

OCTOBER/NOVEMBER 2008



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## THE VOICE OF THE INDUSTRY OPEN SEASON



**Faye Spiers**  
Editor

As expected, Capita has been awarded a 10 year contract to run the gas installer registration scheme for the Health & Safety Executive (HSE). Capita's experience in outsourcing should stand it in good stead when it comes to investigating rogue installers and meeting its targets for reducing the amount of unsafe gas work found during inspections.

It has managed BBC's TV Licence scheme since 2002, collecting payments and identifying evaders, and it intends to use that experience in its pursuit of unregistered installers.

"We have a lot of experience in gaining prosecutions," said Andy Stoll, who designed the registration scheme for Capita. "Last year, we successfully prosecuted 130,000 people who consistently refused to pay their TV licences."

Capita is developing enforcement protocols with HSE that include working with the Inland Revenue and Trading Standards in a method that covers a number of laws and regulations.

"We have analysed cases and the most successful tend to use a multi-agency approach. That way the fines mount up," said Andy.

It will carry out a full enforcement review after April 2009. Considering Capita's success at finding and prosecuting evaders, it is sure to become open season on rogue installers as it sets about meeting its goals of reducing unsafe gas work.

We have started work on the LP Gas Directory 2009, so make sure you check that your company details are correct for print. You can do this by logging in to the LP Gas Directory website at [www.lpgasdirectory.com/login.asp](http://www.lpgasdirectory.com/login.asp) and entering your email and password.

We have brought the advertisement sales for the Directory in-house this year, so I am sure that you will be hearing from Tracey Loats in the near future.

### LP GAS

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### FRONT COVER PICTURE PERFECTING ITS ART

See page 11



## Capita Signs 10 Year Contract with HSE

Capita has signed a ten-year contract with the Health and Safety Executive (HSE) to operate a new gas installer registration scheme in Great Britain from April 1 2009, with HSE retaining the option to terminate the contract after five years.

Around 250 CORGI employees are expected to TUPE transfer to Capita when the CORGI scheme, which has run for more than 17 years, ends on March 31. Capita will operate the scheme from Basingstoke and accept registrations and renewals for April 1 2009 from January 2009.

Geoffrey Podger, chief executive of the HSE, said: "I look forward to Capita bringing a fresh approach to gas safety. The new scheme should deliver added value for both consumers and gas installers through a reduction in fees and simplified registration procedures. Capita will be accountable for successful delivery through a challenging set of key performance indicators focused on delivering safe gas work and customer satisfaction with the scheme."

Key performance indicators include raising installer and customer satisfaction with the scheme to 90 per cent by the end of five years, and reducing the amount of unsafe gas work found during random inspections.

The HSE is developing a new gas safety brand that it will hold in trust for installers. A marketing tool kit, including a new logo for use on stationery and advertising, will be distributed to companies once the branding is approved. Merchandising, such as vehicles



Andy Stoll.

stickers, will be discounted.

Pete Eldridge, managing director of Capita's gas scheme, said: "Capita is delighted to have been chosen by HSE to run the new gas installer registration scheme. From April 2009, consumers and gas installers will have access to a responsive and efficient gas safety scheme.

"We're looking forward to working in close collaboration with other industry bodies to raise standards and to continue to improve gas safety. We are committed to delivering an effective service that minimises the cost and administrative burden on installers and actively promotes the value of using registered gas installers."

Capita intends to reduce the basic fee and other costs to installers by spreading registrations to the scheme, and the resultant administration costs, throughout the year, rather than renewing registrations only in April. Currently, installers have to pay an entire year's fees if they register later in the year. Capita is expected to announce its fee structure in January.

Capita also has plans to increase the demand for registered installers by raising

awareness among consumers of the need to use a registered installer when gas related work is carried out. It also hopes that this will help to combat "cowboy" installers, along with breaking down the barriers to registration by reducing costs and administration, and investigating unregistered installers so that HSE can prosecute.

Andy Stoll, the designer of Capita's scheme, said: "We want to give installers a pat on the back, not just a slap when they do something wrong. With this in mind, we will be concentrating inspections on those installers at the highest risk, and less on experienced installers with a proven track record. We will consider installers innocent until proven guilty after complaints and focus more on completed work and less on processes."

Capita will carry out a full enforcement review in 2009, and a full review of the scheme's competency requirements, including ACS. Both will be implemented in 2010.

Registered installers will be able to keep their current registration numbers but Capita will issue new identity cards that include the gas appliances the installer is qualified to work on. It will also introduce a facility for consumers to check identities via mobile phone, and a website listing registered installers in the area.

CORGI will continue to represent installers in Northern Ireland, the Isle of Man and the Channel Islands.

**Contact the Health & Safety Executive on 08453 450055 [www.hse.gov.uk/gas](http://www.hse.gov.uk/gas)**



Sarathak Behuria, chairman, WLPGA.

## WLPGA Elects New Chairman

**Sarathak Behuria, chairman of Indian Oil Corporation, has been elected as president of the World LP Gas Association (WLPGA).**

**He said: "As president of this apex body representing the global lp gas industry, it will be my endeavour to strive assiduously to steer the WLPGA further on the progressive path."**

**He is also chairman of SCOPE, the Petroleum Federation of India and the Council of Indian Employers.**

**James Rockall, managing director of the WLPGA, said: "These are exciting times within the energy business globally and the World LP Gas Association's members are honoured to welcome Sarathak Behuria, an industry leader, as president. He will help us further focus on the positioning of lp gas and contribute to demonstrating the benefits of this clean and modern energy to senior decision makers across the globe."**

## New Hose Sheet Published

**A serious incident has prompted UKLPG to publish a new user information sheet – Use of clips to secure vapour phase lpg hose and tubing to BS3212 and EN1763. The incident was caused when vapour phase lpg hose/tubing was not secured with suitable clips, leading it to becoming detached from the end fittings**

**and resulting in a fire and serious injury.**

**Hose/tubing with an internal diameter of 8mm or greater and operated at up to 50 mbar may be secured using crimp clips, swaged fittings or worm drive clips. Hose/tubing with an internal diameter of less than 8mm and operated at over 50 mbar should not be**

**secured with worm drive clips.**

**Hose/tubing should be regularly inspected and replaced if showing signs of damage or deterioration. Hose/tubing fitted to cabinet heaters should be replaced after five years.**

Download the user information sheet at [www.uklpg.org/information-sheets.php](http://www.uklpg.org/information-sheets.php)



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For more information, please contact Richard Smith at Meter Provida Ltd. on 01246 269807 or 07879421312 or email on [rgsmith@meterprovida.com](mailto:rgsmith@meterprovida.com)



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**Doncaster Office:** Unit 3a, Plumtree Farm Industrial Estate, Harworth, Doncaster, South Yorks DN11 8EW Tel: 01302 711247

## Countrywide Reporting Record Profits

Countrywide has reported a record-breaking year for sales and profit in its annual report for the year to 31 May 2008. Countrywide's energy division recorded overall fuel volumes up by 21 per cent and lp gas volumes up 11 per cent

compared to last year, boosted by the half-year acquisition of the 50 per cent interest in its lp gas joint venture owned by ESSO.

