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## THE VOICE OF THE INDUSTRY PROPOSING CHANGE



**Faye Spiers**  
Editor

At the joint ALGED/LPGA meeting in October, the proposal to create a new association for the industry was discussed at length. The proposed structure of any future organisation was set out before members (see page 4) and comments invited.

The team behind putting the structure together say they have listened to members' needs and anticipated future requirements, and so created new positions, including an external affairs team with a communications manager, responsible for assessing members' target audiences and raising the profile of lpg, and lobbying government on the industry's behalf.

The new association will have to meet the strictures of the Competition Commission's (CC) Order, which will almost certainly expect any industry association to provide customers with a telephone helpline and website information on switching between suppliers. That means permanent staff to man the helpline, and that costs money.

The subscription fees of any associations that go forward will have to cover the cost of the increased facilities that need to be made available.

Each of the current associations has their strengths and weaknesses. ALGED has no permanent staff and a limited cash flow, but no one wants to lose the atmosphere at the well-attended ALGED meetings, which are informal and inclusive. Once the work is done, the industry is allowed to let down its hair and have a little fun.

The LPGA has a healthy bank balance, websites and five permanent staff, which provide it with technical and lobbying expertise. However, attendance at meetings has fallen.

It seems clear that each association has something to offer the other, and a merger of the two appears to be a match made in heaven, but it is still up to the members of both associations to decide.

There are two joint meetings planned for 2007, and members of both organisations will be invited to attend the LPGA's Conference and AGM. If you have strong views on the proposed new association, make sure you take the opportunity to make your voice heard.

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email: sales@spacemarketing.co.uk



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### FRONT COVER PICTURE

ADDING REALISM TO FIRE TRAINING

See page 08



# New Association Structure Proposed

The LP Gas Association (LPGA) and the Association of Liquid Gas & Equipment Distributors (ALGED) had their first joint meeting in October, during which the proposal for a merger of the two associations was discussed. Steve Walmsley, chairman of ALGED, and John Tolchard, chairman of the LPGA, presented on the likely structure of any joint association.

After its inquiry into domestic bulk lpg supply, the Competition Commission has stated that lpg industry associations must have both a manned customer telephone helpline and a website containing consumer information on switching between suppliers. Other issues influencing the case for a joint association include the upcoming Energy Review, for which the industry needs to promote the environmental benefits of lpg in non mains gas areas, and the need for the early identification of European issues that affect the UK industry with the cooperation of the AEGPL.

Steve said that the risks of refusing change included the

perception by stakeholders of a fragmented industry and the inability to implement the remedies imposed by the Competition Commission. He said that the opportunities for one industry body included the effective positioning of lpg in the UK energy mix, successful lobbying, real benefits for members and developing the industry skills base.

The structure of any new association would include a small core of employees and a board elected at the AGM that would select a management team. There would also be a technical and safety team with technical expertise to address safety standards, and an external affairs team to look at lpg's markets and target audiences.

The employees would include a managing director, a technical and safety manager, a communications manager and an autogas manager.

The board would meet twice yearly to define strategy, agree priorities and approve the budget, and would include the managing director of the new association, who would not vote, and

representatives from:

- Two large gas retailers
- Two oil companies
- Two regional gas retailers
- Two equipment supply companies
- One autogas equipment/supply/installer company
- One other representative.

The management team would meet four times per year and be composed of the chairman of the board, the technical and safety, communications and autogas managers, and four members of the association.

In 2007, ALGED's spring and autumn meetings will also be joint meetings – held on March 29/30 and October 4/5 at the Hinckley Island Hotel, Hinckley – and ALGED members are invited to attend the LPGA's AGM on May 16–18 in Edinburgh.

Members of both associations will have the opportunity to discuss and debate the proposals in 2007 and, if members decide to proceed, it is anticipated that the new association will come into being in 2008.

## New Look for LPGA Conference



Edinburgh Castle – the LPGA's AGM & Conference will be held in Scotland in 2007.

**The LP Gas Association's Conference & AGM in 2007 will be held in Edinburgh on May 16–18. Members of both the LPGA and ALGED are invited to attend.**

**"2007's Conference & AGM will have a new look and we intend to make the event more interesting and rewarding for delegates," said Rob Shuttleworth, director general of the LPGA.**

**Details will be circulated to members of both associations early in the New Year and look out for more details in the February/March issue of LP Gas.**

## HSE Turns Down NAPIT

The Health & Safety Executive (HSE) has turned down an application by the National Association of Professional Inspectors & Testers (NAPIT) to operate a second gas registration scheme alongside CORGI.

John Andrews, NAPIT's chief executive, said: "We are disappointed with the decision reached by the HSE and will be launching a formal appeal immediately. The HSE has never been to the NAPIT office or even invited us to visit them to discuss this application and we are surprised that a decision has been reached without any dialogue."

CORGI's CEO, Mike Thompson, said: "We welcome the decision by the HSE to turn down NAPIT's application but the opportunity for other organisations to put in similar applications to run a gas scheme is still there. Our concern with this practice is that to have more than one gas registration body would be extremely detrimental to the gas safety of the UK."

The HSE is in the process of a Fundamental Review into the current gas safety regime and is expected to announce its recommendations early in the New Year.



## Needing TLC

Steve Walmsley of Northern LPG Supplies Ltd sent us this picture from his recent visit to Tunisia. He said: "I took this

photograph of a cylinder delivery truck in Tunisia. As you can see they really look after their cylinders! "Maybe the LP Gas

Association could sell them a Code of Practice to cover the care and requalification of cylinders."



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# LPGA Responds to CC Draft Order

The LPGA technical management committee's Competition Commission (CC) working group met in October with representatives of ALGED to discuss its response to the CC's findings on domestic bulk lpg supply and to agree a set of guiding principles for the transfer of bulk vessels (recognising that the draft order since published may affect these).

It was considered that the outgoing supplier should be responsible for emergency callouts during the 14 days allowed for the change of signage, and that there should be an exchange of WSEs between known suppliers to be used as 'control documents'. If an original tank certificate is not available but the vessel can be positively identified, a certificate will not be necessary and could be established

during initial site survey.

All CP commissioning and subsequent CP test results should be transferred. Tanks up to one year out of test should be accepted at the CC's lowest price, and tanks more than one year out of test should be considered to have no value.

Unless stated otherwise in the contract, pipework downstream of the fittings on the tank or its plinth will

be considered as the customer's, and minor non-compliance installations should not be a barrier to transfer. A checklist to be used at the initial inspection will be circulated.

The group also suggested that the vessel price be non negotiable and that the CC's 'backstop' price apply to avoid disagreements.

The CC's order is expected to be published early in the New Year.

# New Standard for ADR



David Ritchie of Ritchie's Training (right) delivers the first candidate examination responses on the first day of SQA's ADR scheme, watched by Gary Quinn, ADR testing services manager; Moira Smyth, ADR administrator, and Fraser Talbot, ADR project officer.

The ADR qualification for drivers of dangerous goods on the road will now be administered by the Scottish Qualifications Authority (SQA) after many years with City & Guilds.

Tom Drake, SQA interim chief executive, said: "SQA are delighted to have the opportunity to be involved with this important qualification."

SQA is responsible for the development, accreditation, assessment and certification of qualifications other than degrees in Scotland. As well as school and college exams, SQA is the major awarding body for Scottish Vocational Qualifications (SVQs) and other vocational qualifications.

The testing services section of SQA already provides commercial testing and certification, licensing and endorsement services for a wide range of clients and qualifications, including the Department of Transport Dangerous Goods Branch through the Safety Advisor Qualification and Driver Training Schemes.

Ed Pargetor, chairman of the National Dangerous Goods Training Consortium (NDGTC), said: "The NDGTC, who are a non-profit making organisation and represent almost half of the training providers for ADR, would like to thank SQA for their cooperation and hard work in getting the change over from City

and Guilds done as smoothly as possible."

SQA says it decided early on that it could add value to the administration process.

"We realised it was important to understand the strengths as well as the weaknesses of the existing system," said Gary Quinn, SQA's testing services manager. "It was always clear we couldn't just come in and change things for change's sake."

SQA plans to move to online examinations from October 2007, but has retained the existing verification team.

SQA says it has made a significant investment in e-enabling the

administration processes for approval, verification, invigilation, submission of training course, exams and candidate data. All stakeholders can access the web-enabled database, which it says will cut down on paperwork and bureaucracy, and includes candidate information and exam results.

