

JUNE/JULY 2007



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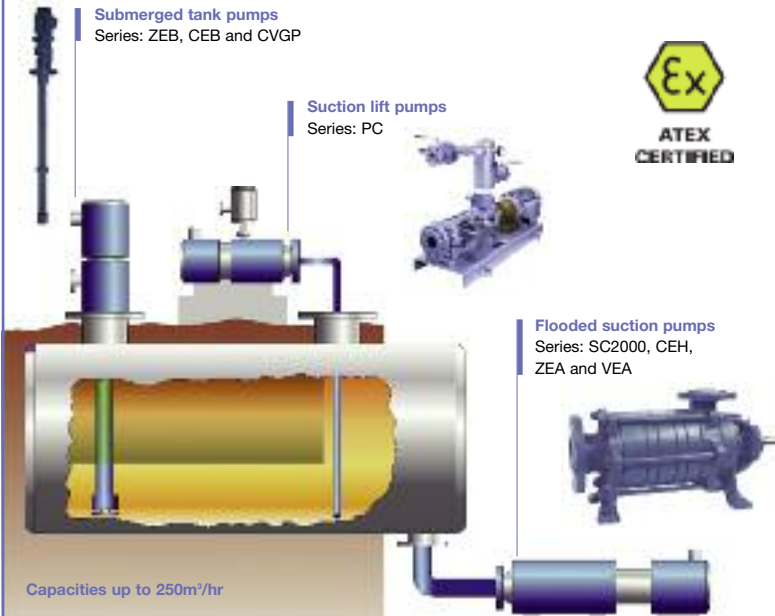
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## THE VOICE OF THE INDUSTRY RELAXING IN EDINBURGH



**Faye Spiers**  
Editor

Fun was had by all at the LPGA's Conference & AGM in May, it seems. On the whole, it was a more relaxed affair than previous years, as several members remarked.

Edinburgh was a fair distance to travel for most delegates, but no further than some Scottish members have been travelling for some time. The Scottish theme was embraced with some enthusiasm, both at the Caledonian Brewery, where the Technical Forum was held, and at the Gala Dinner at Dynamic Earth, where several tartans could be spotted in with the dinner jackets.

The new conference format, which was split into three themed sessions, seemed to work well, and members took advantage of the opportunity to question speakers at the end of each session.

Speaking in the Running a Sustainable Business session, both Les Philpott of the Health & Safety Executive and Jim Bell of the European Registration Scheme for Personnel Competence urged the industry to get involved in the Gas Safety Review. The HSE launched the review in February 2006, putting the gas installer registration scheme out to tender for a five-year contract, although, to date, CORGI has been the only successful applicant. Currently, lpg training is tacked on as an afterthought to natural gas training, and the industry can still influence the body appointed to administer the new registration scheme if it makes its needs known.

We will be exploring some of the issues raised during the conference in later issues of *LP Gas*, so watch this space.

**LP GAS**  
THE VOICE OF THE UK LPG INDUSTRY

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#### FRONT COVER PICTURE

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See page 18



## Calor Wins Against Unauthorised Handling

Calor Gas Ltd has won a High Court Injunction against the national DIY retailer, Homebase, supporting Calor's right to prevent unauthorised third parties from handling its cylinders.

Homebase ceased to be authorised by Calor as a cylinder retailer in February 2007. Following the termination of the trading arrangement, Calor says it made it clear that it would be unlawful for Homebase to handle its cylinders, as they were no longer authorised to do so. However, Homebase

continued to accept Calor's cylinders at its outlets and Calor brought the action.

Mr Justice Henderson upheld Calor's primary assertion that Homebase had unlawfully interfered with its cylinders and, saying that Homebase had no arguable case in the matter, he awarded Calor substantial costs.

General manager of Calor's cylinder business, Stewart Woolley, said: "This ruling is a victory, not just for us and our national network of loyal retailers – who rely on the safe and secure supply of Calor cylinders

to support their local customers – but for all those in the industry who seek to maintain the proper control of their assets. The retention of ownership of lpg cylinders by the gas supplier is a longstanding principle within the UK and has, amongst other things, undoubtedly contributed to the excellent safety record that this industry has maintained over its 70-year history. Further, customers who have, in good faith, chosen Calor as their supplier, have the right not to be deprived of their Calor cylinder by stealth."

## Minimal Changes in 2007 Regulations

**The carriage of static vessels will fall under the scope of ADR 2007, but there will be no change under the impending 2007 Carriage Regulations, including filling ratios and design pressures.**

**Although static vessels will fall under ADR 2007, they will be exempted from almost all requirements, including driver training and orange plates. The remaining requirements will be covered by the LPGA's Code of Practice 26, which will be revised accordingly.**

**The Health & Safety Executive has confirmed that it expects VOSA and the police to take a pragmatic line during a reasonable transition period.**

## Expanding with innergy

Lpg supplier, innergy LPG Ltd, has recently joined Calor Gas's nationwide network of distributors and has assumed management of the former Calor Direct site at Whitehall Road Industrial Estate in Leeds. innergy LPG, which has just celebrated its first year in business, now operates two sites in West Yorkshire, servicing over 600 commercial and domestic customers.

"We are an ambitious company with plans to continue our rapid growth through expansion into other areas of the country, introducing industrial gases and developing a bulk lpg supply business. It was



important that we chose the right lpg supply partner," said Gez Walsh, innergy LPG's commercial director. "We considered a number of supply options, but Calor offered us a fantastic support

package and we are pleased with the ongoing assistance they provide."

Contact innergy LPG Ltd on 08458 382388  
www.innergylpg.co.uk



## Fundraising Marathon

Anna Dore of the LP Gas Association would like to thank everyone who contributed to her fundraising for Julia's House, a charity that cares for life limited and life threatened children in Dorset. Anna ran the London Marathon in April in 4 hours 13 minutes and 48 seconds and raised £481.24.

"I survived the hottest London Marathon ever!" said Anna. "The whole event was just amazing – the organisation, the crowd support, everything. I managed to run the whole thing without walking and, perhaps most impressive of all, I was first into the office on Monday morning!"



Whilst working for an agricultural customer in Yorkshire, David Blakemore of Focus Consultants lifted the lid on an lpg vessel and found pied wagtails in residence. "The mother bird was almost perching on my shoulder whilst I was there – it brings a whole new meaning to shell gas," laughed David.

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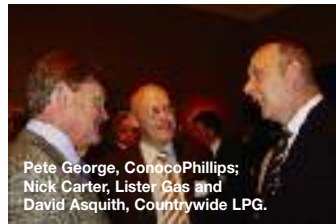
# DYNAMIC LPG



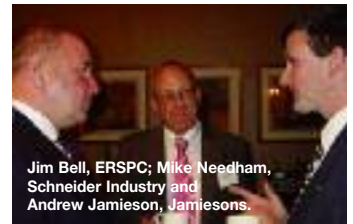
Alan Kirk, Flogas, chair of the running a sustainable business session; Anne Clayton, Wragge & Co; Jim Bell, European Registration Scheme for Personnel Competence, and Les Philpott, Health & Safety Executive.



Les Turner, Shell Gas and Graeme Lockwood, Calor Gas.



Pete George, ConocoPhillips; Nick Carter, Lister Gas and David Asquith, Countrywide LPG.



Jim Bell, ERSPC; Mike Needham, Schneider Industry and Andrew Jamieson, Jamiesons.

This year's LPGA Conference & AGM was looking to the future of the industry and its sustainability in the world energy market. Themes included lpg's place in the current energy mix, what the industry could learn from other markets around the world, and what issues it would have to become more aware of in the future.

The conference was split into three sessions, covering lpg in a low carbon future, running a sustainable business and lpg in a competitive world, and LP Gas will be pursuing these themes in later issues.

Campbell Gemmill, chief executive of the Scottish Environmental Protection Agency said those companies that have weighed environmental legislation and moved to the forefront are capitalising – saving waste saves money. He said that lpg has a viable contribution in the medium term, but is likely to be overtaken by new technologies, and the industry should research and seize opportunities for new uses.

Michael Kelly, director of market development at the World LP Gas Association, gave some examples of new uses of lpg around the world, including a pilot project in Washington that uses lpg as a backup for renewable energy powered traffic lights. He also said that the World Health Organisation has endorsed lpg as an alternative to wood to reduce indoor air pollution – the third biggest killer

in the developing world.

Rob Shuttleworth, director general of the LPGA, said that the LPGA plans to join the WLPGA in the near future. He said that business will be affected by climate change and warmer winters, etc, and that the industry needs to consider how it presents lpg and talk to government policy makers and technology researchers, as carbon fuels are still needed and can be used better.

The industry should consider questions, such as would someone save more energy by converting their car to lpg than installing a wind turbine? Lpg is perceived as cleaner than oil by the solar industry, and combining with solar would make lpg more competitively priced. Micro CHP also has the best pay back of the energy saving alternatives, and uses fossil fuel more efficiently.

Rob said that the industry needs to research the facts about its competitors and put lpg's case for the future in the right light.

Les Philpott, deputy director of policy group – specific interventions at the Health & Safety Executive, said that carbon monoxide incidences from lpg appliances are the lowest of all fuels. The HSE has set up a Gas Safety Review and is holding stakeholder conferences, which the lpg industry should become involved with. The HSE has specified its expectations of an installer registration scheme and

providers will compete for a five-year contract.

The ACS scheme will be reviewed to make it less bureaucratic and registration fees will be reduced. The new provider will be announced in September to start in April 2008.

