

PROPANE GAS
ASSOCIATION OF CANADA
ASSOCIATION CANADIENNE
DU GAZ PROPANE



2007 ANNUAL REPORT

THE NATIONAL VOICE OF THE PROPANE INDUSTRY FOR 40 YEARS 1967-2007



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The 2007 Annual Report can be downloaded in PDF format from the PGAC website at www.propanegas.ca

Benefits of Propane

Propane is Available

Propane is available in abundance in Canada. This country produces nearly 5% of the world supply and uses only a third of that domestically; the rest of Canada's propane is exported. The infrastructure is in place to transport, store and dispense propane safely and efficiently to Canadians.

Propane is Clean

Propane is clean burning and effectively competes with other fossil and renewable fuels on efficiency and green house gas emissions in many applications. It also offers additional air quality advantages; when properly mixed with air to form a combustible mixture, propane emits virtually no soot and low carbon monoxide, hydrocarbons and oxides of nitrogen, which are the basic precursors of ground level ozone, or smog. Its simple chemical make-up allows it to burn cleaner than coal, light and heavy petroleum fuels, ethanol, and even natural gas in some cases. Because propane is stored and transported under pressure, the transportation and storage system prevents any evaporative emissions. In the event of a leak, propane readily vaporises and dissipates into the atmosphere. In an era of environmental concerns, propane stands above most fuels and rivals the cleanest.

Propane is Economical

Propane's exceptional value makes it the choice of hundreds of thousands of Canadians, for their homes, businesses, farms and fleets. While the economics of using propane vary with each application, the common theme is value. For example, the U.S. Department of Energy reports that heating a home with gas costs half as much, on average, than heating with electricity. Add to that the fact that propane-fuelled furnaces last 5-10 years longer than electric heat pumps. When it comes to water heaters, propane heaters are often as much as 30% less expensive to operate than electric heaters, with twice the recovery rate, resulting in huge savings on electricity bills. As a transportation fuel in Canada, propane has historically enjoyed a significant price advantage; as much as 25% over regular gasoline.

Propane is Safe

Production, storage, transportation and use are subject to strict standards and regulations. Propane is stored and used in sealed containers and fuel systems, and is only transferred from one container to another by trained personnel. Propane tanks are 20 times more puncture proof than conventional gasoline tanks.

Propane is Portable

Propane can be stored, transported and used almost anywhere, and won't deteriorate over time. Storage cylinders and tanks come in a range of sizes; all built and transported according to highly regulated safety standards. In many cases, it is the only fuel used in remote locations because of its portability, especially for applications where demand patterns change, such as construction sites or cottages.

Propane is a Modern Energy

There are countless opportunities to take advantage of clean-burning propane. For propane at home and in the workplace, think cooking, heating and cooling – appliances such as pool, patio, space and water heaters, clothes dryers and refrigerators. For agriculture, think heating greenhouses and other buildings, weed and pest control, crop drying, waste incineration and powering equipment. For industry, think forklifts and mobile generators, drying and curing paint, bricks and ceramics, glazing pottery, metal heating and processing. And of course, propane is a transportation fuel – new models of cars, trucks and entire fleets are available. Propane is ready to fuel the tools and toys you rely on for work and play.

Propane Partners with Other Energies

Non-fossil fuels, such as solar and wind are environmentally friendly, but have reliability limitations. The flexibility of propane makes it possible to partner with other energies to supplement energy supply when the sun isn't shining or the wind isn't blowing. Technology exists to facilitate this automatic switching. Propane provides a rich source of hydrogen for fuel cells. An up-and-coming energy source, fuel cells create power and heat through an electrochemical process rather than burning, converting hydrogen and oxygen into electrical energy.

Thanks to World LP Gas Association www.worldlpgas.com and PERC www.usepropane.com for their contributions to this overview.



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Message to Members

Dear PGAC members and friends,

2007 was an important year for the Propane Gas Association of Canada; a year of revitalization and renewed energy. As the first complete year of operation under the leadership of Ann Marie Hann, our President, we were pleased with the progress made in the implementation of our strategic plan, significant improvements in financial and operational security, and the staffing of key positions that will drive additional positive change in 2008.