Les Fichings of LRT Ltd said: "The SQA online administration system is of great benefit to my organisation in reducing the notification period needed to deliver training. This allows greater flexibility in providing courses and I look forward to working with SQA in the future."

The database also allows SQA's verification team to access training provider data, allowing verifiers to manage their own verification and invigilation schedules, record verification and invigilation reports online, and approve decisions online.

SQA plans to review the existing training programme and examination structure and will redouble its consultation programme to identify, prioritise and tackle remaining problems with the existing scheme. Its ambition then will be to introduce a full online examinations system in October 2007.

Henry Laferla of K Training said: "The main implication is that the examination fees for drivers needing ADR to carry gas in cylinders will increase from £27 to £60 per driver."

**Contact SQA on  
08452 135266  
www.sqa.org.uk**

# New CoPs Published

**The LPGA has published its Code of Practice 1 Part 3: 2006 Bulk Lpg Storage at Fixed Installations – Examination and Inspection. The code has been extensively revised to reflect changes within the industry, the development of European standards, and the change in**

**HSE's understanding of the applicability of the Pressure Systems Safety Regulations to domestic bulk lpg tanks to align with the lpg industry's.**

**An amendment to Code of Practice 3 Prevention and Control of Fire Involving Lpg has also been published to reflect**

**the Regulatory Reform Order, which supersedes much of the fire legislation and includes a new section on dealing with lpg vehicle fires.**

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# ADDING REALISM TO FIRE TRAINING

The Royal Navy's fire safety training has to be among the best in the world, and the reason is simple enough – lives depend on it.



All personnel who go to sea are required to undergo training of the highest order in many areas and, since 1996, the solution has been provided by Flagship Training Ltd. Under a unique partnering agreement covering all of the Navy's training schools and establishments, Flagship can market its extensive training capabilities to military and maritime customers, as well as to

industry as a whole.

As part of the agreement, Flagship Training was tasked to design, build and manage new fire fighting facilities at three locations for use by the Royal Navy. This requirement was achieved by Flagship's first Private Finance Initiative, and saw the evolution of Flagship Fire Fighting Training Ltd.

The largest of its training schools

is provided at Whale Island near Portsmouth, with smaller units mirroring its facilities in Strathclyde and Plymouth. Royal Navy and Flagship personnel work to the same high standards, while propane gas – around 850,000 litres per year – provides the realism, recreating fireballs and flashovers for some of the most challenging fire safety training around.

A realistic environment is considered key and the heart of the Portsmouth centre, which opened in 2001, is a system of eight hot training units, steel fabricated chambers, each with three deck levels, and nine compartments and lobbies, as well as sloping and vertical ladders.

Each training unit benefits from ten independent fires strategically



Flagship Training's training base on Whale Island, Portsmouth.



System of eight hot training units on HMS Excellent.



Karl Burrows, fire fighting training manager (right) with Adrian Groves, both of Flagship Training Ltd.

positioned throughout to maximise the variety of scenarios available – a burst fuel line or bilge sump fire in the engine room, a fat fryer in the galley, or an electrical fire in the machinery control room.

Propane provides an environmentally acceptable solution, as well as the necessary controllability of heat and flame without the generation of vast quantities of smoke. A separate system is installed with a total of 11 smoke generators in each unit operating on nitrogen-propelled vegetable oil to provide equally realistic and non-carcinogenic smoke.

All traces of smoke and fumes from the fires are exhausted through a sophisticated Catox system that ensures no pollutants or unburnt fumes are emitted, and all useful heat is reused.

This simulation technology allows training to be provided on an

educational basis, building students' confidence as they advance through the levels of difficulty. Every aspect of the fire and the training environment is controlled by a safety officer within the unit, and is also monitored by a control room safety officer operating the main computer.

Parameters, such as light level, degree of smoke and intensity of fire, can all be preset according to the experience of the trainees at the press of a button, and the fire can be extinguished, water supply killed, lights and exhaust fans increased to maximum and smoke exhausted from the space, all within 30 seconds.

To date, some 73,000 RN and a further 6,000 plus commercial students have been through fire training at the three sites.

**Contact Flagship Fire Fighting Training Ltd on 02392 547166 [www.flagshiptraining.co.uk](http://www.flagshiptraining.co.uk)**



Local schools and businesses in the area also receive awareness training at the Portsmouth fire fighting school.



# NEW GENERATION OF BULK VESSEL EQUIPMENT

by Kaz Dziemarski, sales & marketing manager, Clesse (UK) Ltd



1492HF 150kg/h

Most people are familiar with Clesse's cylinder and auto-change regulators, with bulk vessel equipment limited to the highly successful APZ high pressure and a few second stage regulators.

In 2007, Clesse UK will offer also over 25 first and second stage regulators, ranging from 10kg/h to 1200kg/h, from stock for gas and kit suppliers in the UK.

Rather than just introducing standard European format regulators into the UK, as previously, we have re-evaluated the UK requirements, methods of installation and areas where we can raise the standards of what is currently available. As a result, Clesse has possibly the most extensive range of bulk vessel regulation equipment from any manufacturer, with further developments planned over the next 18 months.

Standard across the range are UPSO/OPSO variants, all to the new EN standard 13785. For bulk regulators, especially second stage, this is good news for gas suppliers, as the move towards the new EN standards means addressing some of the shortcomings of the previous BS standards by increases in Limited Relief and OPSO pressures.

This will result in reduced incidents of nuisance shut off at the OPSO, as the effect of thermal expansion and tendency to unlatch on impact will be greatly improved. Regulator sizes that fall into Pressure Safety

Systems Requirements, normally 100kg/h or above, also have performance to EN13785 and are CE certificated as standard.

Domestic and small commercial tank regulators are now finished in

powder-coated green, with the option of black or clear UPSO cap, to ensure continuity of customer reset procedures. There are choices of configuration for tank, wall and meter box mounting.

The new commercial range sets new standards in lpg pressure regulation and reliability, using a unique balanced pressure control mechanism. Operating perpendicularly over the regulator



Clesse BP2402F in situ.

orifice, improved lockup with less creep and more stable pressure control is achieved.

This means larger orifice diameters can be used, giving higher flow capacities at low inlet pressures within a compact design. This is particularly useful for underground and multiple vessel configurations, or where high peak demand in extended cold conditions is experienced, such as metered estates and industrial and horticultural heating.

The regulators are easily serviceable and reconfigurable with built in OPSO units fitted to the body, making installation of single and twin stream assemblies simple. We now supply RMS with the 100–250kg/h OPSO model, which is fitted as standard to its new twin stream range of first stage regulator assemblies, giving a compact design and market leading performance.

Second stage regulation mirrors the same capacities as with the higher-pressure version, with UPSO and OPSO as standard. Included in this is new BP2404F 120kg/h. Again, we have raised the

benchmark for performance and reliability by streamlining the flow of gas within the regulator in a straight line before monitoring the pressure on the outlet. This gives unparalleled performance across a large capacity range of 40 to 120kg, giving smooth and responsive pressure control, and is ideal for any application. It is particularly useful with modern gas fired equipment with variable rated burners, pilot-less ignition or commercial kitchens, where fast-acting solenoids must now be fitted.

The larger 150kg/h regulator comes with an optional outlet manifold to 2" and incorporates a selection of valves for engineers to perform pressure tests to IGE/ UP/1 more conveniently at the regulator. Also, downstream regulator sensing ensures consistent pressure when stepping up to a larger pipe size.

Regulators are clearly labelled in the Clesse range with rated capacities at the worst case, with the flow rate declared at the lowest indicated inlet pressure. We have a policy to give clear, concise labels so the engineer can be sure that it does "what it says on the tin", and be confident that his choice of regulator will perform under the most arduous of UK conditions.

Finally, the support for bulk and cylinder equipment customers includes newly installed testing facilities and performance monitoring equipment. The

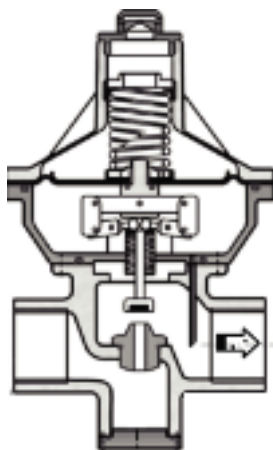


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investment in test bench equipment means we can deliver the highest quality Pan-European QA system, set and test equipment for customers' requirements, and develop new equipment more efficiently across countries.