Jim Bell, chairman of the gas scheme committee at the European Registration Scheme for Personnel Competence took up Les Philpott's theme, saying that the Gas Safety Review was a genuine attempt to drive up standards for consumers, incentivise registration for installers and give a better deal to those who are already registered. He said that assessment must keep up with gas industry development, and companies need to work with assessment centres to give new entrants to the industry the experience they need to achieve certification.

Assessment criteria come from industry, not assessment bodies. Lpg training has extra requirements than natural gas, but are they necessary? The lpg industry needs to speak up with the new gas safety body and make its requirements known.

At the AGM, LPGA members voted to progress with the merger with ALGED, and an extraordinary general meeting (EGM) will be held to present the mandate on carrying it forward. The current executive committee will continue until the EGM, when new committee members will be voted on.

Statutes for the new association are already agreed at a reasonably detailed level.

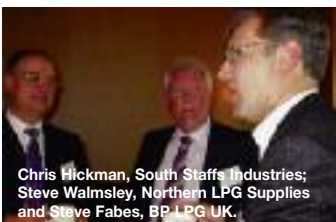
The offices of the LPGA will be moving from Ringwood to Coventry. Anna Dore and Jean Hazel will be taking redundancy, but Mike Chapman and Jeff Watson will continue in their current roles. The LPGA's website will also be developed in accordance with the requirements of the Competition Commission (CC) inquiry.

The CC is still delaying the issue of its Order, and is currently in talks with the Health & Safety Executive (HSE) on new pipework legislation and how this will affect competition in the industry. The HSE has also invited the industry into talks on the Gas Safety Review and the future of lpg training and assessment.

The Government is obliging energy providers to help in energy savings devices development and has given the industry three options – legislation, an operator scheme or a levy, of which an operator scheme seems the most attractive.

The Gala Dinner at the conference was held at Dynamic Earth in Edinburgh, an exhibit that tells the story of our planet's past, present and future, progressing the theme from the first session on lpg in a low carbon future.

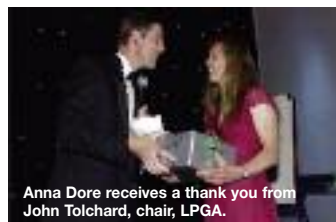
Members of the LPGA and its guests from ALGED continued the Scottish flavour of the conference with some enthusiasm, and tartan was very much in evidence.



Chris Hickman, South Staffs Industries; Steve Walmsley, Northern LPG Supplies and Steve Fabes, BP LPG UK.



Kaz Dziarnarski, Clesse UK and Bill Christie, Countrywide LPG.



Anna Dore receives a thank you from John Tolchard, chair, LPGA.



(L-R) Ricky Howie, West Calder Gas; Susan Howie; Sandra Gauld, and Ian Gauld, Gauld's Gas.

# Converting the Insurers

LPG Sure, the UK-based insurance broker, carried out research during 2005/6 that showed that the UK insurance industry had not fully embraced professional car or van lpg conversions. It carried out research into any extra risks that may be attributed to insurers following lpg conversions, and it became clear that insurers were wary of conversions, more through ignorance than hard facts.

LPG Sure, which is a trading name of Europa Group Ltd, has since approached insurers to promote discounts from their standard tariffs, rather than apply extra terms, as many of them had originally intimidated.

## TYPICAL CUSTOMER

The company worked with installers to understand the profile of a 'typical' lpg customer and it was found that 20 per cent were 4x4 owners, 85 per cent of



Many lpg conversion customers are 4x4 owners living in rural areas

vehicles were over three years old, and the vehicles were kept by their owners for a minimum of 36 months after the conversion.

Performance and speed were not important to lpg customers, but green issues and, ultimately, saving money was, and many lived in rural areas.

Armed with this information, LPG Sure worked closely with insurers to allay any fears they had and to promote the benefits, both to the environment and the cash savings the customers would see over a 24-month period. Feedback LPG Sure

received from distributors indicated that potential customers were not proceeding with conversions due to the negative comments from customers' existing insurance companies.

Whilst today, many insurers have finally agreed to accept conversions, there is still a lack of understanding from some insurance call centres as to what lpg actually is. A recent telephone survey found responses from insurance sales staff ranged from "who makes lpg?" to "please provide a modified vehicle report form". One insurance company currently insists on a 25 per cent load.

LPG Sure says it has taken a more front foot stance and has a brand specifically aimed at lpg converted vehicles. It works with many major insurers, including Norwich Union, Royal Sun Alliance and AXA. Many insurers have agreed discounts up to 20

per cent from standard rates, and all have agreed to accept the vehicles without any proof of conversion, subject to the work being completed at an LPGA Approved Installer.

## GOOD NEWS

"The good news for the customer is a guaranteed acceptance, speaking to staff who understand lpg, and saving money from their annual insurance bill," said Andy Powell, divisional managing director of Europa Group. "LPG Sure is encouraging installers to set up introducer facilities. It is very simple – for each customer introduced to LPG Sure that subsequently takes out a motor insurance policy, the introducer is paid £40. What could be simpler? Good news for the customer and £40 for you."

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# OAMPS MERGER REINFORCES COMMITMENT



Ian Peach

OAMPS (UK) Ltd, an insurer offering specialist cover for the lpg industry, is now a wholly owned subsidiary of Wesfarmers, one of Australia's largest PLC companies. The merger of the two companies was completed in November 2006, and reinforced OAMPS's position and commitment within the industries it currently specialises in, allowing OAMPS to continue to develop within new industry segments.

"OAMPS remain extremely proud to be the insurance managers to many industry bodies, including the Federation of Petroleum Suppliers (FPS), the Association of Liquefied Gas and Equipment Distributors (ALGED), UKSpill, the Oil Recycling Association (ORA), the Chemical Recycling Association (CRA) and the Hazchem Network," said Ian Peach, business development manager at OAMPS. "OAMPS pride themselves on the very close working relationship they have with each body, and it is the members of these bodies that see the full benefit. OAMPS and

each body have developed bespoke insurance and risk management packages to suit the needs of its members."

The benefits of insuring with OAMPS include a 24-hour spillage response service and access to a 24-hour environmental helpline run by a team of ex-environmental agency staff. Legal expenses cover is provided as standard, as well as a market leading £10 million indemnity limit in respect of third party property damage.

### NOT ADEQUATE

"Other insurers have reduced their limit of cover in this area to as little as £250,000, which is simply not adequate," said Ian. "OAMPS, knowing and understanding how the market develops, has become more than just an insurance broker. We continue taking on more resources in order to provide the best service to the industry possible."

Oil & Hazardous Environmental Services (OHES), run by Stewart Ower, operates staff both in the UK and Ireland to answer queries

on environmental concerns or respond to an emergency should an environmental incident occur.

OAMPS Risk Solutions (ORS), run by Ken Taylor, operates a team dedicated to the health and safety, training and compliance needs of industry. ORS can provide health and safety consultancy and training; driver assessments and training; DGSA consultancy, and working at height and spillage prevention and response training.

"OAMPS firmly believe in forging long term commercial relationships with all clients and suppliers, as well as providing unrivalled policy cover and support services," said Ian. "We are only too aware that other insurance brokers and insurers choose to come in and out of 'hazardous' industries, whereas OAMPS has been consistently providing cover and services to these important and specialised areas of industry and will continue to do so.

"In 21 years of providing insurance and risk management support services to companies in the petrochemical and lpg

industry, OAMPS has built up a considerable wealth of knowledge and experience that all our clients continue to benefit from."

Today's insurance market sees a reasonable level of competition, and OAMPS is driving forward with new services, such as ORS.

"OAMPS's insurer partners are Zurich Insurance and QBE Insurance, both Standard & Poors A+ rated companies. They are very much like-minded and remain totally focused and driven to OAMPS and, more importantly, our clients' needs.

### NEW BENEFITS

"As the market changes, OAMPS will continue to develop new benefits, cover and the services provided," said Ian. "However, the biggest benefit continues to be our commitment to the industry to provide bespoke insurance packages and a top class service at competitive premiums."

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# SIMPLIFYING THE TRANSPORT ISSUE

By Tim Barker, managing director, Specialist Training & Consultancy Services Ltd

It would be true to say that, for some time, there has been a level of uncertainty over the training requirements for those involved in lpg transport operations. Thankfully, legislation introduced over the last few years has helped to make the situation far clearer.

In the long run, it will mean safer and more regulated transport. However, in the short term, there are still a number of carriers getting their houses in order. To help those who remain uncertain over lpg transport training, I will attempt to simplify the issue and look at the four main areas where training may be required.

As a starting point, it is worth mentioning the legislation that governs the road movement of lpg. The statutory instrument that covers the road (and rail) transport of lpg is the Carriage of Dangerous Goods and Transportable Pressure Equipment Regulations 2004 (with subsequent updates). It brings into British law most of the European Agreement on the Carriage of Dangerous Goods on the Road, known as the ADR.

## AWARENESS

The lowest level of training that the legislation requires for those in the transport chain is awareness training. The law requires that anyone who is involved in the transport of dangerous goods should receive "adequate" training. Drivers that carry 333kg or below of lpg would therefore need training appropriate to their role.

This could include instruction on the basic hazards involved with their work, safety procedures, documentation and so on. In the vast majority of cases, a one-day awareness course will be sufficient to meet this requirement.

## DEEPER KNOWLEDGE

A number of training providers will provide such training, although it is worth finding out if they have sufficient knowledge of specific lpg issues before booking training. It is always worth seeking out the specialist provider with a deeper knowledge of lpg.