The company showed growth in its retail, agricultural and energy businesses, increasing

its overall turnover by 18 per cent to £190m, with group operating profit increasing to £1.8m.

Contact Countrywide LP Gas Ltd on 01386 750456  
[www.countrywidefarmers.co.uk](http://www.countrywidefarmers.co.uk)

## Continental Appoints New Directors

Continental Product Engineering Ltd has announced three new staff appointments. Nick Hollyoak has been appointed as purchasing director, Luke Price as sales director, and Philip Napper has rejoined the company as business development manager.

Nick Hollyoak said: "I have high expectations for the future, and 2009 will see the launch of an inspiring range of products following the culmination of two years' hard work in the design, development and sourcing departments. Coupling this with the familiar brand of



L-R: Luke Price, Philip Napper and Nick Hollyoak.

products that characterises Continental's mark of quality and innovation, this promises to be a very exciting year ahead."

Luke Price has worked in Continental's natural gas division for ten years.

"I am looking forward to

working closely with our customers and ensuring that their levels of expectations are exceeded," he said.

Contact Continental Product Engineering Ltd on 01508 528060  
[www.continental-uk.com](http://www.continental-uk.com)

## New liW from January

ADR 2009 comes into force on January 1 and the new Instructions in Writing (liW) will be applicable for international journeys from that date, and for national journeys in Great Britain from July 1 2009.

The Department for Transport, Health & Safety Executive (HSE) and other enforcement agencies

have agreed to accept the new liW from January 1 as a matter of enforcement policy.

"It will be important that the new liW are provided in the correct format, including colour rendition of the symbols, and in a language that the driver and any other crew member understand," said Clive Dennis, HM inspector

of health & safety at HSE. "We anticipate that liW will be personal issue to drivers but how the process is managed will be for carriers. Their monitoring and audit procedures will need to take the new system into account."

Contact the Health & Safety Executive on 01604 738329  
[www.hse.gov.uk](http://www.hse.gov.uk)

## DCC Acquires HAT

HAT Ltd, the mechanical engineering and bulk distribution company based in Horncastle, Lincolnshire, has been acquired by Flogas UK Ltd's parent company DCC Energy Ltd and will operate as a division of Flogas. Tim Williams has been appointed as general manager and founder Len Taylor will remain

with the company.

"This acquisition is an important and significant progression for an already successful business," said Len. "We will add substantially to the installation service already existing within the Flogas engineering department, enabling the company to

undertake larger contractual work and thus increasingly larger units of bulk gas sales.

"The in-house expertise and sales promotion facilities available to HAT will enable us to substantially extend the Flogas business within the commercial sector."

Contact HAT Ltd on 01507 522280

## Obituary

Keith Larke, founder of Leisure Accessories Ltd, has sadly passed away following a period of illness.

"Keith was a champion for the original lpg independents back in the 1970s," said Pat Ardis of Cambrian Gas. "He saw the need for alternative supplies of lpg cylinders, tanks and associated equipment to support the emerging independent players.

His single-minded approach in successfully sourcing quality products at competitive prices enabled his independent customers to pursue the market without restriction.

"I clearly remember Keith wedging a 47kg Schneider cylinder into his brand new Porsche 911, and then proceeding to tour the UK demonstrating the quality of the new cylinders to all his customers. That's style!

"Anyone fortunate enough to witness his challenging presentation on behalf of the LPGITA against the proposed European Labelling and Packaging Regulations for Lpg Cylinders would recognise his knowledge and passion for the lpg industry was in the top flight.

"He will be missed," he said.

## Apology from Greenfuel

The Greenfuel Co Ltd has identified that one of its sales force had been sending out unauthorised email responses containing derogatory remarks about competitor systems.

A retraction and apology has been sent to the recipients of the emails and the equipment distributors involved.

Greenfuel would like to express its regret that this has happened and extend its apologies to any other companies or individuals in the industry that may have been affected by the errant emails.

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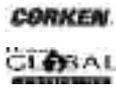
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# IMPROVING MANAGEABILITY IN THE PARK

By Richard Smith, lpg business development manager, Meter Provida

When I was invited to visit Seafield Caravan Park, I was truly surprised – it was one of the nicest parks I have visited. It was a “holiday” park where the customer is put first; a family run business with a priority for the comfort and safety of its most valuable possessions – its customers.



Pipework was installed whilst reducing disruption to holiday makers.

The park is under a continuous upgrading scheme that involves electrics, digital TV and, most importantly, gas. Simon Manners, the site manager, was very positive about the upgrade work, which is all improving the manageability of the site.

“Installing the gas main has been an interesting experience,” he said. “We decided to improve the image of the site by removing the gas cylinders. I contacted Pat Ardis of LPG Park Services, who was brilliant. A fount of knowledge, Pat talked me through the pros and cons of a piped gas system and we then formulated a plan to convert the site to a distribution system.”

## TADVANTAGES

The advantages are obvious for Simon – no ugly red bottles distracting from the beautiful views of the Northumberland coast. Added advantages are a less costly bottle replacement at all hours of the day.

“We are involving the caravan owners in our development programme by offering the option of staying on bottles or moving onto piped gas and having the advantage of a continuous supply,” said Simon.

Keeping it local is an important part of Simon’s philosophy. The people installing the PE pipe are local CORGI engineers.

“They know every inch of the



Knock in base plate.

site so it seemed like the best option,” said Simon.

Rather than digging the whole park up in one go to install the PE, this is being done continuously but extremely carefully. If you didn’t know it was being installed, you wouldn’t notice it.

## INNOVATION

Once again, LPG Park Services supplied all the planning, routing, materials and commissioning for the site, ensuring that the continuous installation continues. As most of the caravans are on gravel, LPG Park Services had to be innovative with the mounting of the meter boxes.

“We wanted to have the facility of a knock in post with the advantage of being able to remove the meter box for moving the caravan if required. After chatting with Richard Smith of Meter Provida over a

quiet drink at the UKLPG conference, a solution was found – to produce a knock in post with a base plate welded to the top. This also has the advantage of securing the PE transition fitting,” said Pat Ardis.

One of the features with Seafields is the lack of ‘clutter’. Caravans these days are expensive and their owners are proud of them. They personalise them with nice gardens and ornaments, so the last thing they want is a dirty great ugly box standing in pride of place in their garden.

## NON-OBTRUSIVE

“The meter box design had to be small so it isn’t obtrusive and doesn’t detract from the design of their gardens,” said Simon. “I particularly like the meter boxes Pat has supplied from Meter Provida that have a hinge on the door. When the wind blows, and it does blow in the winter, there



Seafields lacks ‘clutter’.

is a tendency for meter box lids to come lose and litter the park.”

## UPGRADING

The decision to upgrade the lpg system did not come easily. Simon’s philosophy is to own everything and, after much thought, he bought the bulk tanks that supply the park. As he now has his own CORGI engineers onsite, they are in a better position to manage the gas supply themselves, enabling him to choose the best gas prices for the site. Two tank farms ensure supply, with active/slam twin streams controlling the supply through old faithful HPR10 first stage regulators.