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 Clesse (UK) is a subsidiary of Clesse Industries and Comap

# ONSITE HOSE TESTING MANAGEMENT

By Anton Martiniussen,  
director & chief executive, Elaflex Ltd

Onsite hose testing offers the operator a number of practical options and commercial flexibilities. Transfer hoses are a critical part of a trouble free vehicle fleet and operation. What has happened over the past few years to lp gas hoses and how we look after them?



Hose testing in progress.

This article is intended to be a helpful look at some of the issues that the industry is confronted with and how they may be addressed and managed in today's busy working environment.

What is one of the few things that, if you don't have it, you cannot transfer product, you can't fill your bottles, and you cannot go and fill the tank that is down a steep rough bank, across a stone path, round a tree, up over a wall, across a tarmac drive and then over one last wall to the tank? The hose.

We have had the introduction of European standard EN1762 for lpg transfer hoses that superseded BS4089, but how many people, apart from those who work with hoses all day every day, know what that means or are aware of the demands the UK's lpg Code of Practice 14 imposes on the operators of vehicles?

Firstly, you have to look at hoses technically. A not uncommon comment is "it's just a hose!"

In order to evaluate the safety risks of a hose assembly, it's important to have a clear understanding of the hose construction. There are four fundamentally important components:

- Carcass – this is the pressure bearing part of a hose and is a

textile braided carcass, woven or spirally wound.

- Lining or tube – the inner rubber lining protects the carcass against the product.

- Cover – the rubber cover of the hose protects against outer influences, such as ozone, water and wear.

- Vulcanisation – the three layers of the hose are brought into a firm bonding by the vulcanisation.

## SAFETY

There are safety risks if the lining or the cover is damaged so deeply that the carcass is exposed and may be weakened by the medium or outer influences. The loss of the adhesion between the layers is critical because this indicates the beginning of a damaging process.

The carcass of modern rubber hoses is preferably braided. Woven or

spirally wound reinforcements have to be wrapped around in several layers to achieve the required burst pressure.

Such hoses have a tendency to form permanent kinks at the hub of the hose reel. They are heavier and stiffer than the braided type.

## HANDLING

Braided hoses combine a maximum of burst pressure with easy handling.

During manufacturing, the lining and the cover should be extruded seamlessly. The concentricity of the wall thickness is a valid indication for good and poor quality production hoses.

Poor quality hoses have greatly varying wall diameters. This is a safety risk because it requires the assembler to choose the right coupling and to fit it correctly on the hose.

Some makes of hose also use coils to protect the outer cover. The experience with our hoses after many years of use is that this is



Elaflex flexible plasticiser free autogas hose.



Elaflex orange band lpg transfer hose.

unnecessary and, in some cases, may cover up things. They also add unnecessarily to the weight.

Elaflex hoses are true bore hoses, which gives you less wear on pumps and increased pumping speeds. Due to the ever increasing work and demand on hoses and for longer lengths, lengths have gone from 15m to 40m and now companies are ordering 60m.

We make hoses up to 80 meter long conforming to EN1762. The cover is made from chloroprene and has a low friction, therefore making it very easy to pull across any surface, putting less strain on the hose reel clutch and providing an easier job for drivers.

**MARKINGS**

Elaflex hoses are used extensively in a wide range of tough environments and are approved by most oil, gas and chemical companies. You will see our hoses on petrol pumps when you fill up your cars and in use for aircraft refuelling when you fly away on business or on holiday.

It is not unusual that, even in such a hard working environment, our

aviation hoses are lasting the full ten years (according to JIG). They are easily distinguishable by their yellow colored coded bands.

Our lpg transfer hoses are colour coded orange in accordance with the old German DIN 4815. We think this made good sense, as it provides a quick check for product suitability.

Some will be aware of EN12 225 that gives colour coding for a wide range of chemical hoses. Our hoses have the EN 1762 standard, production date coding and the marking information continuously embossed along the entire length of the hose. This achieves traceability even for old worn hoses.

**COSTS**

We know that hoses don't get an easy life. It's important to consider the cost benefits of buying technical hoses designed for the purpose before buying just the cheapest option and buying two or three of them over a five-year period. Our hoses are guaranteed and they will last for years.

**COP 14**

We think that for operators, in these days of ever increasing demands on vehicles and for flexible working, the days of having to take off your own hoses and send them away to be tested is not really practical. So you either have to have a spare set of hoses to put on your barrel or, even worse, have a barrel that is inoperable.

To support customers, we were asked to offer an experienced engineer who is qualified to come and, not only check the hose, but also do the hose test and inspection, which actually is a requirement of CoP14.

Our certified lpg engineer, who is qualified in lpg cores 1-6 and VES 1&2, has ADR and is competent in hose testing to CITB (ALGED), will come and test the hose onsite on a prearranged date. He will inspect your hoses in situ, remove them and inspect them off the vehicle, and do a full hose test in accordance with CoP14 in a controlled area with your vehicle.

Hoses are checked in accordance with the CoP14 amendment for your couplings and then put back together and on your vehicle, ready for you to go and deliver some more gas with the minimum of fuss and inconvenience. Your vehicle is off the road for a minimum amount of time and our engineer can go through any problems you might have with your hoses and can examine any specific wear/damage problems, identifying the causes before they become a big problem and costly.



Expansion joints used to reduce vibration or connecting up moving joint areas.

Operating life is normal wear and tear, we can't be held responsible for mechanical damage, i.e. if it was driven over. The only proviso is that we inspect the hose once a year and, as long as it is not mechanical damage to our hose, it will stand the test of time.

**OBSERVATIONS**

Sometimes reel hoses are damaged due to coming into contact with objects and snagging during power wind-in, and this damage is not being detected during the quarterly inspections as per CoP14. Larger transfer hoses can get damaged in transit, in the hose tray due to poor hose tray design or inadequate strapping. This can all lead to extra costs that can be dramatically reduced by effective quarterly hose inspections.

- There are also issues, such as:
- Incorrect method of inspection, i.e. not cleaning the hose prior to inspection
  - Driver/operator not wishing to bring attention to possible damage
  - Rushing or not fully uncoiling the hose
  - Not having suitable inspection areas
  - Design review when ordering new vehicles.

**HOSE MANAGEMENT**

We believe that, with our hoses and the service we offer, which also includes your existing hoses, we can offer a cost effective solution of your hose management, combined with peace of mind that your hoses have been independently checked. We will come quarterly if you require, clean your hoses, inspect them and advise you of any possible problems.

You will get a full written report that we will keep on a central database. Each hose will be individually marked. The process is tied in with our ISO 9000 scheme and is fully documented and traceable.

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



Elaflex hose testing vehicle.

# SCORING HOLE IN ONE AT BLARNEY

The Blarney Golf Resort in Co Cork has taken delivery of the first lpg golf car fleet in the Republic of Ireland.



Kevin Broderick (left) and David O'Sullivan.

David O'Sullivan, director of golf at the Blarney Golf Resort on the outskirts of Cork, needed a golf car fleet for the recently opened resort course and was in no doubt that petrol powered buggies were his vehicle of choice, until he spoke to Kevin Broderick, the sales director at his local distributor, Kevin Broderick Ltd of Birdhill in Co Tipperary.

"I've had experience of petrol golf cars previously and they were my preferred vehicle here at Blarney," he said. "I contacted Kevin and, during our discussion, he mentioned the possibility of buggies that run on lpg. They use the same 9hp, four stroke, air cooled engine, but are converted to run on lp gas."

Calor Gas had already installed a 4,000-litre tank, used by The Ramada Hotel and Suites at the resort for cooking and heating purposes, and the idea of using the same fuel source began to look a distinct possibility.



Holiday suites at Blarney Golf Resort.

David pursued his conversation with Kevin Broderick, visited the company's Northern Ireland office in Belfast to view a car, and then visited the Hilton Templepatrick course to see its lpg-powered fleet in action.

"Everyone I spoke to had nothing but positives to say about the buggies," David added. "They have numerous advantages over the petrol versions."

From these visits, David was able to appreciate the tangible benefits of going down the lpg route. The health and safety issues associated with transporting and storing petrol were negated at a stroke.