Since the beginning of this year, for many drivers, the need to attend an awareness course has been superseded by a requirement to hold a Vocational Training Certificate (VTC), or ADR Certificate, as it is more commonly known. ADR training becomes necessary when loads of over 333kg of lpg are being carried.

Prior to January, drivers of 3.5 tonne vehicles were not required to hold this qualification. To gain an ADR certificate, drivers have to attend an approved course and pass modules for Core, Packages and Class 2 – Compressed Gases.

There are a relatively large number of providers who will offer ADR training and the Department for Transport must approve them. The ADR qualification lasts for five years and needs to be renewed within the final year for it to remain current. The ADR course for Core, Packages and Class 2 lasts for two and a half days.

For those companies that consign or carry lpg over 333kg, there may also be a requirement for DGSA training. They are



It is worth seeking out a specialist training provider with a deeper knowledge of lpg.

required by law to appoint a vocationally qualified Dangerous Goods Safety Adviser (DGSA). As the title of the qualification suggests, the DGSA is responsible for advising on all aspects of compliance with dangerous goods regulations.

This requirement can be achieved in two ways. The organisation can appoint a suitably qualified DGSA consultant and pay a fee for their services, or they can gain the qualification for themselves by arranging training and examination of one of their own members of staff. As with the ADR qualification, the DGSA Certificate is valid for five years and needs to be renewed in the final year.

## LPG EXPERTISE

Providers of training for the DGSA qualification are less common than those for ADR and it is worth searching for one with expertise in lpg. At this level, specialised knowledge is vital!

One area of training that has become vastly more important in recent years is security training. Following the terrorist acts of 9/11 and 7/7, governments became acutely conscious of the potential catastrophe that the use of dangerous goods in the wrong hands could cause. In July 2005, the security provisions detailed in the ADR Agreement were brought into force in the UK.

Apart from explicit

requirements for general and specific security and the storage and transport of dangerous goods, there is also a requirement for staff security awareness training. This requirement covers all staff involved in the transport operations, but with a particular stress on drivers. It covers areas, such as the nature of security risks, how to recognise and minimise security risks and what to do if there is a security breach.

There is a requirement for this training to be repeated from time to time to ensure complacency is not allowed to set in. Training can be carried out by external providers, or internally if the resources and knowledge exists.

The Department for Transport provides some useful guidance on this issue at its website, [www.dft.gov.uk/security/dangerousgoods](http://www.dft.gov.uk/security/dangerousgoods). The same website also gives information on how to obtain the free video/DVD on dangerous goods security.

## IMPROVING

The lpg transport industry has taken some time to get its house in order with regards to training. It would be fair to say, however, that the situation is improving markedly, and we can look forward to a far more professional, safer and secure industry as a result.

**Contact Specialist Training & Consultancy Services Training Ltd on 01282 687090 [www.specialisttraining.co.uk](http://www.specialisttraining.co.uk)**

# HELPING HAND FOR ADR

by Henry Laferla, K Training

## Does my driver need an ADR certificate?

As you know, the rules changed early this year regarding the training of drivers carrying lpg. If your driver carries more than 333kg of lpg in cylinders, then he or she needs to attend an approved course, pass multiple choice exams and carry the original certificate at all times.

This rule applies to every driver, irrespective of vehicle size. The LP Gas Association Code of Practice states that empty cylinders must be treated as full for this purpose.

K Training is able to fast track your drivers so that their examination papers are passed to the Scottish Qualifications Authority (SQA) and processed within three to four weeks, and our high pass rate helps with possible operational problems.

Once a driver gets their Vocational Training Certificate (ADR Certificate), make sure they sign it in the 'signature of holder' section and a copy is kept in their employee files. The certificate lasts five years and can be refreshed after the fourth year. Another five years is then added onto the existing expiry date.

## Do I need to carry lpg

## cylinders in open vehicles?

Yes, whenever you can. The LP Gas Association Code of Practice states that lpg cylinders can be carried in closed vehicles, but this is restricted and the cylinders must be removed whenever possible.

## Do I need to provide vehicle marking that can be covered or folded?

If your vehicle carries more than 333kg of lpg then it must display two rectangular orange-coloured plain plates; one at the front and one at the rear of the vehicle.

It is important to note that these plates should be kept clean whenever possible, and must be covered with a suitable covering if your vehicle is not carrying more than 333kg of lpg in cylinders.

The LP Gas Association Code of Practice states that empty cylinders must be treated as full for this purpose. Heavy fines may be imposed on both carriers and drivers if vehicle marking are displayed on the vehicle but the product is no longer on the vehicle.

## Is there specific equipment that must be carried on the vehicle?

Yes. This equipment is designed to help the driver to be safe, be

seen and deal with a small incident if necessary.

## Are there specific fire extinguishers that must be carried on the vehicle?

Yes. The size varies according to the permissible maximum weight of the vehicle and there are changes that are coming in at the end of this year if the vehicle's permissible maximum weight is over 7.5 tonnes. A vehicle will need 12 kilos of fire extinguishers.

Each fire extinguisher must be sealed and bear an inscription showing the next inspection date.

## What personal protective equipment should I provide for my driver?

The minimum is suitable gloves and footwear. It is advisable to check that the steel part of the footwear is not exposed.

## Do I need to describe the product in a particular order on the Transport Document?

Yes.  
UN1978 PROPANE, 2.1  
UN 1011 BUTANE, 2.1

## Do I have to provide my driver with instructions in writing?

Yes, one for butane and one for propane. You must also provide

the driver with a facility to put instructions in writing that do not relate to the load in an appropriately marked holder.

Heavy fines may be imposed on both carriers and drivers if instructions in writing are displayed in the cab when the product is no longer on the vehicle.

## What if my driver is not carrying more than 333kg of lpg in cylinders?

Some of the above rules apply.

## What else do I have to do?

As well as the mandatory driver training, each carrier will need to appoint a qualified Dangerous Goods Safety Adviser. The DGSA will help you comply and is there on your behalf.

## Is help at hand?

K Training has been advising lpg companies on how to comply with the UK Carriage Regulations and ADR since 1994 and carries out ADR DGSA and CPC course on a regular basis.

Making sure that drivers and transport companies operate within the law is often made more complicated than it needs to be. It is simply a case of letting K Training take care of the legislation whilst carriers concentrate on their core business.

**Contact K Training on 0208 900 9038  
www.ktraining.com**

# Filling the Skills Gap

All 150 learners at Sandwell College's gas and plumbing department are working towards either a National Vocational Qualification (NVQ) Level 2 or 3 in plumbing or towards an lpg assessment. The department has continued to achieve high grades for quality and performance from external verifiers. In addition, the department was awarded a grade 2 "good" by Ofsted/Adult Learning Inspectorate during its last inspection in March last year.

Tony Kite is team leader of gas and plumbing, a specialist department at

Sandwell College in the West Midlands, within which he has worked for 30 years.

"I've seen a lot of changes in my time," said Tony. "Gone are the days when you started an apprenticeship with a plumbing employer, worked your way through and became a qualified plumber – those training gateways into the industry have gone."

Tony strongly believes there is still a massive shortage of plumbers in the UK.

"Our aim is to provide first class training and to nurture the skills and knowledge of learners, preparing them for

the real world of work," he said.

Latif Uddin is studying for an NVQ Level 3 in gas and plumbing.

"I fell into this career path by accident," he said. "A teacher at school got me interested in the subject. Looking back, I bless her because I am genuinely enjoying this course."

Latif attends college one day a week, and the rest of the week he spends at Q Heating and Plumbing Ltd, a firm based in Bordesley Village, Birmingham. After completing his studies, Latif hopes to secure a job as a plumber.

Benjamin Adams has always dreamt of becoming a

plumber. He, like his classmate Latif, is also working towards an NVQ Level 3 in gas and plumbing.

"It's hard work, believe me, but I really enjoy it," said Ben. "I get calls all the time from friends and family asking me to sort out their gas and plumbing problems."

Ben attends college one day a week, and the remaining four days he works at M Downey Plumbing Ltd, a local company. His work varies every week. It includes plumbing pipework, installing radiators, faultfinding, valves, taps, cisterns and cylinders, etc. Contact Sandwell College on 0121 253 6314  
www.sandwell.ac.uk

# MOBILISING ASSESSMENT



LPG Training & Assessment Ltd mobile training facility.

Throughout my 30 plus years working in the lpg industry, certain aspects keep recurring, such as:

- Why can't we have dedicated gas training courses bespoke to our industry?
- Why must we always be an add on to natural gas courses?
- What are we doing to cancel out the skill shortage? Our most experienced people are leaving, without passing on their skills to a younger generation of engineers.

I had the opportunity to team up with Ian Oultram, a most experienced gas engineer and qualified trainer and assessor, to form a training and assessment centre in North Wales, LPG Training & Assessment Ltd. It allowed us to make good these training shortfalls by providing bespoke essential services benefiting the lp gas industry. It provides:

- Dedicated lpg training and assessment courses to suit the individual client's requirements
- A new entrant course geared to attract new people, vital to sustain good safe traditional engineering practices
- In-house bespoke courses for manufacturers, ranging from touring and holiday caravans to electrical engineering companies
- Fully mobile onsite training and assessment services.

We were able to look at each industry sector and create courses to suit the individual that conform to all requirements.

The mobile home park and caravan sites had their own

unique problems with the skill shortages. Finding a CORGI registered engineer in remote areas can be a real headache.

## ALIEN APPLIANCES

Even when you have your own site engineer due for further training or reassessment, it usually means incurring expensive travel and accommodation costs. Having found a provider generally means courses geared to natural gas, where appliances are alien to static caravan engineers.