When asked the question: “So, is the underground distribution system the way to go?” Simon’s answer was a definite: “Yes!”

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



Bottles outside a caravan.

# Regulating Pressure in Metered Estates

Three stage pressure reduction systems, which are becoming more popular, use 75mb pipe distribution systems to provide lpg to third stage regulators, often housed in meter boxes. At the tank, 75mb is reduced in two stages.

Clesse Industries has produced a new regulator, SCR (single cut regulator), which it says reduces pressure from vessels directly to 75mb, eliminating the need for two-stage pressure reduction.

"The SCR enhances our range of commercial tank regulators, offering OEM manufacturers major development opportunities to exploit, reducing the size of high capacity, together with improving performance and reliability," said Kaz Dziemarski, director at Clesse (UK) Ltd.

"Pressure shunt" can occur between first and second stage



Clesse orifice.

regulators, particularly with capacities over 40kgh and when the regulators are close coupled. This is normally overcome with substantial pipe volume used as a buffer.

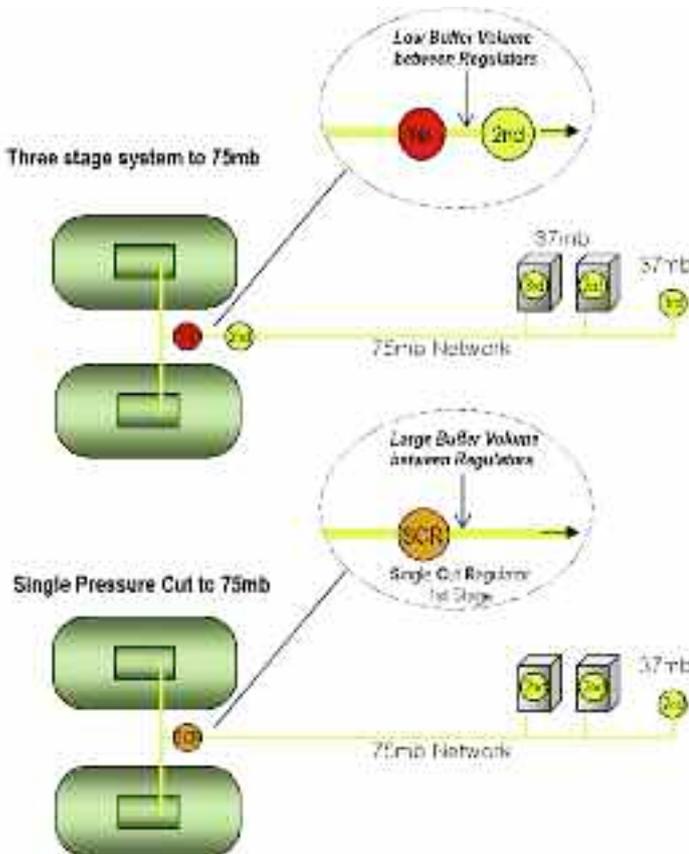
Factors, such as the velocity of gas and the resulting shock waves, affect close-coupled regulator capabilities. Such unstable conditions increase the possibility of OPSO and LRV intervention.

"The single cut SRC regulator, correctly installed, uses the large volume of pipework downstream of the 75mb network to eliminate any pressure shunt often found in three stage systems," said Kaz. "The regulator will be supplied as an OEM product for use on

networked pipework systems, e.g. metered estates, as part of a manufactured installation solution. Calor Gas is the first company to request SCR, which was developed in collaboration with RMS and Clesse UK, to harness the benefits of the regulator to produce high capacity 200kgh twin stream modules that are both highly efficient and compact in design.

"The regulators include built in OPSO, optional UPSO and low pressure integral LRV, and they are exceptionally quiet in operation. The same regulator can also be used as a remote second stage where medium pressure ring systems are in operation."

**Contact Clesse (UK) Ltd on 01902 383233 [www.clesse.co.uk](http://www.clesse.co.uk)**



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# Saving Without Compromise

Continental Product Engineering Ltd has introduced a new style of inlet on its latest meter box assembly. The concept includes fitting PE pipe straight into the regulator via a PE adaptor/ball valve.

A GRP sleeve covers the pipe and a support bracket fitted to the Unistrut post secures the inlet, eliminating the inlet flexible hose, making significant savings possible, says Continental.

"Continental has always been at the forefront of innovation when it comes to meter box design," said Peter Burton, director at Continental. "In today's uncertain financial times, the need to make savings

without compromising on quality is paramount."

The medium pressure assemblies will also include a one-piece MIV isolation valve fitted to the outlet of the regulator, in line with the requirements of BS6400.

"With the increasing shift towards third stage systems, the new style of box is also available with the Mesura low-pressure regulator," said Peter. "The components mirror the natural gas industry and provide a cost effective alternative to medium pressure. The Mesura regulator features a manual UPSO push button reset, an important safety feature, as other regulators with



Continental's meter box.

an automatic reset allow the possibility of an uncontrolled reconnection of the gas supply.

"Continental strives to give installers and park owners

competitively priced and innovative products, and we develop close partnerships with our suppliers and manufacturers and work with them to create solutions for the market. These relationships allow us to provide the complete package of equipment for the mobile home and metered estate markets. If it's required on park, then Continental can supply quickly and efficiently to site using our own dedicated vehicles or via our next day delivery network."

**Contact Continental Product Engineering Ltd on 01508 528060 [www.continental-uk.com](http://www.continental-uk.com)**

# Proving Two Goes into Three

The growth of metered estates, which involves high capital cost, is good for the industry, but fitting the right equipment is essential. A single property losing its supply is not good news, but callouts become more serious when dozens of properties may be affected at the same time.

## STANDBY STREAM

A reliable regulator setup with good repeatability and long life is essential, and incorporating a standby supply stream gives added protection. Twin stream units are an assembly of two independent regulated legs set at slightly different pressures. If the active stream fails and over pressurises, the OPSO will shut down the faulty leg and allow the monitor stream to take over. Suitably positioned check valves ensure that the streams remain isolated and do not interfere with each other.

"RMS embarked on producing a small range of first stage twin stream modules three years ago,"



Single cut twin stream without kiosk.

said Peter Roberts of RMS. "The design was innovative in that it included swivel joints in all corners, allowing for vertical and horizontal installation. Since then, much has changed and the market has become more sophisticated in its demands.

## RANGE OF ASSEMBLIES

"As a result, the range of assemblies available has risen to 15 and includes first stage and second stage units for above and below ground tanks. Underground tank

units are supplied with surface mounted kiosks, and above ground tanks use Unistrut stands to raise the assembly and prevent liquefaction.

"Perhaps the most significant change to the designs has been the adoption of Clesse regulators. These provided the capacity and flexibility to meet almost every need, but higher demands raised issues of the unit size and ease of installation. All the pundits will tell you that two-stage regulation is a must; that reducing from tank pressure to 75mb in one cut will be troublesome.