Lpg is significantly less expensive than petrol and less susceptible to fluctuating prices. Although the conversion of the power units to lpg results in a slightly higher purchase price, this can be readily recovered over a three year period, especially with operating costs reduced by around 40% per annum.

Lpg also benefits from significantly less harmful emissions, so is kinder to the environment, a point not lost on the directors of the resort.

"Our golf course is situated in a typical Irish rural location, encompassing some 164 acres in the Shournagh Valley. We take our environmental responsibilities very seriously. The place is full of wildlife and is a protected area, so the purchase of the lpg buggies amply demonstrates our commitment. The directors are 100% behind the

initiative," said David O'Sullivan.

John Herlihy of Calor's Cork office was also instrumental in the decision, advising the management team at the resort with regard to costs, siting of storage tanks and fleet management.



David O'Sullivan.

A 2,000 litre tank is located in the general service facility at the rear of the hotel, close to the larger tank used for cooking and heating. Calor takes full management responsibility for fuelling the tanks. The main tank is linked by telemetry to its depot in Cork and, when its capacity drops to below 30%, a signal is sent automatically notifying that refuelling is required. The golf car tank is inspected every visit and topped up as required.

"It really makes life easier," continued David. "I don't have the worry about ensuring that we have petrol onsite and that the cars are

always fuelled. Our caddy master checks them every day and fuels them once every week. It's now a hassle-free management function.

"We partnered with Calor because of their reputation for service excellence. They are a huge and respected brand and they have been superb.

"The same can be said for Broderick's. They have a great reputation in the area and a local presence in Tipperary. That's very important to us but, to date, the cars have been exceptional, operating without a single issue. The effort that Kevin Broderick and his team put in to win our business has been very impressive. Their advice and assistance has been first class.

"Without doubt, I would have opted for petrol buggies here, but for the advice from Broderick's and Calor. If I had to make the decision again, I would certainly choose lpg first off.

"We are an innovative and forward thinking club and have demonstrated this by being the first club in the Republic of Ireland to use lpg golf cars. What we have to offer here is a first class championship golf course and modern clubhouse supported by the Ramada Hotel and Suites, all providing a superb golfing experience and an excellent addition to the attractions in Munster and Cork, in particular."

**Contact Ransomes Jacobsen Ltd on 01473 270000**

# Cagey Innovation from Ritchie

The rusty, chipped cage housing cylinders in the corner of a dealer's yard is a picture everyone in the lpg industry is familiar with. The cages are usually either locally sourced and welded together by a local blacksmith or provided by the lpg supplier.

Cages have never had a 'sexy' ring about them. They tend to sit there, not adding much value – money rusting away. But all that seems to be changing, at least according to Ritchie. The company says it has redesigned the cage and brought it into the 21st century.

Ritchie is a well-known name in the lpg cylinder industry and says it thinks what it does is 'sexy'.

"If 'sexy' is trying to improve the value of what we provide then, yes, I think we are!" stated Ritchie's sales and marketing director, John MacAskill. "Over the last few years, we have seriously tried to demonstrate to both lpg companies and the end user market that we provide more than just cages. We try to supply value added services and innovative approaches to new



Ritchie has redesigned the cage for the 21st century.

designs and needs."

Ritchie says it has a wide range of standard products that ensures that if somebody wants to store two cylinders, they can purchase a cage

the right size and at the right price. However, the company identified early on that, to lpg supply companies, cages were seen as a capital burden, and it has tried to

innovate ever since.

Ritchie undertook proactive design work, understanding that the cage should be a point of sale advertising and brand promotion opportunity. Ritchie also designs and produces bespoke products for more specific end users.

John MacAskill continued: "We have designed special MoD cages for use in Bosnia with UNPROFOR, National Grid and other large organisations. We bring industry knowledge matched with design and manufacturing expertise. We also can design enclosures up to certified and tested anti-terrorist levels."

John believes that the next stage in lpg cylinder storage is automated or unmanned operation.

"We have already carried out design and concept work for both powered credit card payment vending cages and manual token cages. I believe that we can be innovative with both the design of cages and the services we can offer.

**Contact Ritchie on 01307 462271  
www.ritchie-uk.com**

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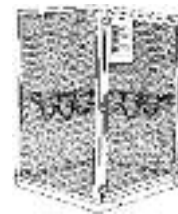
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# Rinnai Transforms Abererch Sands



The newly refurbished facilities block at Abererch Sands.

Abererch Sands Holiday Centre has been struggling with a traditional hot water storage system that was inefficient during quiet periods and unable to cope during peak times. In order to raise standards and improve efficiency, Keith took Rinnai UK's advice to upgrade the hot water supply by installing its Infinity continuous flow gas fired water heaters.

Abererch Sands Holiday Centre is a family run park, established for over 40 years, owned by Keith Dunne. The acre site is situated alongside four miles of private sandy beach in Pwllheli, North Wales, and operates 250 caravan/chalet, touring caravan and camping pitches next to the sea.

An extremely popular park, Abererch Sands accommodates as many as 2,000 guests at any one time, all of which expect an onsite standard to match that of the beautiful location.

Keith said: "Our site is geared towards families and we aim to cater for our visitors to an extremely high level. An important element of this is the provision of sufficient hot water at the right time and at a safe temperature for showering, washing and laundry."

The supply of hot water was instantly improved by the installation of the Infinity water heaters and demand can now be met at all times. The systems are powered by lpg supplied to Abererch Sands by Calor.

Keith has been impressed by the efficiency of the new system, which has led to significant fuel costs savings. He said: "Because the heaters only heat water as and when it is required, there has been a substantial reduction in the amount of fuel required to provide hot water onsite and, to

date, we are benefiting from fuel cost savings in the region of 30%."

Operating at mains pressure, Infinity water heaters provide high flow rates of temperature-controlled hot water that never runs out, even in busy periods. They offer a complete temperature control system to avoid fluctuating water temperatures, and the heaters only heat water on demand and to a preset temperature. There are now four Infinity units onsite - one dedicated to washing and laundry, and three supplying separate shower blocks.

Infinity heaters also offer the capacity to digitally preset the units to required temperatures. At Abererch Sands, the heater dedicated to the washing/laundry block is set at 60°C, while the units for showering are set at 40°C – a safe temperature to avoid the risk of scalding.

In addition, the shower units operate on a push button principle that eradicates the problem of guests leaving the showers running and makes the showers tamper free. The heater units themselves are also designed to save space, so the requirement for bulky storage tanks is removed.

"Rinnai's Infinity heaters have benefited the park in so many different ways. They have totally transformed the way we provide our guests with hot water, and customer feedback so far has been extremely positive."

Whilst in-house expertise allowed the park to carry out any civil engineering work required for the installation of the heaters and gas supply at Abererch Sands, Rinnai has teamed up with Calor to offer parks that do require support with engineering work a turnkey operation. With Calor providing the gas, Rinnai's approach provides a complete range of services, allowing park owners to choose the elements required for their site.

From technical advice and appliances to installation or maintenance, together with Calor, Rinnai can offer support and expertise at every stage of installation.

In addition, parks can benefit from Rinnai's free onsite survey, highlighting areas where efficiency can be improved and offering advice and solutions in order to achieve cost savings.

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



Rinnai Infinity 26i, which are wall mounted to save space.



TouchStar's new TouchPC Raven touch screen computer.

# Raven Flies for TouchStar

TouchStar Technologies Ltd has launched its new TouchPC Raven touch screen computer.

TouchStar has been involved in and portable touch screen computers for over 20 years, and there have been many developments within the range, but the screens have remained monochrome. Some major advances in technology have made colour displays and GPS/GPRS more available options in terms of cost and reliance.

"After months of research and development, we have applied these new technologies to our TouchPC," said Chris Edwards of TouchStar. "The all new TouchPC Raven is the outcome. We took a pre-production prototype to many exhibitions across Europe to see what people thought. From the feedback we received, we modified the specification to what customers really needed."

The TouchPC Raven has an 800 x 480 pixel

colour TFT display, an INTEL XScale PXA255 processor working at 400MHz, and 32 or 64Mb of SDRAM memory. It uses a Windows CE.NET 5.0 operating system, has integrated Bluetooth to connect with printers or networks, and a built in GPS/GPRS module for satellite tracking and data communication.