LPG Training & Assessment attempts to reduce or eliminate these additional costs by providing regional courses throughout the UK, Republic of Ireland and mainland Europe (subject to minimum number requirements). For example, we use a host caravan park within the chosen area for training purposes.

For assessments, we have a purpose built mobile assessment unit, fully approved and compliant with all UKAS and CORGI ACS requirements, equipped with combi boilers, water heaters, cookers, fires, meter boxes, regulators and all lpg fired appliances used extensively within caravans. To date, the mobile unit has delivered assessments in all regions of the UK, Republic of Ireland and the Isle of Man.

## IMPORTANT CUSTOMERS

The mobile home park and static caravan sector purchases substantial amounts of lpg,

usually outside peak winter periods. Consequently, they are very important lpg customers.

For that reason, we continue to expand our caravan gas courses, e.g. we have several UK-owned French, Italian and Spanish based camping and caravan parks for which we provide onsite gas courses. These usually consist of UK and CORGI best practices, such as landlords' safety certificates, incorporating local appliances, gas pressures, regulators, tubing and pipework, gas cylinders and bulk.

Skill shortages, potentially within the caravan park sector, demand fresh thinking = new incentives. LPG Training & Assessment grasped the baton and introduced the new entrants scheme for caravan and mobile home operatives using lpg.

In order to apply for CORGI registration, the candidate needs to provide evidence that he/she is competent to carry out the gas work. Competency is demonstrated in two ways:

- By passing the appropriate ACS course
- By convincing the CORGI inspector that they have adequate gas experience.

Providing the candidate passes the ACS examination, demonstrating adequate work, experience can be more difficult. LPG Training & Assessment were able to overcome this problem area.

In return for hosting gas training courses, we provide gas

work to the park free of charge. This consists of landlords' safety certificates, any other remedial work, i.e. service and replacement of appliances, internal and external pipework, meter boxes and regulators.

All candidates' work is under constant supervision by one of our fully qualified and experienced CORGI registered engineers. All work experience is logged within each candidate's portfolio and countersigned by our engineer.

Our new entrants course has generated over 50 new CORGI registered engineers to ease the skills shortage within the caravan sector. New entrants benefit the industry and create profitable careers for themselves.

These courses don't stop with the caravan industry. We provide a mini bulk course incorporating above and below ground pipework, electrofusion welding, all regulators and valves and 1st and 2nd stage meter boxes – again assisting in filling the skills shortage.

Future gas training courses include:

- Mini bulk tanks – annual inspections for tanker drivers
- Cylinders and appliance awareness for pick up drivers
- Dealer 1 and Dealer 2 to include basic lpg fundamental regulators and pressures, appliances fault finding and safe storage and operation
- Highly bespoke lpg courses specifically geared to the individual client's use.

Should you have any training, assessment or auditing requirements, LPG Training & Assessment Ltd have the solutions. Whilst lpg is our main business, we also provide a full range of natural gas and oil courses, including Energy Efficiency (Part L), Electrical (Part P), unvented hot water and water regulations.

**Contact LPG Training & Assessment Ltd on 08456 442039 [www.lpgtraining.info](http://www.lpgtraining.info)**



Inside the mobile training unit.

# Aiming for Excellence

By Ken Cartlidge, course manager, gas training, Evesham & Malvern Hills College

“Aiming for excellence in the provision of education and training” has been Evesham & Malvern Hills College’s mission statement for a number of years, and the training centre based at the Evesham site strives to live up to this. It is a first class training establishment, with highly competent trainers and assessors who have worked in the industry for many years before making the move into education.

The centre is purpose built, only three years old and, with help from the heating industry’s manufacturers, it has been furnished with appliances that would be familiar to engineers in their everyday working life.

The centre offers the full range of lpg and natural gas ACS assessments and appliances, including the OFTEC range of assessments, unvented hot water systems and energy efficiency, as well as being the only training establishment in the country to offer the British Waterways boat safety examiners course and their five yearly updates.

## COMPREHENSIVE

The training centre is proud to be one of the few training centres in the country to be able to offer a fully comprehensive list of lpg courses, covering



Evesham & Malvern Hills College's Training Centre.

permanent dwellings, leisure accommodation vehicles, residential park homes and boats. It has the ability to run all the appliance elements in conjunction with the core, including the sector appliances, such as those specific to caravan or boat use.

Lpg has always been a particular strength of the training centre at Evesham College, and it has been subject to investment and developed over the years into a first-rate training and assessment centre. The vessel site was used as the model to other assessment centres throughout the country. We offer a limited scope of courses for external pipework as an lpg core element.

The centre has now run a series of intermediate gas test

certificate courses for new entries into the gas industry, and hopes to encourage local businesses to support these mature students at the start of their new career.

## TAILOR MADE

The training centre offers tailor made courses that are delivered to Approved Codes of Practice and our tutors have travelled the length of the country and even ventured into foreign parts to deliver these, such as major caravan manufactures, fire training centres and lpg generator manufacturers. We also provide training for companies outside the gas industry that still require some level of gas awareness, such as agricultural crop burners, golf buggies and mowers.

The addition of the energy centre to the site has enabled the college to look at expanding the courses it offers and, with the focus on renewable energy, the staff is excited about the forthcoming opportunities that this is sure to bring. Having just undergone a change of management, the centre hopes to be able to develop these areas and announce them in the very near future – so watch this space!

With knowledgeable and enthusiastic staff, the facilities at the centre continue to provide an excellent standard in the provision of education and training to the heating industry.

**Contact Evesham & Malvern Hills College on 01386 712675 [www.evesham.ac.uk](http://www.evesham.ac.uk)**

# Cutting Edge in Energy Education

by Jobert Abueva, global marketing director, The Oxford Princeton Programme

**In a few years, The Oxford Princeton Programme has successfully consolidated three energy education entities to become the world’s undisputed leading provider of training solutions to the many facets of the**

**energy sector, including oil, natural gas, power, commodities and derivatives. The College of Petroleum Studies in Oxford, UK, Princeton Energy Programme in Princeton, NJ, USA and PrincetonLive.com web-based courses cohesively bring together diverse products and services for professionals of**

**all levels of expertise and experience.**

**Featuring a faculty of renowned experts with real world energy experience, The Oxford Princeton Programme is able to offer the most comprehensive mid-to-downstream commercial curriculum for all industry participants regardless of function.**

**Multidimensional learning tools, including lectures, case studies and trade simulations, are used to ensure reinforcement of material studied. All courses are designed to ensure lively interaction with other delegates, who offer real time perspective on challenges facing their own operations.**

**CUSTOMISED**

Today, The Programme, with hundreds of instructor-led courses and customised on sites held worldwide, is run out of four offices in Oxford, Princeton, Calgary and, now, Singapore (opened in February 2007). The Oxford Princeton Programme distinguishes itself on many fronts. For starters, it offers a popular series of lpg courses this autumn:

- Lpg – supply, economics, markets and international trading (LP1): September 10–14 2007, Oxford, UK
- International lpg trading and pricing – supply, shipping contracts and risk management (LP2): September 24–27 2007, Oxford, UK.

Moreover, lpg courses originating in Europe are being introduced to new audiences in North America as well:

- Lpg trading and pricing –

shipping, contracts and price risk management (LP0): October 24–26 2007, Houston, TX.

Most importantly, the Programme has a continually growing roster of courses. For the remainder of 2007 alone, these titles have been added to the European schedule:

- Lng shipping – a voyage of discovery: November 7–9 2007, Oxford, UK
- Gas-to-liquids – a new gas horizon: September 17 2007, London, UK
- Global lng: Import and regasification – Europe: October 22–25 2007, Dusseldorf, Germany
- Derivatives pricing, hedging and risk management: July 4–5 2007, Dusseldorf, Germany / July 18–19 2007, Singapore.

The Oxford Princeton Programme is unique in its



offering of diplomas in the management of the natural gas industry and international oil supply trading. These offer the highest degree of competency bestowed on delegates who successfully complete a series of mandatory courses and electives.

Any course can be taken onsite and customised to the needs of an organisation. This offers tremendous flexibility and hence convenience and confidentiality.

Web-based courses are a cost-effective alternative that works best as an orientation

for new employees or a brush up for industry veterans. Courses are easily accessible and both educational and entertaining, with many other new topics in development.

A complete listing is available on The Oxford Princeton Programme website, which has an updated managers' support section as well. Visitors learn of the various training options, as well as industry competency paths designed to ensure the most optimal learning, whether one is just joining the industry or has several years under their belt.

With so many initiatives underway, and many more as 2008 rolls around, The Oxford Princeton Programme is certain to remain on the forefront of energy education innovation.

Contact The Oxford Princeton Programme on 01865 250521 [www.oxfordprinceton.com](http://www.oxfordprinceton.com)

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For complete course summaries, outlines and registration details, call us or log onto our website



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# Staying at the Training Forefront

RLR Services was founded in 1989 in Rode in Somerset as a tachograph analysis service to the transport industry, and diversified in 1990 to incorporate CPC instruction courses for potential transport managers. This was extended in 1992 when the company was approved by the Department for Transport (DfT) and the Health and Safety Executive (HSE) to offer ADR driver training courses.

In 1994, the company joined what has now become the National Dangerous Goods Training Consortium (NDGTC) for training providers.

To accommodate increased volumes, the business moved to its current offices located in Trowbridge, where it provides training courses and examinations. The company is registered as an exam centre with both SQA (ADR) and OCR (CPC) examination boards.