## SINGLE CUT

"Modern design and production methods have proved this is no longer the case. As an OEM distributor, RMS has collaborated with Clesse UK and Calor Gas to design and build single cut units. A considerable number have been installed and are performing faultlessly.

"The 40kg units are compact enough to build in two stages and fit inside a

standard 700 x 450 x 800 kiosk. Above this capacity, the low-pressure pipework needs to be a minimum of two inches so the unit size for a combined two-stage twin stream would be totally impractical.

## COMPACT

"Clesse's single cut regulator gets over this problem," said Peter. "By clever orientation, an assembled single cut unit with a capacity up to 200kg/hr fits in the same size kiosk. It has the added benefit of being suitable as a second stage unit where the site is set up with medium pressure distribution pipework. The benefits of cost saving lower maintenance and compact installation are evidence to the wisdom of this route.

"So remember, if you are considering three-stage regulation down to 37mb, there is another way. With the right choice you can do it in two."

Contact RMS on 01792 224000 [www.rmsgaseng.com](http://www.rmsgaseng.com)

# CONTINUING DEMAND FOR PATIO HEATERS

Lisa Bean, managing director of patio heater manufacturer Sierra Leisure Products Ltd, explains that, although sales of gas patio heaters in the domestic market have dramatically fallen away as a result of the vast numbers of lower priced imported heaters that flooded the market.

Even before all this talk of doom and gloom in the economy, Sierra's sales of heaters in the domestic market had fallen away as a result of the vast numbers of lower priced imported heaters that flooded the market.

## BUILT TO ORDER

Sierra does, however, continue to sell to a sector of the domestic market that requires a genuine high quality patio heater that is built to order and can be customised to match exterior furnishings. These are customers who have luxury houses and estates with plenty of space for outdoor entertaining.

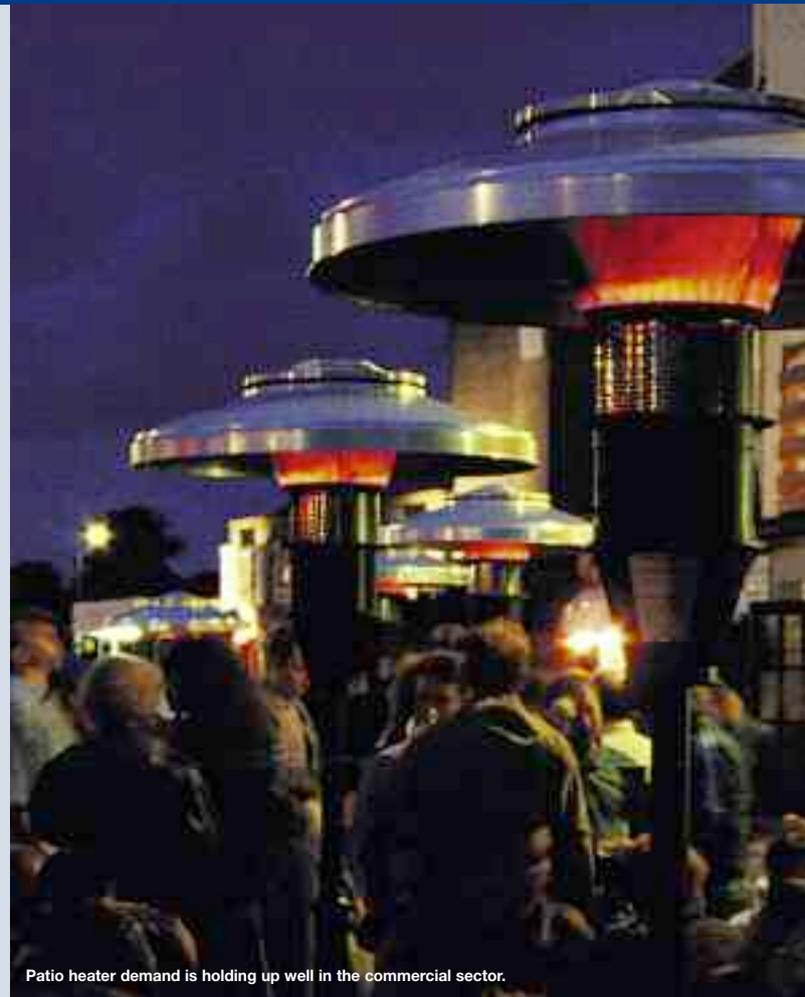
Sierra always delivers these heaters personally as we like to set them up and give guidance on their use, and it's also interesting and inspiring to see some of these amazing properties. One of our recent sales was to a famous female celebrity who needed a heater for her penthouse balcony in the centre of London, and her identity was to remain a secret.

My dad, Chris Mittell, insisted on doing the delivery. I think he was hoping it would be Kylie Minogue! It wasn't her, but he still came back with a big smile on his face – although I'm still not allowed to reveal who she was!

## COMMERCIAL MARKET

It's the commercial market that we have always found to be better suited to us. During the weekend in particular, it is essential that all the heaters outside a restaurant, bar or pub are working and the bottles of gas are full. If they aren't, a substantial amount of business can be lost, especially in the colder winter months.

With the no smoking bans that were introduced into the Republic of Ireland in March 2004, Scotland in March 2006, Wales and Northern Ireland in April 2007 and England in July 2007, it was even more imperative for our leisure market customers to purchase high quality outdoor heaters that could endure genuine all year round use and would not let them down.



Patio heater demand is holding up well in the commercial sector.

Providing a warm and comfortable outdoor area has proved to be a crucial factor when targeting smoking customers.

## SALES PATTERNS

It is noticeable, however, that although our sales numbers are holding up, it tends to be the bigger groups that are doing the buying. With news of the large numbers of businesses in this sector closing on a daily basis, it's not surprising that sales patterns have changed to some extent.

Our sales tend to be to customers that already have experience of gas patio heaters. They have previously experimented with quartz electric heaters and found them to be expensive to run and of limited use. They already know how many extra covers can be accommodated from each heater and understand that the running costs, albeit with rising gas prices, are relatively insignificant compared to the revenues generated from their correct use.

Companies like The Capital

Pub Company and Costa Coffee have a clear strategy of using Sierra gas heaters in their many premises in the London area, and are methodical working to install the most suitable forms of gas heating into them.

## RECOMMENDATIONS

We find that all situations are different and, in most cases, we prefer to send one of our sales consultants to visit the proposed site and make recommendations as to which heating system would be best suited. In some situations, our mobile heater is the most convenient option, but other customers may prefer to have the heaters permanently installed and, for situations where space is limited, we offer overhead and bracketed heaters.

We remain optimistic about the future. Outdoor gas heating is still very much the preferred option and dad is still waiting for that call from Kylie!

**Contact Sierra Leisure Products Ltd on 01473 735773 [www.patioheatersdirect.co.uk](http://www.patioheatersdirect.co.uk)**

# PERFECTING ITS ART

By Jo McDonald, national sales manager, Weber Stephen Products UK Ltd

When it comes to barbecues, the experts at Weber Stephen Products are really cooking on gas.