"With a multitude of connectivity options on-board, SD Card, CF Card, Serial Port, Ethernet and CAN bus, the TouchPC Raven is suitable for any environment, be it in a warehouse or out on the road inside the drivers cab," said Chris. "There is also a space for a Wi-Fi card, so you need never return to the office or depot to transfer data or communicate with the worldwide web."

The TouchPC Raven has an impact resistant case sealed to IP54 and weighs 750g.

Contact TouchStar Technologies Ltd on 0161 874 5050  
www.touchstar.co.uk

## WATER HEATERS



### RINNAI

Rinnai's award winning solar technology makes its LPG Infinity continuous flow water heaters even more energy efficient and environmentally friendly, while still delivering a continuous supply of hot water at a constant temperature. Infinity water heaters come in seven models, each with a corresponding LPG version.

Tel: 01928 531870  
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## FIRES



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## FIRES

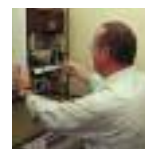


### DRU FIRES

DRU Fires produces some of the world's finest contemporary gas fires, including 'hole in the wall' models and more classic fireplaces that fit into standard UK chimneys. Many models, such as the Concerto (pictured) are available for both natural gas and LPG.

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# BCGA ANNUAL CONFERENCE 2007

The British Compressed Gas Association (BCGA) conference will be held at the De Vere Oulton Hall hotel near Leeds on April 19 2007.



De Vere Oulton Hall Hotel near Leeds.

The conference will provide its members and non-members alike with the opportunity to catch up on the work of the various technical committees that meet throughout the year, and network with their fellow industry contacts.

The conference is also an opportunity to hear speakers deliver presentations across a wide range of gases related topics. The conference will focus on all aspects of safe working practices and their applications within the gas industry.

The final session, entitled "Lessons in Business", will consider how to learn from adverse conditions and apply the lessons to everyday work. The conference closes with the annual dinner and, this year, the surprise speaker is one certainly not to be missed, says BCGA.

## TECHNICAL COMMITTEE REPORT

Reports from the Technical Committee will provide an overview of their activities from the last 12 months. In particular, they will outline the latest Codes of Practice, and any legislative changes that will affect member companies of the BCGA and gas users in general.

To complement the work carried out by the Technical Committees, two speakers will talk about related subjects.

## DEVELOPMENTS IN ADR/RID/TPED – CHRIS JUBB

EIGA initiated a proposal to integrate the text relating to UN pressure receptacles and that relating to ADR/RID and TPED receptacles. A working group, chaired by EIGA, is

handling this work but any changes will not be implemented until 2009.

## REACH AND THE COMPRESSED GASES INDUSTRY – TED RICHARDS

With the onset of REACH, industry is now gearing up to assess its full impact and how to fulfill its obligations. This talk will decipher the regulations and address the impact REACH is likely to have on chemical manufacturers, including gas producers, downstream users and those further down the supply chain, whether they are operating within the European Union or outside.

Advice will be given as to what companies can do to assess their vulnerability to REACH and minimise its impact. Timescales will be explained and sources of guidance pointed out.

## UK SKILLS – JACQUI HENDERSON CBE

UK Skills was established with the primary purpose of raising skill levels in the UK through skills competitions and managing the UK team, which competes in the WorldSkills Competition. In recent years, it has widened the scope of its operations to include management of the National Training Award and organising skills related events, which has culminated in the successful bid to host the WorldSkills competition in 2011.

## BEHAVIORAL SAFETY – MARTIN WOODALL

This is a brief introduction to what behavioral safety is all about, defining safe behaviors and key safe behaviors, the five stages to

implementing behavioral safety and how to create a positive health & safety culture.

## LESSONS IN BUSINESS

The conference will close with presentations from two speakers who will relate their subjects to everyday business experiences.

Paul McGee is an international speaker and best selling author. His best selling book, SUMO (Shut Up and Move On), became a top ten best selling business book in the UK. Paul will share some of his SUMO principles as he provides a motivational "moving on" experience. Rather than focus on a problem, his goal is to help people discover and implement a solution.

Chris Howe states that business is fundamentally simple, but is complicated by fear and ego. Chris explains the lessons we can learn from the Massai warriors.

If you think that you are in a tough business environment or that your employees struggle to keep up with the pace of change, or simply that people do not take enough responsibility in your business, imagine an organisation whose very existence is under constant threat from competition of various sorts and whose asset base has been reduced by 90% in 18 months by circumstances completely outside its control. And yet, everyone is motivated, committed to and engaged by the goals and needs of the organisation.

## GOLF EVENT

An informal golf event has been arranged for the morning after the conference. Tee times have been booked and, for those that would like to play, please state your interest

on the booking form.

Alternatively, use of the extensive health and leisure club facilities, including the swimming pool, are available to delegates throughout their stay.

## PRICES

The delegate package includes the conference, lunch, annual dinner and accommodation on the night of April 19.

Full Delegate, BCGA Member	<b>£349</b>
Full Delegate Non Member	<b>£399</b>
Day Delegate	<b>£249</b>
Dinner only	<b>£79</b>
Spouse/partner delegate	<b>£99</b>

## LITERATURE DISPLAY

BCGA says its conference provides an ideal opportunity for companies supplying the gases industry to market their products and services to major decision makers in all disciplines. The 2007 conference will feature a literature display area to facilitate this opportunity and is open to both members and non-members.

The display area will consist of tabletop space and will be sold in approximately 1m2 sections on a strictly first come, first served basis. Pricing is as follows:  
Member companies: £100 (ex VAT)  
Non-member companies: £150 (ex VAT)

## REGISTRATION

To register and for further details, please go to the BCGA website, [www.bcga.co.uk](http://www.bcga.co.uk), or contact the British Compressed Gases Association (BCGA), 1 Gleneagles House, Vernon Gate, South Street, Derby DE1 1UP Tel: 01332 225120 Fax: 01332 225101



**THE BCGA REPRESENTS:**

- Manufacturers and suppliers of bulk liquid and cylinder gases
- Manufacturers of cylinders, vessels and tanks for their storage and distribution
- Manufacturers of equipment for controlling the application and use of gases
- Installers of distribution pipework and systems
- Providers of specialist safety, health, quality, inspection and training services.

The BCGA's objectives are to promote and advise on safe practice, participate in writing industry standards, provide government departments with access to expert advice, and to assist in the preparation of practicable and relevant legislation that applies to the industry and its customers.

Members of BCGA work together on technical, safety, health and environmental issues to achieve high standards of integrity and environmental care, both within their own and their customers' working environments.

BCGA promotes technology and safe practice through its

publications, which include codes of practice, guidance notes and technical information sheets. It also participates in the preparation and revision of national, European and international standards. BCGA is a member of the European Industrial Gases Association (EIGA), and the Confederation of British Industries (CBI) and Trade Association Forum.



**PROGRAMME**

- 09.00 Coffee and Registration
- 09.45 President's welcome to delegates

**SESSION 1 – TECHNICAL COMMITTEE REVIEW**

- 10.00 Technical Committee Presentation – Part 1
- 11.00 Coffee Break
- 11.20 Technical Committee Presentation – Part 2
- 11.50 Developments in ADR/RID/TPED
- 12.20 REACH
- 12.45 Lunch

**SESSION 2 – NEW HORIZONS**

- 13.45 UK Skills
- 14.15 Behavioral Safety
- 15.00 Tea Break

**SESSION 3 – LESSONS IN BUSINESS**

- 15.20 S.U.M.O. (Shut Up and Move On)
- 16.35 Massai Warrior
- 17.45 President's closing remarks

**RECEPTION & DINNER**

- 19.15 President's Reception
- 20.00 Annual Dinner

**WHAT IS BCGA?**

BCGA was founded in 1901 as the British Acetylene Association and, in 1971, its scope was extended to become the British Compressed Gases Association. The membership of the BCGA is composed of about sixty companies from the industrial gases industry that manufacture and distribute gases, or manufacture receptacles to contain them or equipment to use them.

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# JOIN TOGETHER...

**By Ingram Legge, director,  
The Greenfuel Company**

This year, Walker Autogas & Marine Systems merged with The Greenfuel Company. This is an ideal alliance, as it enables Greenfuel to provide technical support and control equipment quality, as well as marketing assistance to our network of installers.



Ingram Legge

We are also very pleased to have made the switch to using BRC equipment. But it has also got me thinking about how the industry, as a whole, needs to act in concert.