Ours is one of the largest energy industry associations in terms of membership, at 277 members by the end of the year. While the effect of mergers and acquisitions conceals true growth, the Association continues to attract new members, further uniting the industry on many issues of importance, including safety, compliance, emergency response and government and regulatory advocacy.

Propane is a clean, abundant, safe, and readily accessible fuel offering significant economic and environmental benefits for Canadians. The ability of the industry to compete, thrive and grow depends on building and maintaining constructive relationships with our many stakeholders; in this, industry members and the Association must take a lead role.

For each year, each goal, each tactic, the potential for impact by the Association often hinges on the level of member participation. While we undertook a number of successful steps in 2007 to build the bench strength of the PGAC executive, management and staff, we couldn't achieve our goals without the invaluable contributions of industry volunteers. Whether members volunteer in an official capacity, such as a Board or committee member, or whether it's a matter of providing feedback or insight on a specific issue, the level of member input has a large influence on the quality of PGAC output.



See page 17 for the identities of those pictured.

Opportunities for member participation are abundant and the ability and the willingness of member companies to support the PGAC allowed us to effectively represent a diverse industry on a range of important issues. While our new national Awards of Distinction program served to acknowledge the commitment and leadership of some of our finest contributors, there are many more who work tirelessly to advance the interests of the industry. We wish to extend our thanks and gratitude to all of our members, with special thanks to those who dedicated time, expertise, perspective, leadership and additional resources to support the activities of the Association.

This report summarizes the initiatives and activities undertaken by the Association in 2007, highlighting successes and challenges and describing how we've addressed the on-going issues impacting the industry. Our hope is that each member continues to find value in the PGAC and believes that the propane industry is made stronger, safer, more visible, and more relevant in the eyes of our stakeholders because of the work of the Association. Thank you for your support and confidence.

PGAC Board of Directors

President's Message

It's been an exciting year! I joined the Association in September of 2006, just in time for the 2007 planning and budgeting season. From there, the pace was steady and fast.

With the guidance of a dedicated and experienced board, the ready support of long serving and new staff, and a broad range of industry volunteers, we had a strong foundation on which to move our business plan forward. As a newcomer to the industry, I began to reach out to some of our industry's leaders, influencers and experts; those who have the knowledge and know-how to help our industry unite under one banner and be heard.

Throughout the year we experienced ups and downs; wins and challenges. Chief among our wins was a notable improvement in our ability to organize members for action, establish industry positions and act as an effective advocacy group. We made progress on a number of files that resulted in tangible advantages for our members, hosted two government days and completed the groundwork for two new national committees which will bring the industry together to work on priority issues.

The slowness of the federal government to engage on our proposal for a Propane Education and Research Council (PERC) was a disappointing set back, due in no small part to the minority situation in Ottawa which places politicians in survival mode and focussed on "bigger election fish." The circumstances brought a temporary pause in PERC-related activity while the PGAC Board re-assessed the status of the initiative and planned next steps. An outcome was the charting of an exciting new course in Government Relations, which includes PERC as one component of an expanded, more comprehensive approach.

The PGAC's training division, the Propane Training Institute, performed impressively in 2007, boasting an expanded course list and achieving a strong sales record



surpassing 2006 levels. And our subsidiary, the LPG Emergency Response Corporation, under the leadership of a strong Board of Directors and General Manager Scott Blaney, continued to effectively train and manage their national response network, responding successfully to incidents involving plan participants, and marking ten years of injury-free operations.

Every day, we strive to find new, more effective ways to ensure the voice of the industry is heard at the table when decisions are being made that impact the industry. Your constant feedback is important so we can ensure we focus on what matters most to your business.

What follows are details of the activities undertaken in 2007 in support of our mandate to serve you, the membership. Thank you for your on-going support and involvement.

Ann Marie Hann

Ann Marie Hann, President

About the PGAC

The Propane Gas Association of Canada (PGAC) is the national voice of the Canadian propane industry, a national member-driven organization established to support our members in matters affecting them individually and Canada's propane industry generally.

The PGAC provides a forum for government and regulatory advocacy, industry communications and professional development, and the provision of relevant training and emergency response as a means to ensuring a safe, responsible and thriving propane industry.

