittings, natural gas, lpg, oil, plumbing, air conditioning and refrigeration fittings, plus all the ancillary items needed to complete a job – tools, work wear, test and safety equipment, certification, technical manuals and consumables," said John.

Contact BES on 0800 801090  
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# WLPGA ADDING EXTRA DAY TO FORUM

“LP Gas – Fuelling Life” is the central theme chosen for the World LP Gas Association’s (WLPGA) 20th World LP Gas Forum in Cape Town, South Africa, on October 24–26 2007. For the first time, the Forum will add an extra day dedicated to “LP Gas For African Development”.



Supported by the United Nations Development Programme and the World Bank, the first day of the Forum will offer African Ministers, industry experts and senior development agency representatives an opportunity to give an overview of the conditions for developing the lpg market in Africa.

Mpumi Gaba, managing director of the Liquefied Petroleum Gas Safety Association of South Africa, said: “A constitutional democracy since 1994, South Africa is a beacon of stability on the African continent and, with growth rates in excess of five per cent, it is indeed the economic powerhouse of Africa, with a world-class infrastructure. The total annual production capacity of lp gas in South Africa is 400,000 tons, from one inland and six coastal refineries. Lp gas commands relatively high margins in the country and



Mpumi Gaba



Lon Greenberg, president, WLPGA.

market growth is evidenced by the fact that for the first time, in 2006, demand exceeded supply.

### GROWTH PHASE

“The South African lp gas market is very much in the growth phase, and faces an exciting and challenging future, so hosting the World Forum gives us a great opportunity to learn about best practices from around the world,” said Mpumi. “Of course, it’s also a tremendous honour for us to be able to share knowledge about the marketplace in Africa, as well as to showcase the best that South Africa has to offer.”

Lon Greenberg, WLPGA president, said: “The theme of this year’s Forum is “Lp Gas Fuelling Life” and we have chosen this theme in recognition of the fact that, not only is lp gas a fuel, but one that fuels both the comfort of individuals and the productivity of businesses. This year’s agenda offers an exciting

programme, addressing the most relevant issues facing the lp gas industry in the world today.

### INCREASE CONSUMPTION

“At this meeting, we intend to explore the advantages that lp gas has to offer to consumers in Africa and discuss how we can increase lp gas consumption in this growing continent, as well as in other developing countries around the world.”

The following two days of the conference will feature 65 international lpg industry experts and give attendees an overview of the global lpg market. Topics will include new market growth opportunities based on technological innovation, the role of lpg in addressing challenges in the energy arena and best practice.

Established in 1987, the WLPGA seeks to unite the broad interests of the worldwide lp gas industry into one independent organisation by developing



James Rockall, managing director, WLPGA.

partnerships with international organisations and implementing projects on local and global scales. It aims to enhance the image and awareness of lpg as a clean, all purpose and efficient source of energy, and identify and support market development opportunities.

### UNTAPPED POTENTIAL

James Rockall, the WLPGA’s managing director, said: “There is tremendous untapped potential for the lp gas industry in Africa. By holding our Forum in Cape Town, we have a great opportunity to bring the world’s industry to this huge new marketplace, to learn more about the opportunities in the region and how to capitalise on them.”

The Forum also includes an exhibition showcasing the latest products and services from around the world, and exhibitors will include BSH, Cavagna, Ceodeux, GOK, Integrated Gas Technologies, Kosan Crisplant, Manchester Tank, RegO and TODO.

“The spectacular location of Cape Town will set the scene for what promises to be one of our best events yet,” said Volker Andresen, marketing & communications manager at the WLPGA. “The World LP Gas Forum is renowned for its networking opportunities. You can look forward to an exciting 20th anniversary.”

[www.lpgasforum2007.com](http://www.lpgasforum2007.com)

# JWC LAUNCHING CREDIT CARD DISPENSER

John Wigfull & Co (JWC) has announced the launch of an innovative new lpg dispenser designed to keep pace with changing needs and maximise sales and returns. JWC prepared the mechanical equipment for what is thought to be the first fully functioning credit card operated lpg dispensing equipment installation in the UK.