Sometimes, it feels like no one is listening to the siren calls from the lpg industry. Be it central government, oil companies or vehicle manufacturers, it feels as if the sector is fighting against an unlikely holy trinity in terms of getting its message across.

But as my colleague, Noel Lock, argues, it is not just to those three that our voices should be directed. We need to have a quiet word with ourselves.

Despite the massive growth in lpg's availability, as we all know, it is seen by many as being very much yesterday's news. And that situation is not helped by people seeing petrol prices go down as the price of a barrel of crude falls, while lpg stays at a constant level. Yet, lpg is a waste product that the consumer should be utilising now.

Admittedly, we, as an industry, didn't help ourselves at the beginning, with early adopters suffering from poor experiences. Some systems were of an extremely poor quality and, ever since, there has been huge resistance to lpg from dealerships.

But the past has gone and we, as an industry, have moved on. The crucial job for all of us is to now get that message out there. We're here, we're to stay, and we are a viable alternative.

We need to go out there and push harder – and do so as a unified industry. Proactive steps have been

taken on this front, but we need to go further. And now is the time to do it, with the environment sat so squarely in the middle of the media's agenda.

That is nowhere more evident than in terms of searching for a simple alternative to PowerShift that will work for all of us. We all know why PowerShift failed – it was too complex. One only has to look at the success of the \$2,000 subsidy for an lpg car in Australia to know that simplicity has to be the key word.

The mechanisms are already in place in the UK to configure a system of reduced road tax, as a starter, or let's make lpg conversions VAT free. Either of these would be simple ideas to implement, so let's make our unified voice heard.

It's also a question of positioning. We need to put lpg at the middle of the energy debate, halfway between traditional petroleum and the long term dream of bio-fuels and hydrogen. It's a waste product from fossil fuel extraction, so it's here now and it will be here for decades to come, so let's not waste it. It makes utterly simple, pragmatic sense, we just need to tell this story to the consumer.

So why are the fuel suppliers so resistant to change? It's very much for pragmatic reasons – the fuel suppliers' logistics supply chains are made more complicated by an increasing number of fuel types.

Indeed, neither bio-ethanol nor lpg are able to share the fuel pipelines used across the country to transport petrol and diesel. In

addition, forecourts can only accept a finite number of different fuel pumps through restrictions on forecourt size and consumer confusion with different fuels.

Following on from there, if we look at the big automotive users, fleet bosses have a natural concern over the practicality of alternative fuels that are perceived to be hard to find. Therefore, we are faced with a classic chicken and egg type situation, in terms of the desire for increased alternative fuel usage.

However, the numbers are getting better and better, week by week. So, impracticality is becoming less of an issue for the big fleets. We just need to make sure that the fleet sector knows this.

From the other side of the fence, the attitude of the vehicle manufacturers has also been one of frustration towards the first wave of environmental fuels and, in particular, lpg. A number of them entered the lpg market enthusiastically in a bid to grab a slice of the fleet marketplace.

But that was the mid 1990s, and there was still a problem with production lead times. By the time some OE systems were homologated, they were already out of date. And many dealers found that it was uneconomic to train their mechanics in lpg, given the low market take-up.

Yet, lpg should be working for the vehicle manufacturers. It will help them to meet their emissions targets and decrease their dependency on diesel, which comes with far bigger health implications than are widely noted.

Finally, the nature of mass car production is essentially 'clip on'. To allow an lpg system to be an OE fit, a manufacturer has to provide the necessary bracketry to all vehicles going down the line. This is simply not economic if the take up is less than one in 300, which is the present level of market penetration. The answer, here, is to have a separate postproduction facility to convert the cars.

This will only work, however, with steady demand, facilitated by a government more proactively involved in promoting a shift away from the traditional fossil fuels. Which means we're back, again, to chickens and eggs.

Or to put it another way, constant lobbying of Douglas Alexander, his department and the Society of Motor Manufacturers and Traders. How often are we banging on the door at Whitehall or Halkin Street? Collectively, I don't know the exact answer here, but I would wager that it is not often enough.

So, what am I saying? Well, more than anything, it's a plea for leadership, initiative and imagination. Yes, from central government, from the vehicle manufacturers and from the oil companies. Indeed, it took all of them to come together in Germany, which has the fastest growing lpg network in Europe.

But it's also a plea for leadership amongst our own ranks. We've got a cracking story to tell. We just need to go and tell it more loudly.

**Contact The Greenfuel  
Company on 08454 900189  
[www.greenfuel.org.uk](http://www.greenfuel.org.uk)**

# Letter to the Editor

## DEAR EDITOR

Thank you for an informative magazine.

You often feature articles congratulating the industry on autogas provision. Here is my experience, which is not so brilliant, and is an open letter to the fuel distributors and converters.

I run Norwich Gas Centre, training CORGI gas engineers (natural gas and lpg), so I consider that my choice to display an lpg vehicle has a positive effect on my customers, the gas installers. I did not, (like the four wheel drive fraternity), convert for cheap fuel, but for clean air purposes, as diesel exhaust is toxic.

My Citroen Berlingo Multispace was chosen because it was a well-tried and tested lpg conversion attracting the PowerShift grant. I purchased it in January 2002 and, to date, have only done 50,000 miles, the majority on lpg, but using a lot more petrol than I expected.

It was converted immediately from new by Alternative Automotive Fuel Conversions Ltd using the AG system. I took out the extended

warranty on the system.

## INITIAL NIGGLES WERE:

1. The fuel level meter shows empty at half full. The installer said that was normal for that kit (poor kit!)
2. The toroidal tank at 37 litres is too small for that vehicle, only giving a range of 215 to 225 miles per fill.

On the plus side, there is no loss in performance on lpg and, when it changes over from petrol to gas, there is no noticeable jolt.

## SERIOUS FAULTS

One year later, I had a serious problem with a gas leak that was fixed under warranty. 48,000 miles and four years on, despite having a UCL injector system from Flashlube, I have had to pay a very large bill for new valves and guides that were burnt out.

I tried to claim on warranty, only to discover that Warranty Holdings had gone bust and no company had taken on the business!

After three years, I had just broken even on fuel cost benefit, but I am

now again in deficit.

## REFUELLING

On one occasion, the fill line non-return valve failed due to a dirty filler nozzle. All 37 litres leaked out within 24 hours in a dangerous manner. This has not occurred again and the filling station (an independent) agreed to refill without charge.

Finding a refuelling station that can actually supply me has been a major source of time wasting and annoyance. Very frequently, I go to the only supplier in the district and then find they cannot refuel me because they have run out or, more commonly, as there is a "technical problem".

In a ten-mile radius of Norwich, there are only two suppliers open after 5pm, and I find that around three to five times in ten, the one I choose cannot refuel me. When on long journeys, it is often the case that, although the lpg or autogas sign is illuminated, there is no gas.

Furthermore, the gas pump is hidden amongst the petrol pumps

with no real visual clue where to find it. When found, I often have to wait to access that one place, taken up by a non-lpg vehicle. This is a serious problem when I am towing my 9-metre glider trailer, as I often have to get out of the car at the station entrance to go searching!

Small independents are best as they often have the pump next to the visible lpg cylinder.

So I ask Shell and BP, who both seem to want to take the plaudits for their success in lpg distribution, these simple questions:

1. Why don't ALL motorway stations have lpg?
2. Why don't you put the lpg pump away from the petrol/diesel pumps and clearly mark it for customers?
3. Until at least a third of filling stations have lpg, "Joe Public" customers will not switch over, so when will that be?

Thank you.

**Peter Ryland, director  
Norwich Gas Centre Ltd**

## John Waghorn Nicholson McLaren Engines Ltd

Having read the letter from Mr Ryland, we comment as follows:

## INITIAL NIGGLES

Due to the design of lpg equipment and the nature of the fuel, the lpg level indicator is only a guide to the amount of lpg in the tank. It is not as refined as a petrol gauge, which has a built in damping device to aid its accuracy, and we agree that it just takes a bit of getting used to.

NME uses a 43-litre lpg tank under the rear of the Berlingo because space under the vehicle is restricted. If a larger tank were installed, it would contravene the LPGA Codes of Practice. The only option is to install a cylinder tank in the vehicle's load area, which most customers decline.