Due to ever increasing workloads and the complexities of recent legislation, the company was split into three in August 2005, and Clive Aisbitt bought the training division of RLR Services, which concentrates on

providing Dangerous Goods Driver Training (ADR) and Certificate of Professional Competence Training (CPC National/International Freight/PCV), with his wife, Amy.

Qualified as an electrical engineer, Clive joined the transport industry in 1985, working in the warehouse of a local food production and distribution company, before joining Wincanton Chilled Distribution in 1987. He started his own safety consultancy business in 1996 and became the principle ADR trainer for RLR Services in 1999 as a sub contractor, previously having taught CPC for RLR since 1991.

Clive is a qualified Dangerous Goods Safety Advisor and holds a full ADR licence. In addition, he holds National and International CPC for Road Transport and Passenger Services Operations and has been the named transport manager for a number of companies on short term contracts, overseeing both the transport operation and the training of the companies' own personnel.

Clive is also a fellow and past



Clive Aisbitt

national chairman of the Institute of Transport Administration, as well as currently serving on the NDGTC national committee. He teaches all CPC and ADR courses in Trowbridge, and associated companies that operate out of the same premises now carry out tachograph analysis and DGSA consultancy.

RLR Services says the split has allowed it to diversify still further to include all aspects of health and safety legislation and training, and ensured that it stays at the forefront of transport training.

It has also expanded its area of operations with the acquisition of TFT Services (Training for Transport) in Plymouth in 2001, and by working with React Training Services in the Reading area, offering courses and

exams. Its client base is mainly based south and west of Reading and Oxford into the furthest reaches of Cornwall and South Wales, with bespoke courses as far abroad as Newcastle on Tyne, Morecombe, and Selsey in West Sussex.

With four DfT approved trainers, the company offers regular scheduled training at its three examination centres, as well as providing bespoke courses to meet individual companies' requirements throughout the UK. This includes weekend courses – although training constitutes duty time and thus companies must ensure that drivers get sufficient time off in line with Drivers' Hours Regulations.

With van drivers now requiring ADR licences for loads 'in scope', RLR has obtained approval from the DfT to offer a two-day course for Core, Packages and Class 2 (gases), which normally takes place over two and a half days. The course can either be offered at the company's own premises for six delegates, or RLR will run them at one of its training venues.

**Contact RLR Services on 01225 775252  
www.rlrservices.co.uk**

## Ongoing Development at Cardonald

Cardonald College began training employees in ACS gas safety in 1987. The plumbing department was established in 1972 when the college was founded and, in 1982, the college moved into gas training, with lpg courses being offered ten years later.

The college is based in the southwest of Glasgow, but delivers training across Scotland, with centres in Dundee and Inverness. It also has centres for water industry training in Exeter and Bournemouth.

In October 2006, the college opened a new £8.5 million skills centre. The purpose built facility provides construction and related trades courses in gas, plumbing, engineering,

carpentry and joinery, electrical, water studies and general building.

CONGLPG training and assessment is available for those wishing to undertake a conversion course, allowing them to work on permanent dwellings and residential park homes. Operatives employed to design, specify, install or maintain central heating systems, including all associated components and controls, can attend the college's Energy Efficiency for Domestic Heating Course.

The college also offers domestic gas safety courses aimed at those already working in the field requiring an update or addition to their existing qualifications. Operatives wishing for either



the initial CCN1 Assessment or the Updating ACS Certification (Reassessment), can train and assess with appliances also available, including CEN1-Central Heating Boilers, HTR1-Fires, CKR1-Cookers, WAT1-Instantaneous Water Heaters, DAH1-Ducted Air Heaters and MET1-Meters.

Cardonald College is hoping to expand its lpg training by offering courses

on boats and leisure accommodation vehicles.

The completion of its skills centre is just one element of the ongoing campus development project at the college, which is scheduled for completion in autumn 2007. The tower block building adjacent to the skills centre is presently undergoing a £15 million refurbishment.

In the area of plumbing and gas, the college has four dedicated workshops, a gas safety assessment centre and a selection of computer labs and training rooms. During 2007, the college will be establishing capacity to deliver training in the installation of renewable energy technologies, such as solar panels and heat pumps. Contact Cardonald College on 0141 272 3372  
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# Reducing Carbon and Costs



Radisson SAS Farnham Estate Hotel near Cavan town.

In the heart of southern Ireland where there is no natural gas, a combined heat and power (CHP) installation is running on lpg and producing energy savings for an elegant 158-bedroom hotel and health spa. An ENER-G heat and electricity system was installed six months ago at Radisson SAS Farnham Estate Hotel near Cavan town.

## SAVINGS

ENER-G's long-standing agent in southern Ireland, Temptech, says the lpg system is giving the 16th century luxury hotel 'significant savings' in its energy bills, as well as reducing carbon emissions.

The Farnham Estate Hotel is set in 1,300 acres of parkland and woodland in County Cavan, a popular tourist area of southern Ireland. In the absence of natural gas, a common issue in Ireland generally, lpg was the alternative source of fuel for the system, which provides hot water and reduces the amount of electricity being drawn from the Electricity Supply Board's grid.

John Ryan, Temptech's

service engineer, said the lpg system raises the temperature of the water returning to the boiler and therefore reduces the amount of work demanded of the boiler. The CHP system's second function is to produce electricity, and this has already resulted in energy savings during the ESB's heavy winter loading.

"Bills have been considerably reduced because the hotel has been able to take advantage of ESB special offers during the four month period when demand for electricity is at its highest," said John.

## FURTHER INSTALLATIONS

The success of the lpg system in Cavan is expected to result in further installations in other parts of Ireland.

"I do see lpg being more widely used as more and more CHP systems are installed across the country," said John. "There are still a lot of places without natural gas and lpg is the cost-saving alternative for these areas.

"We are also commissioning an lpg combined heat and power system for a factory in Monaghan, again an area where natural gas is absent, and we expect the number of lpg installations to continue to increase."

It has been a similar story in remote areas of mainland UK where an absence of mains natural gas meant that CHP systems were

not a viable choice. Thanks to advances in system technology and a large helping of forethought, most CHP systems are now capable of running on lpg, which in turn has led to an increased use of this alternative fuel source.

Interest in and demand for combined heat and power systems has soared during the last few years as global warming and energy efficiency have risen up the political and social agenda. CHP is now a proven and trusted technology and is increasingly being taken up by many public and private sector organisations, including local authorities, hospitals and schools.

The number of CHP enquiries ENER-G receives has doubled in just 12 months. The CHP 'cause' has been helped by the government's enthusiasm for it, and its stated view that CHP should be part of organisations' 'green energy agenda'.

A spokesman for ENER-G said: "CHP has quickly become a mature technology and the savings it can deliver have been proven time after time and in all kinds of applications. Lpg provides a valuable option for organisations that would otherwise be denied the benefits combined heat and power systems undoubtedly produce."

**Contact ENER-G on  
0161 745 7450  
www.energ.co.uk**

## Reznor Heating Up at Marymount School

**Heating the sports hall to comfort temperatures for sporting activity, examinations or large social functions is easy since a Reznor heating system was installed at Marymount International School. Quick to reach constant temperatures, quiet and economic, the system matched all the school's requirements.**

**Marymount International School in Kingston upon Thames, Surrey, is a girls' private boarding school offering an extensive international curriculum for 11-18 year olds. Established in 1955, it aims to meet the educational needs of families in the international business and diplomatic community. Some 50 different nationalities are represented at the school.**

**Sports are high on the daily curriculum. Activities offered range from softball and squash to horse riding and boating. Many of the sports take place in the school's own sports hall, which was built in the 1970s.**

**The hall was originally heated by a ducted air**

Continued on page 17

### FIRES



#### NEW LPG-COMPLIANT GAS FIRES AND WALL HEATERS FROM DRU

DRU, the Dutch manufacturer of gas fires and wall heaters, has adapted many of its existing models to run on either natural gas or LPG. This year's Hearth & Home exhibition sees the launch of a new LPG brochure featuring more than 20 LPG-compliant products.

Hearth & Home, Harrogate,  
June 10 - 12, 2007, stand no. C6  
www.hearthandhome.co.uk

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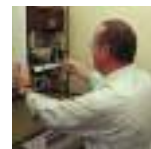
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The sports hall at Marymount International School.

system that, over the years, had become increasingly ineffective for purpose. The school approached Reznor UK Ltd, seeking a system that was effective and economical, but also quiet enough to allow students to take examinations.

Reznor, working with R A Green, a mechanical and electrical contractor based in Crowborough, supplied an lpg-fired RPVE unit heater linked to a pvc Air Mixing™ duct within the building. The RPVE was mounted externally on a specially designed steel frame at mezzanine level on the end elevation.

The lpg is supplied from an

underground gas vessel excavated close to the building and landscaped to disguise its appearance. The gas is piped up to the heater and warm air is then ducted up to high level and into the building.

The single-leg Air Mixing duct runs the length of the interior – approximately 30m. Warm air is forced out of tiny perforations all along the duct, producing an immediate mix with room air and eliminating temperature stratification. The Reznor heater is equipped with motorised dampers to allow full fresh air intake when ventilation is required, or up to 90 per cent re-circulated air when economy is a priority.

David Schuchter, head of sport at the school, commented: "The heaters work very well. It's easy to teach while the system is switched on."

Contact Reznor UK Ltd on 01303 259141 [www.reznor.co.uk](http://www.reznor.co.uk)

## DRU Launching Lpg Catalogue



Dru Trio.

Due to popular demand, DRU has adapted many of its existing balanced flue and conventional flue gas fires and wall heaters to run on either lpg or natural gas. This year sees the launch of a new lpg brochure featuring more than 20 lpg-compliant products.