The project was developed in conjunction with Power Management (UK) Ltd (PML), a project management consultant that also promotes its own projects in a variety of industries, including production of bio fuels.

“JWC are specialists in lpg installations and have extensive experience in this field over the last 30 years,” said Richard Wigfull, director, JWC. “The number of lpg vehicles on the road has increased dramatically over the last five years and, although there has generally been a corresponding increase in filling stations, many areas are still relying on a single outlet with restricted opening hours. With this in mind, PML developed the concept of a pay at pump skid based system that could be positioned on almost any site where there was power and communications available.”

The system, Gas-Genie, has the added advantage that the dispensing and payment for lpg does not disrupt any existing business, although personnel will generally be on hand should customers require assistance.

## TECHNICAL EXPERTISE

“The basic concept was discussed with a select number of lpg skid manufacturers and eventually JWC was selected on the basis of their technical expertise and willingness to

assist in a project that was slightly different from the usual vessel and dispenser configuration, and required innovative thinking to conform to the LPGA Codes of Practice,” said Richard.

## PROTOTYPE

The prototype consisted of two one tonne nominal capacity vessels on galvanised steel frames fitted with a dispenser and associated pipework from Pumpronic. The use of the rigid frame allowed prefabrication and initial testing to be carried out in the workshop, with only final leak testing of the connecting pipework being carried out after installation onsite.

A single-phase Ebsray pump was selected both for its quiet operation and the ability to achieve a differential pressure of 7 bar without overloading the pump motor. The operation of the pump motor is via an external contactor, complete with overload.

“It’s considered that the speed of fill of this pump is equivalent to that of a petrol dispenser – a welcome change for those used to the usual slow lpg dispense rate,” said Richard.

Safety features include pneumatically and remotely operated shut off valves on the vessel outlets, shear couplings on

dispenser connections and an Elaflex ARK19-2 pullaway coupling between the hoses and the nozzle. The air pressure is from a dedicated compressor – loss of pressure, e.g. due to fire, loss of power, operation of the emergency system etc, will result in the fire safe valves closing. An emergency shutdown button is also incorporated into the system and located near the dispenser, within easy reach of the customer.

Contents gauges are installed on the end of each vessel, and a platform between the two vessels means the delivery driver can safely reach the fill valves on the top of the vessel.

## AUTOMATED PAYMENT

“In order to make the operation profitable, it was considered necessary to have the payment system automated so only credit or debit cards would be accepted,” said Richard. “Now that new integrated systems with chip and PIN are available, these have been incorporated into the Gas-Genie so operators have a reliable method of verifying cardholders that will free them from the worry of being liable for fraud carried out with stolen cards.”

The payment system may be accessed via the internet at any time to receive real time data on sales, which can be downloaded in database format.

The system can be interrogated locally and produce paper printouts of pump usage.

In addition to the main skid, there is a remote control centre that marshals power and communications, along with a fire extinguisher station and a pre-programmed telephone to contact the site operator for advice or the emergency services. The communications link also allows the installation of a camera that can be viewed from any computer and allows the operator to pan, tilt and zoom the camera remotely.

Risk assessments have been carried out and accepted by the local authority, and documentation required by current legislation has been issued.

“Whilst the Gas-Genie system is ideal for locating on any type of retail site on busy roads, a considerable amount of interest is being generated from rural sites,” said Richard. “One of the biggest costs of running a site is labour, so if fuel can still be sold without this cost, it’s good for retailers.”

JWC and PML intend to further develop the concept model into an easily installed modular form and manufacture further units, both for operation by Power Management under the mark of Gas-Genie and by other operators.

**Contact John Wigfull & Co Ltd on 0116 286 2287**

# Flowering Green Fleet



Urban Planters, based in Hounslow, converted its fleet of delivery and maintenance vans to lpg to reflect the company's environmental principles.