## SERIOUS FAULTS

NME have been supplying lpg systems for the Berlingo 1.4 since 2000 and I am not aware that we have received any reports of this make/model of vehicle having valve problems that have been caused by

running on lpg. Indeed, we have reports of vehicles that have covered 180,000 miles when being de-fleeted without any major problems.

It is worth noting that the vehicle manufacturer recommends the valve clearances be adjusted at regular intervals by the dealer network when running on lpg. NME also recommends that they be checked every 12,500 miles. A notice to this effect is also included in our drivers' pack for the vehicle.

It would be useful to know if the valve clearances were checked during the vehicle's routine servicing by the Citroen dealer because, if the valve clearances have not been checked, then that may help to explain why this particular vehicle had a problem.

## WARRANTY

At the time when the lpg system was fitted, Warranty Holdings was perceived to be the best company for providing this type of cover. Whilst Warranty Holdings provided cover for a number of lpg equipment suppliers, it also provided cover for numerous vehicle manufacturers and it is regrettable that its closure, which was totally out of our control, should cost us all a lot of money.

## Silvio Porto Autogas Ltd

Our response is as follows:

1. Autogas Ltd is committed to providing a reliable refuelling infrastructure and motorway stations are of the highest importance. Currently, Autogas Ltd offers lpg in over 13 motorway stations and more are planned to enter our network soon, as they go through different stages of the planning and approvals processes.
2. The aim for autogas is to become a mainstream fuel, playing a major role in tackling air quality. Therefore, we believe the customer should have the exact same convenience to refuel under the forecourt canopy having easy access to the kiosk.

Autogas is marked in most pole signs where there are no height restrictions, and we ensure we follow the same signage as other fuels whilst seeking opportunities for extra signage to improve awareness and visibility to our customers.

C. At present, one in five Shell service stations in the UK offer

autogas as an alternative fuel! The UK counts with one of the highest proportions of autogas filling stations per 1,000 vehicles in Europe, according to the LPGA.

We continue to expand our network, having reached over 210 sites in 2006, with more planned for the near future, having opened three new sites in the Norfolk region in 2005.

## Sheila Williams BP Retail

Please find below our statement regarding lpg on BP forecourts following on from your reader's letter:

The decision to implement lpg on a BP site is related to a number of factors, including demand, local competitor activity and network coverage. In fact, the current UK ratio between the number of public lpg outlets and lpg vehicles is the highest in Europe.

Lpg pumps at BP sites are clearly marked and, on some sites, are on their own away from other pumps. However, that is not possible on every site because of space availability.

# Backing Up the Installer



At the starting line.

CLS Dual Fuel, which distributes BRC conversion kits and GZWM tanks in the UK, has held an lpg go-kart racing day in Durham to thank its installers for their support.

Jackie Cooper, national sales manager, CLS Dual Fuel, who helped coordinate the event, said: "We intended to entertain, wine and dine the elite of the lpg conversion industry to unprecedented levels, and what could be better than an afternoon of adrenalin fuelled motor sport? Thanks to Karting North East, which was more than happy to accommodate the group, we had a great day.

"Karting may appear to be a relatively safe and enjoyable experience until you put 23 fiercely competitive alpha males – and two equally competent females – from the conversion industry on a racetrack!" laughed Jackie. "Despite subsequent cries of weight handicaps and time check requests, the winners received their well deserved trophies and drinks were raised to the victors into the early hours at the hotel.

"The day proved to be a huge success and, more importantly, we achieved our aim of thanking our installers for their continued belief in the BRC system. We look forward to making this an annual event, which we hope to see grow in numbers," said Jackie.

CLS Dual Fuel has distributed the BRC conversion system in the UK since May 2005. Gary Bowden, CLS Dual Fuel's managing director, firmly believes in the BRC brand and intends to increase its market share in 2007.

"Prior to becoming an official importer of BRC equipment, we had been converting for over five years and were trained on fitting a number of systems. We fitted our first BRC Sequent system approximately two years ago and were so impressed with the quality of the components and its operational abilities that, encouraged by frequent BRC software improvements, we took it on.

"Having dealt with suppliers in the

past, we had the advantage of knowing the shortcomings experienced by converters, and we set out to offer everything they would need to make converting vehicles a profitable business with no comebacks."

BRC is one of the largest manufacturers of lpg equipment in the world, and has equipment branded to PSA Group, Ford, Chrysler, VAG, Fiat, Mitsubishi, Subaru, Chevrolet, Suzuki and Hyundai, to name but a few.

BRC supplies over 60 countries worldwide and is not dependent on outside production of its injectors or software updates as design and manufacturing are in-house.

"Our own experience of converting over one thousand vehicles means we pride ourselves on offering unrivalled technical support, so lacking in our industry," said Gary. "As installers ourselves, we appreciate the importance of service and backup, and provide immediate help seven days a week, putting CLS a cut above our competitors."

CLS also became an importer of the GZWM tank range in 2005.

"It seemed that, in order to give our customers a 'one stop shop', the logical move was to source tanks and fittings – everything needed to complete a conversion top to bottom," said Gary. "We were the first to offer the high quality Polish tanks at very competitive prices so, with ring tanks giving over 100 litres water capacity, we are sure to have a tank for the vehicle you are converting."

CLS has also been concentrating on the demand for commercial vehicles exempt from London's congestion charge and, after research and development carried out at BRC's facility in Italy, has succeeded in adding the Citroen Berlingo and Peugeot Partner to the PowerShift register.

"We recognised that fleet operators were increasingly eager to source a way to slash their vehicle expenditure, a considerable part of which was the congestion charge," said Gary. "We can now offer congestion exemption and reduced fuel costs on two widely used commercial vehicles and, as we anticipated, the response has been tremendous. We hope to add another vehicle to the register soon."

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



The CLS team (L-R) Leigh Richardson, Gary Bowden, Adam Brown and Mark Dodds.

# Helping Installers Improve Service

A new motoring services company designed to support the motor and alternative fuel industry has been launched.

Michael Shaw, managing director of Viridis Motoring Services, said: "The facilities that Viridis Motoring Services will offer to the consumer have been developed with the assistance of some of the leaders in the trade. Substantial market research has taken place to find out what the motorist, alternative fuel installers and the motor industry itself would like introduced to address the key concerns of the motorist."

Not all of the research findings show positive issues for the industry, says the company. Viridis has vowed to drive the changes necessary to bring real success and change the perceptions of the trade in the public's eye.

Viridis offers "Service-aid", "Autogas-Aid", "Biz-Aid" and "Ask Harold", amongst many options, all of which have been designed to be user friendly and not baffle the novice with technical terms.

Although the majority of information and guidance is free, taking out membership with Viridis offers a range of benefits, including support in motoring management, discounts on products and services, special information and guidance and many other member only benefits.

For the trade, Viridis will provide a

number of services aimed at improving performance and raising the quality of service, directly targeting the criticisms raised in its research findings, including quality management development.

For the trade, Viridis offers design and development of print and web based promotion, contact and call centre services, marketing and research surveys, exhibition and conference planning and resourcing, and specialist staff recruiting, along with many other services that, combined together, offer a complete development package. It will also offer a facility to pass along enquiries from the public and businesses.

Michael Shaw said: "While a number of the services that we offer have been available to the industry previously, what makes Viridis Motoring Services unique is that we offer all this under one roof, serviced by people that know the industry and have the passion to make change."

The Viridis website will provide access to a wide range of advice and information identified from its research as required by its potential members, including a classified section that will prioritise the sale of transport solutions regardless of how they are powered, and accessories.

**Contact Viridis Motoring Services on 08713 106408**  
[www.viridismotoring.com](http://www.viridismotoring.com)

# Cleaning Up at Awards

Vauxhall was named LCV Manufacturer of the Year at the Green Fleet Awards 2006. The prize recognises vehicle manufacturers' efforts at offering both alternative fuels and clean, efficient conventional power plants.

Vauxhall was praised for its long-term commitment to its DualFuel lpg models.

GreenFleet operations director, Jason Deveto, said: "Since Vauxhall's pioneering role in the lpg market over five years ago, both

the company and the market have gained pace and it has managed to stay as a market leader. DualFuel vehicles are engineered to original equipment quality standards, allowing them to operate smoothly on petrol or lpg at the flick of a switch. Combined with low emissions and the potential to slash fuel bills by up to half, this has made the DualFuel range Britain's most popular lpg choice."

Lpg variants are available from Vauxhall in its Combo and New Astravan ranges.