Renowned for its skills and use of top quality materials for almost 60 years, Weber has perfected the art of producing and, indeed, cooking on barbecues. Founded in America by George Stephen, who invented the first ever kettle grill in 1952, the Weber team has continued to lead the market, constantly innovating.

## FIRST GRILL

In 1971, Weber introduced its first gas grill, quickly developing the range and launching the first gas cooking system to use Flavorizer® bars for an authentic barbecue taste – relegating messy lava rock to history. Now, the Weber gas offering is stronger than ever, with the collection comprising three ranges – Spirit®, Genesis® and Summit® – each with a 25-year warranty programme as standard.

## INCREASE IN SALES

Sales of gas grills are on the increase. People's lives can be busy and making the most of

their precious relaxation time is important, so having a barbecue that lights at the touch of a button is very attractive to them.

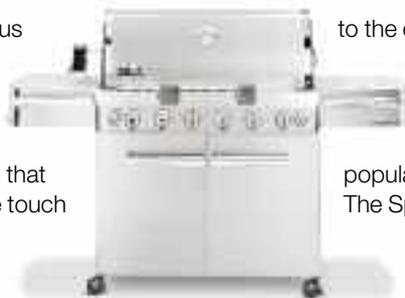
This summer, we've seen an increase in sales of our gas grills, particularly within the Summit® range, which has increased 65 per cent year on year.

Barbecue enthusiasts who choose gas over charcoal do so partly for the added control it gives them – the heat is more uniformed and can be totally controlled by the user. The added benefit that Weber grills have is that they're fitted with Flavorizer® bars, which stop the food juices from dripping directly onto the burners, thus reducing flare-ups. The bars also let the juices vaporise, creating a great barbecue taste.

## KEY FEATURES

We've introduced a number of elements to all our gas grills that are aimed at making the cooking process as easy and enjoyable as possible. Key features, such as solid, sturdy handles and frames, ensure a safe cooking experience, while the Flavorizer® bars and Crossover® ignition system give quick and tasty results.

Weber's range of gas grills will be expanding in 2009, and key



Summit® E-650™

to the extended range is an even beefier line up within its increasingly popular Spirit® range. The Spirit range offers customers the same quality and performance as

Weber's premium Genesis® grills, but at a price point for barbecue enthusiasts with a budget.

## NEW MODELS

New models – the two-burner Spirit® E-210™, three-burner Spirit® E-310™ and three plus side-burner Spirit® E-320™ – are finished in black porcelain enamel with two stainless steel work surfaces and all feature Weber's high performance Crossover® ignition system, porcelain enamel cooking grates and Flavorizer® bars.

Meanwhile, the iconic Genesis® E-310™ and Genesis® E-320™ three-burner grills are being introduced in two new on-trend colourways – Steel Grey and Brick Red – with high quality, easy to clean porcelain enamel shrouds and corresponding painted steel doors, complemented by two stainless steel work surfaces.

Targeting the ultra-premium market, Weber's new Summit® E-450™ Black and E-650™ Black combine optimum features with a fresh new look. Finished in rugged

black porcelain enamel with stainless steel work surfaces and accents, key features include a separate sunken side burner with protective lid, smoker box, infrared rotisserie burner and spit fork rotisserie with heavy duty motor, stainless steel Flavorizer® bars and integral Grill-out™ handle lights.

## ACCESSORISE

Weber's innovation doesn't stop at barbecues, far from it. With a range of accessories, including those specially created for the gas grills, there's a wealth of Weber products available. Accessories include cast iron griddles – perfect for bacon, eggs or even pancakes – to an electric rotisserie designed to be used with the Spirit® E310™, to covers to keep the grills clean and shiny.

Contact Weber Stephen Products UK Ltd on **01756 692600** [www.weberbbq.co.uk](http://www.weberbbq.co.uk)



Spirit® E-310™



Genesis® E-310™

# MORALE NOT DAMPENED AT GLEE

Barbecue manufacturers and distributors are a resilient lot. As visitors to GLEE, the outdoor industry's biggest trade show, at Birmingham NEC in September will have noticed, the largest ever number of stands exhibited barbecues of every shape and size with no shortage of innovation and new design, but all against the backdrop of a so called summer that must have dampened any flicker of thought for outdoor fun.



Arbource from Plum Products.

Such faith in the future, and in our love affair with outdoor living spaces and alfresco dining, is clearly being tested by two further market body blows, the combined effects of rising raw material costs and a global financial meltdown, both tough enough obstacles for any industry to weather, without the additional burden of a fickle climate.

## NEW COLOURS

As GLEE, now in its 32nd year, amply showed however, garden chefs still have an increasing number of options. A shortage of stainless steel at an affordable price has undoubtedly paved the way for the increasing use of paint finishes, not just durable

black Hammerite on mild steel, but a whole new range of colours and, increasingly, use of more Aga-like, vitreous enamels. Attractive yes, but it also means "lifelong guarantees" are emerging on to the patio scene.

Our own industry stalwarts, Calor and Flogas, both exhibited extensive ranges from their respective appliance divisions, including barbecue products, heaters, furniture and accessories, as well as their versions of lighter weight, easier to handle and more customer friendly cylinders. Examples of Flogas' own SummerTime brand appliances were spear-heading its approach to the multiple retail market.



Kingsford O-Grill.

Cadac caused a stir with its Braai Maxx, a twin hooded barbecue able to take no less than six interchangeable cooking surfaces, enabling such combinations as stir-fry at the same time as roast, grilling whilst baking a pizza and flipping a pancake whilst smoking fish. Three body colour options are also available.

## TRULY PORTABLE

La Hacienda Group company Kingsford Barbecues added more than a splash of colour and interest with a large display of its O-Grill, a truly portable, patented design using gas cartridges and boasting a low maintenance finish and porcelain coating – a

product that can be supplied in bespoke colours.

We also have a new name, the Arbource, invented by Plum Products, a company that has combined its timber garden arbours with a three-burner gas barbecue to provide an interesting feature and to give the chef protection from showers and the sun.

## NUMBER ONE

Brighton based BarbeSkew has got into gas with a three burner version of its award-winning hands free barbecue, claimed to be a world first, and is yet another reason why barbecuing has become the number one summer home leisure activity.



Cadac Meridian (left) and Braai Maxx.

# Donating to Learning

The Baxi Group has donated a second boiler to the Christian charity Caring For Life at Crag House Farm, which has been supported over a number of years by CRASH, the construction and property industries' charity for homeless people.

The latest boiler to be installed at the charity's new Adult Learning Centre is a Potterton Paramount two 40 kW model. Supplied with an lpg conversion kit, the boiler is installed in the plantroom connected to a standard flue and serving two VT radiator circuits. Paramount two's ISR control system is monitored and controlled by an onsite Trend Building Energy Management System.

The new facility is the culmination of several years of

planning and fundraising, and over six months of building work. A mammoth task for a relatively small charity, it comprised the extending and refurbishment of an 18th century barn to incorporate an art and craft room, drama and music workshop, literacy and numeracy room, media suite and a farm shop and café.