"We have a very strong environmental focus, and often work with London Remade and Envirowise to promote the green message to businesses and consumers," said Liz Cabble, director at Urban Planters.

London Remade acts as an advisor and consultant to

London boroughs to improve their recycling waste management, and Envirowise is a government-funded programme of free advice for businesses on reducing their environmental impact.

"We appeared on BBC London News last year to demonstrate how small businesses can save water and money by implementing easy, low cost actions," continued Liz. "Our message was that, if small

businesses can save a substantial amount, just think what larger organisations can do! We promote the use of reservoir systems in interior plants to improve plant growth and maximise the use of water."

Urban Planters is a franchise established in 1999 that supplies and cares for interior tropical plant displays and containerised patio displays, covering Heathrow and west and central London.

"We also work with architects and designers to plan contemporary styled 'green' office interiors and have won the highest accolades for our designs in the past two years," said Liz. "When we started, there appeared to be a gap in the market for suppliers who could provide a personal service at a good value price. We now work with all sorts of organisations and are proud of our reputation within our industry."

Urban Planters' customers

include 20th Century Fox, BBC, BP, Innocent Drinks and MTV.

Liz says that converting the company's vans to lpg has attracted customers that want a supplier with firm green principles.

"We looked at operating without vans wherever possible and, whilst we can do this on the sales side of the business, for the maintenance side it caused too many issues that meant inconvenience to our customers," said Liz. "Our intention is that any new vans we buy or lease will have to be converted to lpg so we maintain a full fleet of lpg vehicles.

"It helps us save on the congestion charge, which would cost us thousands of pounds each year, and we get lower emissions, quieter van operation and no residual odour when filling. However, we have found that the price of lpg has increased by 50-60 per cent in the last three years, and lpg filling stations are still relatively scarce."

**Contact Urban Planters on 0208 572 9708**  
[www.urbanplanters.co.uk](http://www.urbanplanters.co.uk)

# CLS Expanding Efficiently

**CLS Dual Fuel Ltd is moving to new premises in the New Year. The new factory, just two miles down the road from its existing premises, is being built to the company's specification.**

"It will help us to accommodate our expansion plans, and also help improve our service and dedication to our customers," said Gary Bowden, managing director at CLS.

The new building will have over 20kW of solar PV panels fitted, making it over 80 per cent self sufficient for electricity. It will also have insulation in the floors, walls and roof, and energy efficient lights and heating systems.

"Not only do we provide equipment that reduces CO<sup>2</sup> by up to 20 per cent, but we will also operate one of the lowest carbon footprint operations in the UK," said Gary. "The solar panels are



been supplied and installed by one of our other companies, Cleaner Air Solutions."

CLS has also employed a new business development manager, Terry Skee, added Mark Dodds to its workshop staff and taken on Kirsty Bowden to help with accounts and marketing.

"These additional staff have been taken onboard to help keep pace, and continue our expansion plans," said Gary.

The expansion comes after several new developments at the company. CLS has recently become a Magnecor plug leads supplier, and developed several new systems.

"We decided to stock Magnecor because they are a very high quality plug lead, covering a very wide application list of vehicles, and can help improve running on lpg converted vehicles," said Gary.

**"The FSi system is also now available for the 1.6/2.0 VAG and 2.2 Vauxhall Direct engines, with others coming soon. They are a vehicle-dedicated system designed for the specific engines, and come with full instructions and a pre-programmed ECU. They have all been tested for over 60,000 miles and only use a minimal amount of petrol.**

**"We added the Ford Transit to the PowerShift register in November, and since then have converted over 100 vans through our approved network. We also have the Citroen Berlingo, Peugeot Partner, Fiat Doblo, most of the Chevrolet range of vehicles, Smart car, Subaru Outback, Citroen C3 and Peugeot 206, all qualifying for 100 per cent congestion discount in London."**

CLS Dual Fuel Ltd  
0191 384 9629  
[www.clsdualfuel.co.uk](http://www.clsdualfuel.co.uk)

# Improving Interserve's Environmental Performance

Interserve Facilities Management, one of Citroën UK's largest commercial vehicle customers with some 900 vehicles, has just placed its first order for 20 Berlingo Dual Fuel vans as part of a push to improve its environmental performance, whilst simultaneously reducing operational costs.