DRU continues to develop its stove range and will soon launch the Trio, a new contemporary balanced flue gas stove.

DRU is best known for its

balanced flue models, having developed the original balanced flue system in the 1930s. This year will see the UK launch of new models, such as the Metro 70, designed to fit a standard UK chimneybreast, the 1.3 metre-wide Metro 130 and the room corner-located Saxo Slimline.

Contact DRU on 0161 793 8700 [www.drufire.co.uk](http://www.drufire.co.uk)

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# Adapting to Demand

**By Nikki Key, operations manager, Autogas 2000 Ltd**

I considered it quite a challenge when Faye Spiers suggested I write a company profile on Autogas 2000 for this edition of LP Gas. Having been involved with the company for over nine years, I thought surely most people involved with autogas over the past 25 years will have heard of the company, good, bad or indifferent, and what can I tell that hasn't already been told?

Then it dawned on me – the evolution of the industry that I have personally witnessed over my time has been dramatic and, in order to ensure that we keep abreast of things, like all companies, Autogas 2000 has had to be astute, flexible and receptive to adaptation. This can be demanding on a company proud of its credentials as the

longest established autogas vehicle conversion and supply company in the UK, supported by original core staff and directors.

From 1998 to 2002, the autogas industry experienced record growth following the first industry campaign that focused around the Autogas 2000 conversion of the Queen's Rolls Royce. For the first time, the industry enjoyed a true collaboration with lpg retailers and additional interest of some of the UK's leading vehicle manufacturers.

With the enticement of government grants towards some conversions, autogas proved its credibility in the mainstream, and has gone on to be recognised as the third viable road transport fuel, with in excess of 1,300 public refuelling sites.

Those heady days seem long and distant, and there is a



Chris Wise, managing director, Autogas 2000 Ltd.

prevailing sense of calm and reflection. Autogas 2000, never complacent, has adjusted to the demands of the industry. Following the retirement of the company founder, Gordon Wise, in 2004, his son, Chris, along with his partner and company secretary, Tracey Taylor-West, have ensured a secure platform, enabling the team to provide the very best service possible to our customers.

Following the withdrawal of lpg

options on new vehicle models, the potential demand for quality post-production conversions is enormous and, with an established national network of service support, we continue to keep our autogas customers onboard. With efficient and flexible working practices, Autogas 2000 offers bespoke solutions to a diverse portfolio of customers, from individuals to fleets, amid a heightened demand for lower carbon fuel options around the globe.

Where do we go from here? By anticipating the needs for diversity and much talked about security of supply for road fuels, Autogas 2000 continues to pursue the most viable alternative fuel systems and looks forward to providing more details on an exciting new development in this sector in a later edition.

**Contact Autogas 2000 Ltd on 01845 523213 [www.autogas.co.uk](http://www.autogas.co.uk)**

# Time Saving Combo

Auto Tanks Ltd, a leading company in the design and supply of specialist petrol tanks for use in conjunction with lpg conversions, has moved to new, larger premises in Coalville, Leicestershire. The company says it normally keeps over 100 tanks in stock ready for immediate, same day despatch, and it hopes that the larger premises, together with an increase in staff, will enable it to further expand its range of products.

David Lucas, who has a background in engineering design, formed Auto Tanks Ltd in January 2001. In 2000, he found that his sheet metalwork company was increasingly being asked to design and manufacture auxiliary petrol tanks for use by installers when converting vehicles to run on lpg. He decided to start a new company in order to specialise in the design and marketing of these tanks.

In 2001, after many enquiries from installers for a unit that



Jeep Cherokee Combo.

was easier and quicker to fit, David started work on the designs of the Combo tanks. The units are mainly used on 4x4 vehicles, where the owner does not wish to compromise the load carrying space or seating capacity of the vehicle.

The Combo tanks are specially designed for each make and model of vehicle, and consist of a replacement petrol tank with an integral cradle and straps to take a cylindrical lpg tank. The whole unit is designed to fit under the vehicle using existing mounting points wherever possible, and usually does not require any drilling of the floor

or chassis, or the removal of interior trim, carpets, etc.

"This is time saving and makes the unit a lot easier and quicker to fit," said David. "Naturally, all of our units comply fully with the recommendations of the LPGA's Code of Practice 11."

The Combos' complex designs took many months to perfect until their final launch in late 2001. Since that date, more Combo units, as well as stand-alone tanks, cradles and lpg tank mountings, have been added to Auto Tank's range of products.

Following the increasing growth of the business and an escalating number of bulk export orders from its overseas agents, the first of which was appointed in 2005, the company moved to the new premises in Coalville in May. David is to remain as managing director after the move, and is usually available to talk to customers and help with queries, but most of the

day-to-day running will be in the hands of operations director, Colin Stephens.

"Colin has been with Auto Tanks for two and a half years and will continue to deliver the same high level of service to which customers have become accustomed, as well as dealing with the increasing volume of enquiries via our website," said David.

David will continue to design new units, which increasingly involves overseas visits to Auto Tanks' agents in Belgium, France, Germany, Luxembourg, the Netherlands, Switzerland and Scandinavia.

"Customer service is a commodity that is sometimes sadly lacking in modern day business ethics, and we always aim to put this at the top of our list," said David. "We also realise that installers put their good name to any component that they fit to their customers' vehicles, so high quality and complete integrity of the products that we offer is also crucially important."

Contact Auto Tanks Ltd on 01530 830055 [www.autotanks.com](http://www.autotanks.com)

# Keeping it in the Family



Naseem (left) and Saleem Khan.

**By Naseem Khan, director, AutoLPG**

AutoLPG has been distributing and installing lpg conversion equipment since the company was formed by my brothers, Saleem and Amir Khan, and myself in July 2006.

Initially, our decision to start an lpg conversion company was spurred by the constant increase in duty on petrol and diesel, as well as my hobby interests in working on engines since the age of 11.

**CHEAPER SOLUTION**

In 1985, all the vehicles in our household that were running on petrol were changed to diesel vehicles in an effort to keep fuel costs down and, in 2004, we realised that it was time to look for a cheaper and more environmentally friendly solution.

We had searched for over a year to find the best mutually beneficial manufacturing partner for the supply of lpg equipment, as we felt lpg was the only viable

and realistic solution for us. We chose Aldesa for its innovative use of the onboard diagnostic system (OBD) over its competitors, who simply tried to fool the system into thinking it was still running on petrol.

The lpg kit that we supply and use is called Real Sequential Injection (rsi+). It has many benefits over competitors' kits that make our installations easier, namely:

- A very easy to understand software interface.
- The ability to test both petrol and lpg injectors separately.
- An anti-theft system (unique in the world).
- Self-learning and the ability to work alongside the existing OBD system.
- Individual lpg injectors, which enable us to get closer to the petrol injector locations, that have the ability to follow the petrol injector timings all the way up through the highest rev ranges.
- Only four wires need be connected to the car's system.

- The smallest ever changeover switches on the market.
- Changeover switches that can also double as a diagnostic tool.
- The ability for customers to take the system with them to the next vehicle with very little change.
- No noticeable loss of power can be seen when running with the rsi+.

Aldesa has been operating since 1978 and was founded by Lutfi Colakoglu, an inventor who originally used bottled gas to experiment on early petrol engines, as petrol was very scarce at the time. Even now, he is an active member of the development team at Aldesa, and can often be seen researching and developing in his laboratory surrounded by components in various stages of development.

In 2003, Aldesa realised that the market was changing, and more advanced management of the lpg fuel delivery system was needed. Gascontrol, run by

Carlo Carlini from Italy, had been working on the technical aspects of the control system since 2001, and the company was at the stage when it needed a partner with a conversion system. Gascontrol and Aldesa formed a mutually beneficial partnership, with Gascontrol supplying the ECU and injectors.

The rsi+ kit is distributed from Aldesa's base in Istanbul, Turkey, to over 28 countries in Africa, Asia, Australasia, Europe and South America.

**INSTALLER NETWORK**

Within the last year, AutoLPG has started to develop a network of installers in the UK. In order to support the new installers, we offer a comprehensive training programme, together with an online support centre, to aid in the correct installation of our systems.

**For more information on becoming an Aldesa installer, please contact AutoLPG on 01274 733555 [www.autolpg.co.uk](http://www.autolpg.co.uk)**



Aldesa's rsi+ kit.

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# WIDENING THE GOALPOSTS

**By Nick Farrow, managing director, FES Autogas Ltd**

Many installers will recognise the name of FES Autogas, but did you know that it is a family business that dates back to 1972, and is still in the same family today? The company used to be a 'supermarket', selling many brands of front-end autogas equipment, but it was decided to consolidate our technical and sales knowledge back in 2002 by concentrating on OMVL, as we realised vehicle technology was moving fast.

To keep up with the high demand from autogas installers, we realised we needed to concentrate on one brand rather than many. This also allows our installers continuity on the products they install, allowing them to become very proficient, which is not such a bad thing for the industry.

At the same time as FES came on board with OMVL, OMVL decided to have its own trained technical sales employee in the UK. Richard Cowen is still in this unique role today, and offers excellent free onsite backup and product technical sales support. He is a great link to the factory in Italy, which has proven priceless to FES and our installers over the last five years.

## HEAVILY COMMITTED

It was also recognised early on that FES was heavily committed to OMVL, so we were made the sole outlet for OMVL's gas injection systems. FES and OMVL further expanded this relationship by creating a UK partnership in the development of future gas systems and parts for UK autogas fuels and vehicles, which are significantly different to European fuel and vehicles.