The Paramount two range of wall-hung condensing boilers delivers energy efficiency levels up to 109 per cent net as well as low NOx, which exceeds Class 5. The boilers have premix fully modulating control and the aluminium/silicon alloy heat exchanger carries a lifetime guarantee.

The ISR control system has volt-free contacts for BEMS interface and features a control



Baxi Group has donated a boiler to Crag House Farm.

panel with full text display of operational status. Also incorporated is inbuilt weather compensation, summer/winter changeover and time control facilities. The ISR controls may be used with a simple room thermostat or, as in this installation, with a fully integrated Building Energy Management System.

Crag House is a working farm

and the base for Caring For Life's daytime activities. It provides homeless, vulnerable, socially excluded and disabled people with hands-on work experience in the care of animals, horticulture, conservation, workshop and IT skills.

The new Adult Learning and Arts Centre will broaden the scope of training to include art and crafts, literacy and numeracy, drama, music and media. It is due to be officially opened in the autumn by the charity's patron, HRH The Countess of Wessex, who has been associated with the work for a number of years.

**Contact Potterton Commercial on 08450 701056**  
[www.pottertoncommercial.co.uk](http://www.pottertoncommercial.co.uk)

# Evolving Design

Elaflex has introduced ZVA Slimline 2 and ZVA Slimline 2 GR nozzles. The nozzles replace the standard ZVA Slimline and ZVA 200 GR vapour recovery models.

"Many improvements have evolved into the well-known ZVA Slimline types over the past decades," said Anton Martiniussen, director and chief executive of Elaflex. "Over time, the industry has developed new requirements, influenced by environmental concerns, customer wishes, the need for improved grip and handling with reduced lever



Vapour suction spout.



Integrated drip catcher

force, improved cleanliness on forecourts and even better delivery rates for "to the penny" dispensing, requiring further radical developments."

The handle is now designed for smaller hands and combined with a contoured composite lever, reducing the force by a third without compromising safety, says Elaflex. An improved flow stream has been achieved by repositioning the poppet/valve arrangements, which also improves shut off with foaming and gassing fuels.

A pressure controlled active safety sensor (DSA) option is available for new dispensers with volume or price

prepayment requirements. The DSA ensures that upon non-completion of a pre-selected quantity, the automatic shut off is activated 60 seconds after the nozzle is returned to the nozzle booth. This occurs whether the lever is in the open position or not and no fuel can be dispensed until the lever is reset and activated.

The open/shut GRV vapour valve and the GRVP are now fully integrated into the nozzle and no longer extend beyond the nozzle body. This allows for a simplified measurement of the vapour recovery dry test system.

In addition to having a stainless steel cap to protect it, the spout is now a push fit fixed with a retaining pin and provides simplified and quick assembly during service and maintenance in the field, as well as extending the nozzle longevity, says Elaflex. The ZVA can also be rebuilt by recycling its parts, saving on



Integrated vapour valve.

materials and costs. A tool kit is available for repairs to avoid damage to the parts.

The ZVA Slimline 2 and ZVA Slimline 2 GR are ATEX approved, EC-type examination certificated according to EN13012, TÜV-Süd – VR approved ZVA Slimline 2 GR Stage II vapour recovery nozzles and SIRA approved.

"The new ZVA Slimline 2 generation is a package of innovative improvements and developments that enhance the fuelling experience with the motorist and environment in mind," said Anton.

Contact Elaflex Ltd on 01992 452950  
[www.elaflex.com](http://www.elaflex.com)



# Logic Improving Standards in Cyprus

In April, Logic Certification approved centre Combined Heating Services Ltd (CHSL), based in Norwich, opened the first ever ACS centre in Cyprus.

Located in Limassol, the island's second largest city, the centre has been well received and, as a consequence, the wheels have been put in motion to improve gas safety standards in Cyprus. Plans are now underway to implement a scheme similar to ACS in Cyprus – prior to Logic Certification and CHSL's involvement, no legislation existed.

Cyprus is home to a large number of British nationals, many working for the MoD, which has held extensive bases in the country since 1960. A number of the personnel carry out gas installation services and are required to achieve the same qualifications (ACS) as they would in the UK. To meet this need, CHSL joined forces with Cypriot training provider Cambenefit Management Services (CMS) to deliver ACS training at CMS' training centre in Limassol.

Beyond the requirements of the MoD, Cyprus has had no gas safety legislation. Following a number of serious incidents in January this year involving fatal



Plans are under way to implement a scheme similar to ACS in Cyprus.

gas explosions and carbon monoxide poisoning, the need for gas safety reforms became paramount. The lp gas market is of particular significance as the majority of Cypriot homes have some form of lpg appliance, with all commercial and catering establishments – of which there are many due to the country's heavy reliance on tourism – using lpg.

Since the launch of the new centre, the process of implementing the ACS scheme in Cyprus has begun. Early last year, Logic Certification and CHSL met with the Ministry of Electro Mechanical Services, the Cypriot government department responsible for electromechanical planning and

installation in government buildings and equipment.

Following this meeting and the success and interest in the centre in Limassol, Cypriot gas installers are now required to be qualified under ACoP (Approved Code of Practice), the previous measure of gas safety (which was superseded by ACS in 1998 for domestic, and in 2000 for lpg). It is likely that in two years' time ACS will be introduced.

To date, 29 candidates have come through the centre, a mixture of MoD and Cypriots, seven studying for ACoPs and the rest taking ACS. The courses, a range of qualifications for both commercial and domestic gas

installation, have been well received. For the next round of training in November, 12 places have already been booked.

Chris Cooke, managing director of CHSL, said: "This project has been challenging, but is an exciting opportunity for all concerned. Given the positive feedback from the training we have carried out so far, I am certain the centre is set to go from strength to strength."

CHSL has now applied to BSI to get relevant gas related standards translated into Greek to make life easier for Cypriot candidates. The centre intends to introduce solar training and other micro-generation technologies.

Steve Mulvany, scheme director for Logic Certification, said: "This is proving to be a successful exercise in improving the standards of gas safety in Cyprus, while delivering a service desperately needed by the large number of British nationals on the island. Logic Certification is proud to be associated with any attempts to raise standards in industry, be it in the UK or abroad."

**Contact Logic Certification Ltd on 0208 839 2439 [www.logic-cert.com](http://www.logic-cert.com)**

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# Proton Moves into OEM Converted Market

Proton has expanded its GEN-2 range with the addition of two lpg dual fuel models. The new ecoLogic GEN-2 is the same price as its petrol equivalent, with no extra cost for the factory fitted lpg conversion.

Conversion to the lpg system is done by Proton technicians at its new Avonmouth import centre near Bristol. The lpg ecologic versions of Proton's mid-sized saloon and five-door hatchback will be joined later by Satria and Savvy models.

The Proton ecoLogic GEN-2 has a 1.6 litre engine and is available in hatchback or saloon versions. Reverse distance sensors, air conditioning with pollen filter, electric front and rear windows, automatic central locking and alloy wheels come as standard. Both models are available with a leather interior option, and for a limited time customers can choose a black leather interior on the GEN-2 ecoLogic hatchback for free.