The Nicholson McLaren Engines (NME) converted Berlingo 600 LX 1.4i Dual Fuel vans offer major emissions reductions of 180 per cent in nitrogen oxide (NOX) and 50 per cent in carbon monoxide (CO), as well as a 24 per cent reduction in carbon dioxide (CO<sub>2</sub>), says Citroën.

The vans have been specified as part of Interserve's ISO 14001 registered Environmental Management System – a key part in the process of improving its environmental performance and pursuing a sustainable approach to carrying out its



Interserve's environmental manager, Elaine Preston, and David Balderson, group transport asset manager (centre) take delivery of the company's first 20 Citroën Berlingo Fuel (petrol/LPG) vans from Citroën City's Chris Jones.

business. Interserve's facilities management division is allocating the vans to the Metropolitan Police and other contracts it has within the London Congestion Charge Zone.

David Balderson, Interserve's group transport asset manager, said: "In the London Congestion Charge Zone, we have about 80 small vans crossing the area on a daily basis. We are now, by specifying Berlingo Dual Fuel vans for these roles, making a positive move to reduce the emissions caused by our vehicles in this area. The vans

combine the benefits of lower emissions with considerable operational cost reductions in the Congestion Charge Zone."

Elaine Preston, Interserve's environmental manager, added: "The procurement of Berlingo Dual Fuel vans confirms Interserve's determination to make a difference by reducing CO<sub>2</sub> and other greenhouse gas emissions. Thus, by reducing operating costs, we respect the economic principle of sustainable development and, by creating a better environment, we contribute to

the social responsibility aspect of sustainable development."

The NME converted Berlingo Dual Fuel van meets PowerShift Band 4 emissions standards and includes a state-of-the-art sequential, common rail, gas injection system – which has been specifically developed by NME for Berlingo Euro IV 1.4i 75hp engines.

Common rail gas injection allows the lpg to be injected at high pressure into the engine's inlet manifold, as close to the valves as possible. The NME conversion also features a sophisticated master/slave synchronisation strategy of the fuel system's ECU and the engine's own electronic management system. This allows the dual fuel system to directly and accurately mimic the engine's main ECU fuelling requirements to ensure optimum performance and economy.

**Contact Citroën UK on  
08457 940940  
www.citroen.co.uk**

# TeleflexGFI Launching Easy EZ-SGI

TeleflexGFI, in association with its UK distributor, Nicholson McLaren Engines (NME), has announced the launch of its auto calibrating lpg engine management system, the EZ-SGI.

"The EZ-SGI is a breakthrough for the lpg industry and the key to converting four cylinder vehicles to run on lpg, without cost consuming development

projects," said Clive Smith, area sales manager for TeleflexGFI. "The EZ-SGI is developed out of the highly successful SGI system and is a tool to convert vehicles to a sophisticated sequential lpg injection system, even though there is no existing calibration available. By utilizing state of the art software, the EZ-SGI is able to deliver outstanding performance with a simple

calibration tool provided to dealers and distributors."

TeleflexGFI says the system is simple and easy to operate – simply install the EZ-SGI system software onto a laptop connected to the EZ-SGI ECU, enter a few general settings concerning the base vehicle, and test drive the vehicle to create the unique calibration.

The diagnostic kit

comprises a diagnostic cable, K line converter, EZ-SGI CD, USB dongle EZ-SGI and DTS, and a user manual. Technical support and software updates are available through NME, the TeleflexGFI website and the TeleflexGFI helpdesk.