FES and visiting OMVL engineers tested the first collaboration in the UK over two years. It was launched in February 2006 as the PIRO injection system, which has many features, including self learning, two ECU types in one, and full EOBD P code diagnostics codes. The PIRO is produced wholly by OMVL, using its own ECU, firmware, software and parts, all designed in-house by OMVL engineers.



Product development between FES and OMVL is still in place today, as both companies recognise the need to progress. Recent product launches include the PIRO EASY Gas injection system, which is child's play to install and set up, with hardly any vehicle connections.

Programming is even simpler, as the system finds and adjusts all its own settings, needing very little input from the installer to get it running correctly.

We then have the fantastic 'linear flow' 2007 Evolution gas injectors, and the OMVL GDI gas injection system for FSI and direct petrol injection (petrol injection into the cylinder head) vehicles, all available now.

Due out imminently is the OEM specification Evolution injection vaporiser, which is the most stable injection vaporiser on the world market to date. The pressure drop over full driving conditions is negligible, even when using one vaporiser on 400 bhp applications.

So, we know of the product development and new launches, but what about FES Autogas as a company and the future?

Well, FES Autogas has slightly

moved its goal posts over the last 15 months, or I should say, made them wider. We have introduced our own fleet of FES branded delivery vehicles, and also have the Flashlube UK importership of fuel system conditioners for petrol and diesel engines, which help reduce emissions and maintain the fuel system.

The conditioners are a direct, cost effective replacement for Forte, Wynn's and Lucas type products. We also have the time proven and well known Flashlube valve saver systems, all available to distributors and garages.

## STOCK HOLDING

FES has also recently taken over an autogas tank and accessories company called autogastanks.co.uk, a major supplier of Stako and GZWM tanks and high quality autogas accessories, which means FES Autogas is now possibly the largest supplier of autogas parts and tanks in the UK, with a stock holding second to none. We even have an in-house sign making facility for installer company stickers, vehicle stickers, etc, all free of charge!

The takeover of

autogastanks.co.uk was a very simple decision to make. We have always been very happy and flexible in supplying tanks and parts to installers and distributors of other brands of autogas equipment, whether it was to help them on a one off item or for regular purchases, and this means we have always held, and been expanding, our good selection and quantity of autogas tanks and parts.

Our sales policy has always been that the installer never be put under pressure to buy our OMVL brand front-end systems, as they were obviously very happy with what they were installing, and this has greatly helped our relationship with many of the installers in the UK over the years. So we recognised last year that we needed to expand our tank and parts range even further, and make sure that UK installers had an autogas tank and parts company they could deal with easily, rather than worrying about the politics of what equipment they were fitting.

I now feel we have achieved this, and our parts and tank sales are increasing dramatically due to the takeover of autogastanks.co.uk, and the lower prices and huge buying power that has given us.

So if you're an autogas distributor or installer and use Stako, GZWM, Ceodeux, Parker hose, etc, and need a backup to your current supplier, then give us a call for the right competitive prices and availability.

**Contact FES Autogas Ltd on 08452 301819  
www.fesautogas.co.uk**

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**National Autogas is the exclusive distributor for Landi autogas systems in the UK. With over 60 years in the business, Landi is a world market leader.**

National Autogas was founded in 2001 following several years of interest in the alternative fuels industry. Managing Director, Andrew Sanders, has gained the reputation of being one the UK's leading experts on autogas conversions.

The company provides excellent training, either on site or at suitable venues across the UK, and offers unrivalled ongoing technical support. National Autogas recognises that, to be successful, its installers must be of the highest calibre, providing the best service and the best equipment. It goes the extra mile to make this possible for all National Autogas installers.

**Email: [info@nationalautogas.co.uk](mailto:info@nationalautogas.co.uk)  
Tel: 01432 342132**



# COMMITTING TO QUALITY

By Will Putter, commercial director, Alternatch Fuel Systems Ltd

Safety, quality and the environment – this is the mantra of the team at Alternatch Fuel Systems, and it is converting a whole new group of consumers to this undervalued alternative fuel for transportation. As the sole UK distributor of the award winning Prins VSI lpg system, Alternatch and its partners provide the highest level of service and quality available to individual, corporate and fleet consumers.



Will Putter

Unparalleled relationships with OEM manufacturers for the best selling commercial and consumer vehicles in the world, combined with a true interest in the environment through reduced emissions, sets Alternatch far ahead of other groups, and consumer numbers agree.

The Prins VSI system is a unique development in the alternative fuel field. VSI is fully sequential; one single ECU is required for 4, 6, 8 and 10 cylinder engines. Vehicles with small and large engine capacities, from 700cc to 6 litres, require the same pressure reducer.

The Prins VSI system does not have to build engine maps like its competitors because the system is a 'slave type', ensuring no engine management problems occur when running on lpg. System set up is less than two minutes in most cases, and ensures trouble free driving and no perceptible difference in performance compared to petrol.

## EMISSIONS

During the last four years, Alternatch has been consistently driven to cut emissions on converted vehicles, due in part to the clean fuel requirements of the London congestion charge, with development of new vehicles to meet congestion charge requirements as a high priority for Alternatch. This has only been possible due to the excellent quality of emissions produced by the Prins VSI system and the expert knowledge of Alternatch's technical department.



At present, Alternatch has 30 vehicles on the PowerShift register, more than any other company in the UK, proving Alternatch's commitment to reducing emissions. The vehicles range from Smart cars and 4x4s to large commercial trucks, depending on SMMT analysis, consumer market surveys and guidance from OEM manufacturers.

On the performance front, Alternatch supported John George to run his Honda Civic Type-R on lpg in the 2004 BTCC, and again in 2005 on his Peugeot 307, with great success, proving the Prins VSI system as a performance system!

In recreational boating, Mastercraft UK has also chosen Alternatch to provide the Prins VSI system to be fitted to all new boats that have been ordered on lpg by its customers. It has tried other systems and found the Prins VSI system outperforms the competition on performance and reliability.

In the north of England, the conversions are undertaken by Northern Autogas, which has been key in developing the Prins

VSI system for marine applications, as has Ski Boat Zone, which is the southern agent for Mastercraft. Ski Boat Zone is now converting boats in-house on order for its customers – another example of the wide range of Alternatch's technical ability, the scope of the Prins VSI system, and the high quality of installation by Alternatch installers.

## CLEAR RETURNS

Environmentally, lpg has taken a back seat to sexy, more costly methods of green motoring, except in cases, such as Smart LPG, where the environmental returns are clear. Alternatch has made it a priority during the next three years to further strengthen its social and environmental credentials, and will help its corporate and private customers save 20 per cent of CO<sub>2</sub> emissions, and contribute responsibly to the environment.

Alternatch's relationship with carbon reduction funds and environmental organisations in the UK and abroad will ensure customers will always have the opportunity to be as

environmentally responsible as possible. Further information on Alternatch's green credentials and plans will be released later this year, and are available from the team for new and existing customers.

One of Alternatch's partners, C-Free LPG, was recently featured on CNN's World Business Today, showcasing 'the best environmental car in the UK', the Smart LPG, in conjunction with coverage of the Geneva Motor Show. Airing in more than 40 countries and with more than 5 million viewers Europe-wide, the response to the Smart LPG as a sensible and stylish alternative fuel vehicle has generated huge interest, and sales of this congestion charge free Mercedes-built car have exceeded expectations.

Without a doubt, Alternatch's safety record is nothing short of extraordinary, due to diligent and meticulous kit construction, rigorous testing during manufacturing and testing and its network of skilled installers across the country.

As the Prins VSI system continues to lead in the UK and Europe for safety and quality, and as the need for functional methods of environmentally friendly transport filter down from the executive boardroom or government to fleet managers and individuals, Alternatch will continue to provide the safest, highest quality and most reliable lpg conversion equipment in the UK market.

**Contact Alternatch Fuel Systems Ltd on 02380 222500 [www.prinslpgnetwork.com](http://www.prinslpgnetwork.com)**

# PROVIDING THE SOLUTION

by **Clive Smith, area sales manager, TeleflexGFI**

Gasoline and diesel have been the dominant fuel sources for the transportation and off road equipment industries for a century. Today, approximately 80 per cent of worldwide oil extraction is used for such applications.

As concerns over global warming and energy security have gained importance at all levels of government, environmentally friendly alternative fuels, such as lpg and cng, have gained prominence in the marketplace.

To the end customer, considerable increases in traditional fuel prices have made lpg and cng an attractive economical solution. The cost of alternative fuels varies by country, depending upon national policy, access to fuel resources and availability of nationwide fuel distribution networks. However, consumers with access to all fuel types typically pay considerably less for lpg or cng compared to gasoline or diesel.

## PROVEN EXPERIENCE

TeleflexGFI, as a business unit of Teleflex Power Systems, is a leading supplier to the alternative fuels industry with more than 30 years of proven experience, offering a comprehensive range of alternative fuel components, system level certified kits and best in class services.

TeleflexGFI provides original equipment manufacturers (OEMs), country distributors and aftermarket installers with a rich portfolio of solutions, from concept to vehicle integration and assembly. From our primary locations in Kitchener, Ontario and Gorinchem, The Netherlands, TeleflexGFI focuses on global automotive, passenger car, bus, heavy duty and



Clive Smith, area sales manager, TeleflexGFI.

industrial applications.