Simon Park, general manager for sales and marketing at Proton, said: "The price of petrol is becoming quite a problem for some motorists and various companies offer lpg conversions, but there are hardly any manufacturer converted lpg models, so we are moving into this market."

**Contact Proton Cars (UK) Ltd on 08000 213355 [www.proton.co.uk](http://www.proton.co.uk)**



Proton ecoLogic GEN-2.

## Installer Assists with Breakthrough

**Approved Installer Lambda One Autogas in Gateshead has been instrumental in adapting a Nissan Almera to run on hydrogen so that it only emits water from its exhaust. The company was part of a team led by Dirk Kok from the Institute of Automotive and Manufacturing Advanced Practice (AMAP) and in partnership with the Centre**

**for Process Innovation at Wilton.**

The Nissan Almera, called HyPower, was unveiled at the Partners4Automotive 2008 conference in September at the University of Sunderland. Adrian Morris, operations manager at AMAP, said the HyPower project is a major breakthrough in the development of green

transport.

"This project marks a significant step forwards in our understanding of hydrogen as a fuel for the automotive industry," he said. "This vehicle will act as a test bed to evaluate novel hydrogen technologies in vehicles and will enhance the region's status as an important automotive research and

development centre."

Dirk Kok said: "The HyPower project does demonstrate that hydrogen is a practical and environmentally friendly alternative to fossil fuels. But though this is a significant step forward, there is still a long way to go before we see these vehicles driving about our roads."



Ford Falcon.

## Ford Choosing Lpg Over Diesel

Ford Australia has shelved plans to introduce a diesel-powered Falcon in 2010, instead opting for a new lpg engine that it expects will account for 40 per cent of sales.

Outgoing company president Bill Osbourne said a dedicated lpg version of its new V6 engine would be ready in mid-2010.

"We are thinking lpg will account for 35 to 40 per cent of our share," he said. "We are positioning Falcon with some new powertrain technologies that will be the lead powertrains."

The new V6 will be sourced from the US and reworked to run on lpg at Ford Australia's plant in Geelong.

Ford is the only Australian carmaker with a dedicated lpg engine, although Holden has said it is developing a gas-powered V6 unit for its Commodore range.

Ford's lpg engine programme

fits with technology that analysts say will further improve the fuel economy and exhaust emissions of lpg-powered cars. Known as lpg liquid injection, the technology is said to produce fuel economy for lpg cars similar to the petrol equivalent.

The imported liquid injection system JTG – Just Think Green – is being optimised for lpg-powered engines by its Melbourne-based distributor, Australian LPG Warehouse.

The e-Gas lpg Falcon uses a vapour injection system that turns the gas to vapour before injecting it into the intake manifold. But the JTG system takes the liquid right up to the injectors, which produce a droplet of liquefied gas into the intake manifold just as the engine is sucking in the air-fuel mix. The result, says the distributor, gives an LPG-powered car more power but similar fuel economy to petrol.

## Vauxhall Lpg Enquiries Up

**Vauxhall says it has received four times as many enquiries than usual for lpg vehicles over the past six months. Vauxhall offers lpg derivatives of its Astra and Combo models.**

**"It's no way dead and buried," said Dick Ellam at**

**GM, Vauxhall's parent company, of lpg. "We still get a lot of enquiries about it, both from fleets and in retail. Other European markets are going well too."**

Contact Vauxhall on 01582 721122  
www.vauxhall.co.uk

## Hyundai Launches Santro eco

Hyundai Motor India Ltd (HMIL), India's largest passenger car exporter and second largest car manufacturer, has launched an lpg version of its flagship brand Santro. The Santro eco comes with a factory fitted lpg kit and is powered by a 1.1 litre eRLX engine.

Announcing the launch, HMIL managing director, H S Lheem, said: "We have taken a conscious decision at Hyundai to make environment friendly cars and we are furthering our initiative of launching alternate fuel vehicles that take this theme forward. We earlier introduced the cng Santro and today we are



Santro eco.

launching the lpg version of our flagship brand Santro.

"Lpg is widely available and we feel that the lpg Santro will appeal to all our customers who are looking for economy and are environmentally conscious, and the original fitment of the lpg kit will put to rest safety concerns about retrofitted lpg vehicles."

# District Praised for Propane Buses

Texas Railroad Commission chairman Michael Williams has presented a cheque to The Denton school district's transportation programme for more than \$390,000 for its alternative fuel initiative.

He praised the district for using more than 90 propane buses that help keep the air clean for schoolchildren in the area. The cheque represented more than \$82,000 from the commission's propane bus rebate programme and a \$308,000 reimbursement from Blue Bird bus distributor Rush Enterprises.

Williams said Denton sets an

example for other Texas districts by having one of the largest alternative fuel fleets in the state. By choosing to use propane over diesel, the district and 35 others had taken a positive step that was cost effective and made them less dependent on foreign oil, he said.

"I'm excited about it," Williams said. "It helps the school districts to make a decision that's in the best interest of the taxpayers and the students of the district."

Since the US's Alternative Fuel Program's inception in 1995, The Denton has added 96 propane buses to its fleet. The district will eliminate 30 diesel

buses and replace them with 44 additional propane buses.

Gene Holloway, district transportation director, said by choosing to use propane fuel, the school district will save \$400,000 annually.

Ray Braswell, school district superintendent, said money is tight and the economy is uncertain and any way that the district can cut costs is a positive thing. He said for every dollar that is saved by using propane, a dollar can be put toward instructional use.

"This money is putting mon-ey back into the classroom," he said.



Eco Trimmer.

## Green Trimming

**LEHR Incorporated has launched the Eco Trimmer, the first hand-held garden tool available commercially in the US that uses a standard 16.4-ounce propane canister as its power source.**

**The Eco Trimmer is the first in the LEHR Eco Series. Available from 2009, users will simply twist on the propane canister and start the trimmer.**

According to the US Environmental Protection Agency (EPA), homeowners in America spill an average of 17 million gallons of gasoline seasonally, and stricter EPA regulations have been enacted to reduce pollutants from lawn and garden equipment. In September, the EPA released new standards for gas-powered lawn equipment that will take effect in 2010 and 2011.

When fully implemented, the standard will reduce annual emissions by 600,000 tonnes of hydrocarbons, 130,000 tonnes of nitrogen oxide (NOx), 5,500 tonnes of direct particulate matter and 1.5 million tonnes of carbon monoxide (CO). LEHR products already exceed the 2011 standards by over 64 per cent.

"At LEHR, we believe it's time for a change," said Captain Herzer, founder of the company. "Our dedication to preserving the environment for future generations is the driving force behind our development of products that are the cleanest, greenest and most reliable in the industry."

# Ferrellgas Growing Assets

**Ferrellgas Partners, one of America's largest propane distributors, recently purchased assets in central California and southern Texas, signalling its intention to once again grow its business by aggressively pursuing and acquiring well-run propane companies.**

The central California acquisition brings more than 2,500 customers and approximately four million gallons annually and positions the partnership in an attractive market for

further growth.

Ferrellgas has also acquired a mature community propane system in Austin, Texas, enhancing an existing customer base and further strengthening prospects for regional growth.