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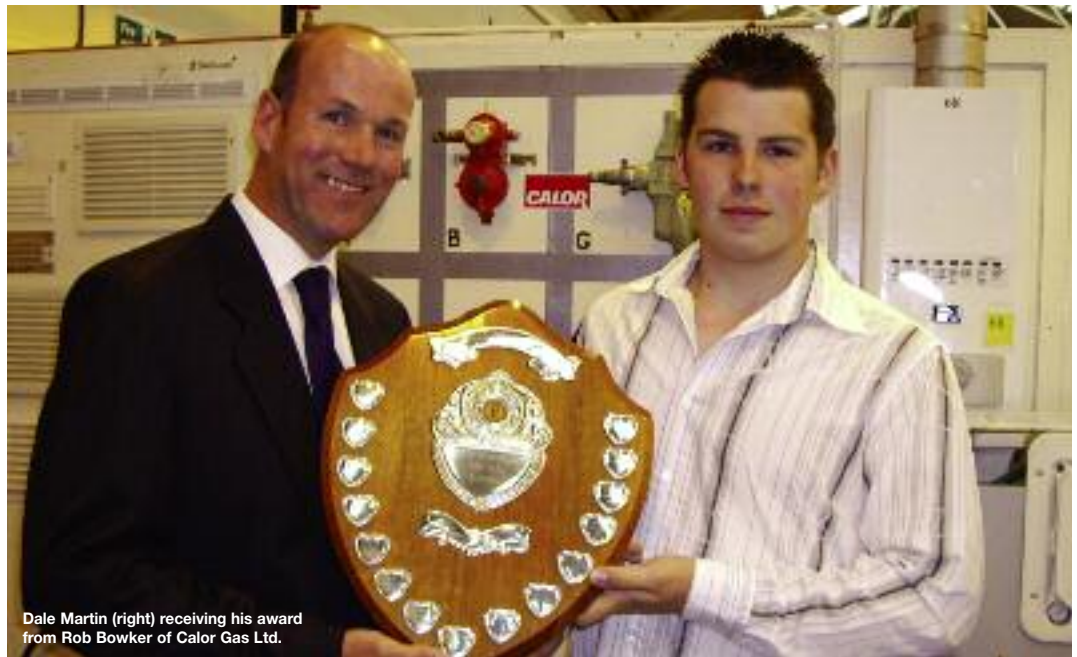
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# Award for Winning Student

Learning a trade has paid off for North Trafford College student Dale Martin, 17, of Euxton, Chorley, who has won the Calor 'Best Gas Student' award for his outstanding achievements during his second year on the college's Gas Engineering course. The award is in its fourteenth year of sponsorship by Calor Gas Ltd as part of the company's commitment to maintaining high technical standards in gas engineering, installation and servicing.

Dale was selected to receive the accolade by his course tutor, Richard Hodgkiss, who felt that his determination to become a competent and successful gas engineer made him a deserving winner of this award. Dale chose to study at North Trafford College because of its reputation as a centre of vocational excellence for gas studies, installation and maintenance, making his weekly commute from Chorley worthwhile.

His three-year NVQ course meets the requirements of the



Dale Martin (right) receiving his award from Rob Bowker of Calor Gas Ltd.

Accredited Certification Scheme, governing the qualification of gas engineers. At present he is completing his Gas NVQ level 2 and will be continuing his studies onto the NVQ level 3 stage of the course.

When he's not at college, Dale

is learning the gas trade on the job at Green Heat Solutions in Chorley. Salford Calor Centre depot supervisor, Rob Bowker, presented Dale with a commemorative shield and gift vouchers.

Dale said: "I always wanted to

learn a trade and I am delighted North Trafford College has given me the opportunity to build a career in the gas industry."