TeleflexGFI's products meet or exceed the most rigid customer and quality specifications, providing excellent performance and superior emissions control. As a full service system supplier, we provide:

- World class product research
- Component and system development
- In-house manufacturing to the highest quality standards
- Complete vehicle integration and assembly
- Product and emissions certifications
- UL, EU-R110, R67-01, R115, NGV 3.1, etc
- Marketing support
- Extensive global distribution network
- After sales customer and technical service.

TeleflexGFI has extensive in-house expertise developing, installing and calibrating complete fuel management systems. Our ability to move from design concept to full-scale production for OEM and aftermarket systems makes TeleflexGFI an ideal development partner for

alternative fuel programs.

We have worked extensively with automotive OEMs, such as Ford, GM, Volvo and Volkswagen, to develop fuel management systems that are totally integrated with the base engine. Now, we have taken that engineering experience to develop systems in the off road industrial market.

Each year in the automotive industry, new vehicle models are released with changes to the engine, chassis and/or interior of the vehicle. To ensure total customer satisfaction, TeleflexGFI works with our customers to update the bi-fuel system or component configuration to accommodate these changes. As a result, we offer systems that work with the newest automotive technology.

In addition, our complete range of vehicle/engine test cells and dynamometers allow us to run and test what we design and build. We are one of the few companies whose emission

testing results are acceptable to agencies, such as EPA and CARB.

## ENVIABLE POSITION

Under the brand names Koltec-Necam and AG Autogas, TeleflexGFI products have held an enviable position in the UK market for many years, distributed and installed by leading authorities in the UK autogas sector, namely Nicholson McLaren, Millbrook and Power torque.

Today, TeleflexGFI is introducing its new Type 3-SGI systems and will shortly release its new GFI Injector to further advance drive and vehicle performance. As TeleflexGFI develops its distribution offerings, so too does it extend its technical services to its partners and users, serving to further boost our position as the system of choice for your vehicle.

**Contact TeleflexGFI Europe on 07768 083182**  
**www.teleflexgfi.nl**



# Parking Free for Lpg Cars

Free parking is being offered to thousands of motorists in central London who drive green cars, says Westminster City Council. Westminster residents who own or switch to eco-friendly cars will be exempt from residents' parking charges, saving up to £110 per year.

The exemption covers lpg vehicles, as well as hybrids and hydrogen fuel cell cars. The new scheme, believed to be one of the first of its kind in the UK, came into force in April.

The council hopes the move

will help cut pollution levels in Westminster, which are some of the highest in the UK because of the volume of traffic travelling through the city every day.

Councillor Danny Chalkley, Cabinet Member for Economic Development and Transport, said: "Our location in central London unfortunately means we have very poor air quality. However, we are not sitting back and refusing to do our bit. Instead, we are putting forward positive measures to encourage people to use greener forms of transport.

"Eco-friendly cars are ideally suited to city driving and we hope to see more and more people using them to travel around Westminster. It's everybody's responsibility to do what they can to limit their impact on the environment. We believe these new measures will help reduce carbon emissions and make a real difference."

The council prides itself on leading the way in encouraging environmentally friendly travel. Last month, Westminster's Go Green Board agreed a raft of initiatives to

help tackle global warming.

The chairman of the Go Green Board, Councillor Alan Bradley, said: "Extending free parking to our residents will give people a financial incentive to choose a car which is less harmful to the environment and help reduce pollution. This is just one of a series of measures we are pioneering to help people protect the environment."

Richmond and Hart District Councils are also offering exemptions or reductions in parking charges for lpg vehicles.

## 1,000th Berlingo Converted



Maulyte Ltd director, John Creamer (right), takes delivery from Citroën City's Chris Jones of the 1,000th Citroën Berlingo 600 LX 1.4i van to be converted to lpg by Nicholson McLaren Engines.

The 1,000th Citroën Berlingo 600 LX 1.4i van has been converted to lpg by Nicholson McLaren Engines Ltd (NME). The Berlingo meets PowerShift Band 4 and so is exempt from the congestion charge.

The vehicle is one of five bought by Woolwich based building contractor, Maulyte Ltd.

Maulyte director, John Creamer, said: "We chose Berlingo dual fuel vans for their combination of high levels of standard equipment, competitive price and London congestion

charge exemption, which will provide major cost savings during their three year life with the company."

Fitted to the Euro IV 1.4i 75hp powered Berlingo 600 LX van, the conversion includes either a 43-litre tank mounted in place of the spare wheel, or a 100-litre tank fitted in the load area. NME's conversion includes a sequential common rail gas injection system that has been specifically developed for Berlingo Euro IV 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 so that there is no risk of backfire.

The conversion also features a master/slave synchronisation strategy of the fuel system's ECU and the engine's electronic

management system, allowing the dual fuel system to directly mimic the engine's main ECU fuelling requirements.

Contact Nicholson McLaren Engines Ltd on 0118 973 8004 [www.nicholsonmclaren.com](http://www.nicholsonmclaren.com)

## BP Investing in Autogas

BP Retail has announced that it is investing £250,000 to fit new, simpler nozzles in many of its existing autogas outlets in the UK. The lightweight nozzles are intended to give UK lpg

consumers an improved refuelling experience with BP.

Contact BP LPG UK on 08453 000038 [www.bplpg.co.uk](http://www.bplpg.co.uk)

# Launching the Next Generation



L G Equipment is launching a new GasGuard nozzle.

L G Equipment PTY Ltd of Australia has announced it will soon be launching a new generation of its GasGuard refuelling nozzles, available from Tankgas Equipment Ltd. L G Equipment, whose

LG30SL bayonet nozzles have been widely used throughout the UK autogas refuelling network, says it wanted to move the nozzles forward in terms of a better aesthetic appearance and improved ergonomic. The main

improvement to the nozzle is the new latch arrangement, which is built into the handle for a one handed operation.

The handle is pulled back and the first finger engages the latch. To disengage, the lever is squeezed back and the latch releases automatically. The lever requires less force to operate and a shorter lever movement makes a more comfortable handling operation, helped by a reduction in overall weight.

The new design is completely interchangeable on dispensers with the LG30SL and features a fully ratcheted connector nut that allows full engagement from any angle that the nozzle is presented to the vehicle. This

gives an improved connection to vehicles with filler points fitted low to the ground and those with vertical, rather than horizontal, mounted filler valves.

The patented split nose assembly helps maintain performance even under severe wear, and the new wiper/lip seal improves sealing performance under high moment loading.

The GG30SL is currently undergoing field trials at selected sites within the UK, and dependent upon these, should replace the current design towards the end of 2007.

**Contact Tankgas Equipment Ltd on 0121 506 2760 [www.tankgas.co.uk](http://www.tankgas.co.uk)**

# Pole Position for Northern Energy

**The Northern Energy Autogas-sponsored Ipg Renault Clio recently came third in the Bloodhound Rally at Swinderby Airfield near Lincoln, giving them first position in the ANCC Kent Cams Championship.**

Twelve months ago, the team took part in the same event and managed to retire after only 300 metres into the first stage with a broken engine. This year, they were hoping for a bit more luck

and a better finish.

The rally consists of six stages totalling 65 miles around the large airfield. The crew had a poor run on stage one as they spun several times on tight corners due to the front tyres wearing badly on the hard roads.

Hard tarmac tyres were fitted and the Northern Energy Autogas Ipg Renault Clio finished the second stage with the second fastest overall time, one minute



The Northern Energy Autogas-sponsored Ipg Renault Clio is top of the ANCC Kent Cams Championship.

faster than the first stage.

On stage three, the team set the fastest stage class time and, by the halfway point, were fifth overall and

leading their class. During stage four, the Clio lost roughly 20 seconds to its class rival and another set of tyres was fitted to the car. On the final two stages they set fastest class times.

The team, also sponsored by Greenerwheels.com, picked up a trophy for third overall and took away maximum points for the championship, pushing them up to first position in the championship.

# Gleaner Committed to Improvement

Gleaner Oil & Gas Ltd takes pride in being a prominent company developing the autogas market in Scotland. In the Highlands, where conventional fuel prices are higher than the urban city, Gleaner is offering a cheaper alternative to petrol and diesel.

Gleaner supplies to a network of over 30 autogas sites spread throughout Scotland, ranging from remote sites in the Western Isles and Orkney to outlets in Fife, Argyll and Bute. More than 90 per cent of Gleaner's own vehicle

fleet runs on autogas, and it has recently added six Saabs, five Vauxhall Combo Vans and 10 Vauxhall Astras running on Ipg.

Gleaner, which asserts it operates in one of the most attractive natural environments in Europe, says it is committed to ongoing environmental improvements and is proud to have been accredited to the Environmental Standard BS EN ISO 14001 since 1995.

"The promotion of autogas is part of our support for continuous environmental



Gleaner engineers receiving new Vauxhall Combo Vans – (L-R) Charlie Lowdon, senior manager boiler maintenance, David Wynne, Ivor Lawson, Jason Nicolson, Stuart Smart and Bryan Wynne.

improvement, and we see our responsibility, not just for the present, but also to undertake improvements for the benefit of others in years to come," said

Andrew Laing, marketing manager at Gleaner.

**Contact Gleaner Oil & Gas Ltd on 0800 533534 [www.gleaner.co.uk](http://www.gleaner.co.uk)**

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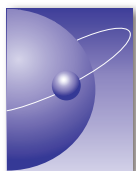
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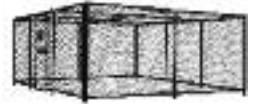
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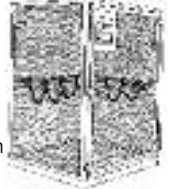
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For which supplier?

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**Distributor of lpg**

For which supplier?

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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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