# Autogas Consumption

HMRC has now separated lpg from natural gas in its statistics and has provided information for lpg only with effect from Q2 2005. Until recently, HMRC has only been able to supply figures that included natural gas as well as lp gas, and it has been assumed that natural gas accounted for 8.7% of the total.

The table shows the previously

estimated figures for lpg, together with the actual figures now provided by HMRC. Lpg consumption for Q3 2006 was 29,981 tonnes, representing a 10.82% increase over Q3 2005.

Using the previously estimated figure for Q1 2005, overall 2006 sales of lpg have increased by 11.94% against the same period in 2005.

	Previously calculated (tonnes)	Actual (tonnes)
2005 Q2	25,811	25,532
2005 Q3	26,926	27,054
2005 Q3	28,592	29,407
2006 Q1	28,080	30,082
2006 Q2	27,378	28,664
2006 Q3	-	29,981

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## Micro-Credit Scheme Promotes Lpg

The World LP Gas Association (WLPGA) and the United Nations Development Programme (UNDP) are participating in a pilot project known as the LP Gas Rural Energy Challenge aiming to bring clean, modern energy to the poor in rural areas, while developing new markets for lpg gas.

In Morocco, one of six countries selected to participate in the project, three lpg companies, Afriquia Gaz, Shell du Maroc and Total Maroc, are

partnering with the Zaroura Foundation for micro-credit.

Micro-credits are small loans made to the rural poor in developing countries who normally do not qualify for traditional banking credit. While interest rates may be perceived as high at 20-30%, it is much more affordable than the 200% charged by loan sharks, often the only other source of credit for many poor people. A representative from the micro-credit agency will put

together a business plan with the entrepreneur and provide administrative and legal support.

Businesses applying for loans include bed and breakfast establishments and restaurants on rural tourist hiking trails that use lpg rather than wood burning stoves to prepare food, steel workers using lpg for welding, poultry farmers using it to heat chicken coops in winter, and fruit farmers using lpg to dry fruits.

## New Kit for Fishing Boats

Gas Tech Electronics, based in Kerala, India, has developed a new lpg kit for fishing boats. The kit has become hugely popular among fishermen in Gujarat since its launch earlier this year, said Ashish Shah of Alfa Eco Systems, Gas Tech Electronics' sister company, which is marketing the kit.

"Over 5,000 lpg kits have been sold there," he said. "This is an

economical as well as ecologically friendly product, which is compatible with two and four stroke boat engines. This would also reduce emissions by 80%."

Mr V Vivekanandan, chief of the South Indian Federation of Fisherman Societies, said that they had tried a few similar kits over the last few years but were not completely satisfied with them.

"But I have heard that the Hindustan Petroleum Corporation and another firm have started trials," he said. "If the prices mentioned by Alfa are true, then the investment on it could be recovered in well under a month."

The Kerala Fisheries Minister has already announced that the government would provide a subsidy for such kits.

## Green Biking in Europe

A French company has signed an agreement with the Vietnamese inventor of an lpg motorbike conversion kit to popularise the product in Europe. The hybrid fuel carburettor, which enables motorbikes to run on both lpg and petrol, was invented by a research team from the University of Danang Central City, headed by professor Bui Van Ga.

Under the agreement between professor Ga and Espace Loisir, the French company will launch an advertising campaign in 17 European countries in 2007, along



with exhibitions showcasing the motorbike in France and Italy.

Michel Lefebvre, manager of Espace Loisir, said that the kit

could help relieve Europe's concerns over environmental pollution and energy deficiency, as lpg motorbikes saved up to 40% of cost and reduced environmental pollution by 30%.

Companies from Australia, India, Cambodia, Thailand, Philippines and Africa have already signed deals to buy the product from professor Ga.

The first 25 motorbikes using lpg have already been delivered to customers in Danang, and the team has since announced a project to make three wheeled vehicles also run on lpg.

## Hyundai Importing to Japan

Itochu Corporation group, South Korea's largest auto manufacturer, and Hyundai Motor Co have agreed to a business tie up to sell lpg passenger vehicles in Japan to taxi and chauffeur services.

The vehicles will be produced in South Korea and sold by Itochu at lpg stations, and exported to Japan to be sold at Hyundai dealers. Hyundai currently faces difficulties in the Japanese market and apparently aims to expand its share of the business vehicle market to increase brand awareness. Currently, there are approximately 300,000 lpg powered vehicles in Japan, mainly used by taxi and chauffeur service companies.

## BP Dealing in France

French oil and gas distribution group, Rubis, has formed a joint venture with BP to distribute lpg in France. The company, called Frangaz, will be equally owned by the two groups.

Frangaz has signed its first contract with the Mousquetaires retail group to sell bottled lpg at the Intermarche, Ecomarche, Bricomarche and Roday supermarket chains.

## Sizzling Numbers in USA

More barbecues were shipped in 2006 in the USA than in any previous year, according to the Hearth, Patio and Barbecue Association (HPBA), and there was a 15% rise over 2005. Lp gas grills continue to outsell charcoal grills, holding 58% of the market, and shipments increased by 13%.

HPBA president, Jack Goldman, said he sees the numbers as a reflection of the new outdoor living trend. He calls grilling "part of the casual American lifestyle". The diversity of barbecue products may also have a lot to do with increased numbers, with new and innovative grill features on the market, he said.

## New WLPGA President

Lon Greenberg became the president of the World LP Gas Association at the 19th World Forum in Chicago.

"I hope to continue the development in the stature of the association," he said. "Firstly, I want to successfully complete the current three year plan that the association is working to achieve, and then to lead the WLPGA into its next phase."

"We represent a fragmented

industry operating in many different types of market - some mature, some in development. I will strive to have the association maintain a balance in its activities, assisting its members in established markets, but also continuing to focus the efforts of the industry on developing countries, bringing the industry together for the advancement of the people in those countries," he said.

"Essentially, I want to further the interests of our industry. We have a wonderful fuel that fuels comfortable, productive lives and I want to help promote that."

"I share the view that there is an important role for the organisation in fostering closer relations between the national and regional lp gas industry associations, identifying synergies that can add greater value to the sector worldwide."

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# Cardonald College Opens Skills Centre

One of Cardonald College's ACS gas safety training and assessment team, Andy Morrison (right), with Neil Arden of J McCourt Plumbing & Heating of Dunoon.



Cardonald College, which has been open for lp gas courses for over five years, is now offering training in its new £8.5 million Skills Centre. The purpose built facility provides a cutting edge learning experience for construction and related trades courses in gas, electrical, plumbing, engineering, water studies, construction, carpentry and joinery, says the college.

"The Skills Centre provides an important boost to the contribution Cardonald College can make to Glasgow's thriving construction industry, providing routes into jobs

for local people, and opportunities for experienced workers to upgrade their skills," said Cardonald College's principal, Ros Micklem.

The new vocational training rooms, labs and workshops will enhance the learning experience of commercial clients who come to complete the lp gas course, CITB Conversion from Natural to Lpg (CONGLP), says the college. The course involves one full day of training and one day for assessment.

Training is offered on a flexible basis to fit in with employers' needs. The College also offers a full range of

CITB/ACS courses.

"The completion of the Skills Centre is just one element of the ongoing campus development project at the College, which is scheduled for completion in autumn 2007. When the developments are complete, we are confident that Cardonald College will be even more of an asset to the business community, providing training courses in excellent facilities suitable to meet employers' needs," said Ros.

**Contact Cardonald College on 0141 272 3372**  
[www.cardonald.ac.uk](http://www.cardonald.ac.uk)

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For which supplier?

\_\_\_\_\_

**Distributor of lpg**

For which supplier?

\_\_\_\_\_

Please tick which market sectors:

- Residential
- Manufacturing
- Camping
- Caravanning
- Agricultural
- Commercial
- Industrial
- Other

**Manufacturer of lpg-fired equipment**

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

\_\_\_\_\_

**Distributor of lpg-fired equipment**

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

\_\_\_\_\_

**Manufacturer of lpg equipment**

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

\_\_\_\_\_

**Distributor of lpg equipment**

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

\_\_\_\_\_

**Builders merchant/retailer**

**Maintenance contractor**

**End user**

**Transporter**

**Training**

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**Installer**

Other:

\_\_\_\_\_

**Please tick the organisations of which  
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- AEGPL
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