**Contact North Trafford College on 0161 886 7000 [www.ntc.ac.uk](http://www.ntc.ac.uk)**



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# Specialist Training from the Experts



**By Steve Johnston, managing director, Specialist Gas Assessment Services**

Specialist Gas Assessment Services (SGAS) was set up towards the end of 1996 to provide quality training and assessment services to the gas industry, plumbing and heating engineers, oil firing technicians and electrical engineers. Since then, SGAS has gone through several changes, including larger premises, increased staffing levels, expansion and improvement.

Today, SGAS can boast a 'one stop shop' for all gas, oil, NVQ plumbing, electrical and Building Regulations training and assessment courses.

SGAS's headquarters is situated on the outskirts of Blackpool at the end of the M55 motorway, just 10 minutes from junction 32 of the M6 motorway. The 10,000ft<sup>2</sup> centre has offices, classrooms and 45 training/assessment bays that have been designed to facilitate individual and packaged courses/assessments.

In addition to courses held at the centre (generally ACS/CORGI assessments), SGAS carries out onsite training courses. Many of the courses offered are unique and have

been written/co-written by SGAS. Courses can also be tailored to match client requirements. Some of the courses available are listed below:

- Lpg in Agricultural Premises
- Lpg in Factories & Process Industries
- Lpg in Quarries & Mines
- Lpg Liquid Phase Installation & Maintenance
- Lpg Bulk Vessel Inspection & Testing
- Lpg Special Effects & Pyrotechniques
- Gas Incident Investigation – Explosions & CO fatalities
- Gas Emergency Response Training – Upstream & Downstream
- Cathodic Protection – Installation, Inspection & Testing
- Design, Installation & Testing of Lpg Networks
- Lpg Post Graduate Programme
- Polyethylene Jointing
- Forklift Truck Training
- Call Centre Staff Training
- Advanced Combustion Technology.

Other courses can be designed and delivered from scratch. SGAS pride themselves in being the national experts in lpg training.

Close working relationships and associations have been

formed with many companies, in particular with Calor Gas Ltd, who honoured SGAS with their prestigious 'Training Centre of Excellence' award.



SGAS carry out the vast majority of gas safety and utilisation training for Calor Gas Ltd in the UK. A high percentage of this training is outside the scope of ACS courses.

SGAS provide training and assessment in all areas of the CORGI ACS Scheme:

- All domestic natural gas modules
- All lpg modules
- All commercial modules, including CGFE – commercial gas fuelled engines
- All catering modules
- Commercial laundry
- Domestic & commercial

metering  
 ■ Emergency service provider.

SGAS also provide training and assessment courses for:

- Domestic heating design
- Solar hot water (design, installation & commissioning)
- Wind turbines (design, installation & commissioning)
- OFTEC oil firing courses
- Part P – Electrical safety
- City & Guilds 2381 – IEE wiring regulations
- City & Guilds 2391 – inspection & testing
- City & Guilds 2377 – PAT testing
- Legionella prevention
- WRAS Water Regulations 1999
- Managers' gas safety awareness
- Landlords' responsibilities.

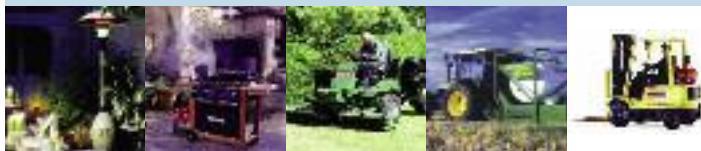
**Contact Specialist Gas Assessment Services on 01253 69707  
[www.sgas.co.uk](http://www.sgas.co.uk)**



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**Dealer of lpg**

For which supplier?

---

**Distributor of lpg**

For which supplier?

---

Please tick which market sectors:

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- Other

**Manufacturer of lpg-fired equipment**

What type of equipment (e.g. fires, lighting)?

---

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What type of equipment (e.g. fires, lighting)?

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What type of equipment (e.g. meters, storage)?

---

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**Please tick the organisations of which your company is a member:**

- LPGA
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