Steve Wambold Ferrellgas' president and chief operating officer, said: "Ferrellgas has a long history of growth through acquisition and these transactions reflect our commitment to continue that pattern, complementing our

focus on organic growth. We remain committed to acquiring operations in high growth markets that will be accretive to earnings and believe that our renewed efforts in this area position us for further opportunities going forward."

Ferrellgas Partners is a Fortune 1000 company and, through its operating partnership serves approximately one million customers in all 50 US states, the District of Columbia and Puerto Rico.

# ButanGas Romania Doubles Turnover

ButanGas Romania has estimated an increase in its 2008 turnover to 100 million euros, up more than 46 per cent on its 2007 turnover of 68.3 million euros.

Florin Preda, the company's general manager, said: "We estimate that the turnover of

ButanGas Romania will exceed 100 million euros. This increase is due to both increased gas volumes sold and higher gas prices."

According to company estimates, ButanGas has an 18 per cent share of Romania's domestic lpg market – 14 per cent

of which is bottled gas, 34 per cent bulk and 18 per cent autogas.

ButanGas Romania is part of the ButanGas Group, which operates in ten European and North African countries. It currently owns the only maritime lpg terminal in Romania at Midia N\_vodari.

## WLPGA Bestows Distinguished Service Award

The World LP Gas Association's (WLPGA) board bestowed its Distinguished Service Award on Alan Beale, managing director of Elgas (Australia) at its 21st World LP Gas Forum in Seoul in September.

Alan Beale was one of the founders of the World LP Gas Association (WLPGA) in 1987 and has been a driving force at the association in many of its lp gas industry initiatives. Currently, Alan is WLPGA vice president and has served as chairman of its Global Autogas Industry Network

(GAIN) for six years, chairman of the Global Technology Group and chairman of the Climate Change Working Group.

Alan has also served on the board of the Australian LP Gas Association (ALPGA) for 16 years, including two terms as president. His contributions include an Australian industry led campaign against the introduction of excise on autogas. In addition to a revised excise regime, the campaign led to the introduction of a Federal conversion grant scheme for lp

gas vehicles. Both these initiatives have revitalized the Australian autogas industry.

Alan said: "LP gas marketers around the world are basically regional businesses. We have to compete against well-established global energy competitions. Through the World LP Gas Association, we can coordinate together to establish lp gas as a better known and more appropriate energy for the future. We all have to put in an extra effort for the common good."

## Ice Cream Helping to Cool the Planet

Ben & Jerry's, the Vermont based ice cream maker, has announced the launch of a pilot project testing freezers using butane and propane that present great environmental benefits by minimising the freezer's impact on global warming. The technology is currently allowed in every country except the US.

"This is an important step for our business which we hope will clearly demonstrate that a more environmentally friendly refrigeration technology can work in the US market," said Walt

Freese, Ben & Jerry's CEO. "The technology is commonplace in Europe with literally millions of home and commercial units in place."

Ben & Jerry's engineer Pete Gosselin said: "We've been working on getting better refrigeration technology into our distribution networks in the US since 2001, and more specifically on hydrocarbon freezing for the past year."

For now, the efforts from the team, including Ben & Jerry's, Unilever, Greenpeace and others, can claim moderate success with approximately

fifty freezers, with approval to test up to 2,000 freezers in the next few years.

"This climate-safe freezer will keep pints of Chunky Monkey and Cherry Garcia as cold as ever, but it's also going to help cool our planet," said John Passacantando, executive director of Greenpeace USA. "With hurricanes intensifying, tropical disease spreading, sea levels rising and polar bears going extinct, we need to make sure that what cools our ice cream, drinks and homes isn't also melting the ice caps."

## Linde Acquires Remainder of Elgas

The Linde Group has acquired the remaining 50 per cent of the shares in the Australian lp gas company Elgas in Sydney, at an equity value of 126 million euros. Elgas, established in 1984, was a 50/50 joint venture between BOC Ltd, a member of the Linde Group, and AGL Energy (AGL).

Elgas is the biggest marketer

of lp gas in Australia and operates Australia's largest lp gas storage facility at Port Botany in Sydney. The company achieved sales of around 255 million euros in 2007.

"This transaction will enable us to strengthen our position as the leading supplier of gases in Australia," said Professor Dr

Wolfgang Reitzle, CEO of Linde AG. "We will profit from the synergies between the lp gas business and our strong industrial gases business. We can leverage the Elgas infrastructure and management to expand and improve our combined lp gas business across Australia and New Zealand."

## Australia Urged to Convert

**Australians are being urged to convert their vehicles to run on lp gas. Dr Laurie Sparke, former GM Holden engineer and safety campaigner, wants Australians to convert their cars and trucks to lp gas and natural gas to avert what otherwise would be a catastrophe for the country, he says – a shortfall of transport fuels.**

Dr Sparke told a Society of Automotive Engineers conference that Australia was facing a supply crisis. Abare, the Australian government's economic research agency, has forecast a 90 per cent probability of a major and immediate shortfall of oil. The International Energy Agency Oil has predicted that supplies are likely to become tight within five years, and oil production in most of the nations supplying Australia is falling.

Australia imports more than half its transport fuels, and has used over 26 billion litres of diesel in road transport in the past year.

Dr Sparke said Australia had vast reserves of gas that were adequate to fuel its transport system for the next century and beyond. Most importantly, gas could replace the shortfall of oil in the near future, helping to avert what otherwise would be a catastrophe.

## Latin America Seminar

Purvin & Gertz has announced its 14th Annual Latin America Lpg Seminar on November 3–6 in Rio de Janeiro, Brazil, which has the largest lp gas market in South America. Three optional workshops on market structure, language, key concepts and issues in the lp gas industry will also be available.

**Register for the seminar at [www.purvingertz.com](http://www.purvingertz.com)**

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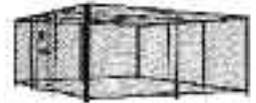
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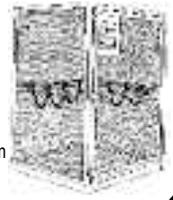
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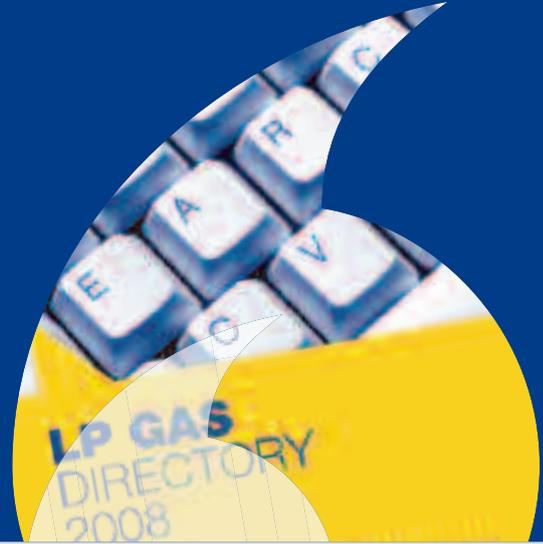
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