Representing 2.1% of Canada's energy mix, propane has an important role to play as a clean alternative energy source. The impact of the industry on the economy is significant, at over nine billion dollars, and affects the livelihood of tens of thousands of Canadians.

With safety of paramount importance to the industry, the PGAC's own Propane Training Institute (P•T•I) and the Liquefied Petroleum Gas Emergency Response Corporation (LPGERC; a subsidiary) are national leaders in safety training and emergency response respectively.

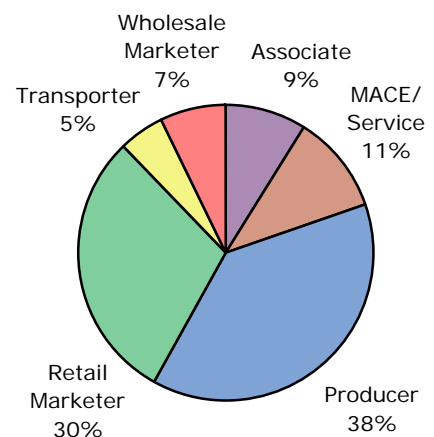
PGAC headquarters are in Calgary, Alberta, from which P•T•I and the LPGERC also manage their national operations. A government affairs presence is maintained in Ottawa, Ontario, where the PGAC's government relations are coordinated.

Our Membership

The propane industry is dominated by small and medium sized businesses that handle the wholesaling, retailing, marketing transportation, equipment manufacturing, and service aspects of the business. The largest industry players are on the production side of the business and include some of Canada's well known energy companies.

In 2007, the PGAC attracted 23 new members. Sixteen members were impacted by mergers and acquisitions. On December 31st, membership totalled 277 members including 106 propane producers, 20 wholesalers, 82 retailers, 14 transporters, 30 manufacturers of appliances, cylinders and equipment, and 25 associates.

Membership by Category



About the PGAC

PGAC Goals

The day-to-day operations of the PGAC are guided by a Board-approved annual business plan, which is made readily available to members. In 2007, the objectives pursued and tactics undertaken were aligned closely with the following goals:

- **Creating an Environment for Growth** – to support industry in the continued growth of propane usage in Canada.
- **Enhancing Safety & Environmental Responsibility** – to support industry in its pursuit of an environmentally responsible and safe industry.
- **Fostering Leadership & Accountability** – to maximize member and relevant stakeholder responsibility in ensuring an effective propane industry.
- **Providing Membership Value** – to support Association members with excellent service.
- **Managing Effectively** – to maximize administrative and financial effectiveness and efficiency of the Association and to support Association employees in their pursuit of job satisfaction.

What follows is a summary of the activities and achievements experienced in 2007 in pursuit of Association goals, as well as a complete consolidated accounting of PGAC and LPGERC finances.

PGAC Vision

With proactive member participation, the Propane Gas Association of Canada will be an effective voice for the Canadian propane industry and offer premier services that add value for members.

PGAC Mission

The mission of the Propane Gas Association of Canada is to support its members in the growth and development of a safe, environmentally responsible Canadian propane industry, for the benefit of all Canadians.

Creating an Environment for Growth

Supporting industry in the continued growth of propane usage in Canada.

Growth at the industry level is about increasing value-added Canadian domestic demand and capturing a bigger piece of the Canadian energy pie, of which propane is currently 2.1%. The supply for this growth can be readily accessed by reducing overall exports levels of propane to the U.S., keeping the economic and environmental benefits of the downstream activity here in Canada.

To be successful in growing its domestic markets the industry must be successful in a number of areas:

- Ensuring existing applications continue to compete on efficiency, environmental performance, convenience, effectiveness and price;
- Bringing to market new and improved applications and additional choices for consumers;
- Ensuring customer service levels, safety and compliance meet and exceed expectations;
- Attracting and retaining skilled employees; and
- Building and maintaining effective relationships with governments and regulators to ensure a level playing field amongst competing fuels.

Many of the activities and initiatives of the PGAC are executed with an eye to supporting our members in advancing these factors for growth.

Pipeline Rates

The PGAC Shippers' Group partnered with the U.S. National Propane Gas Association to challenge pipeline rate increases. While the proposed rates were approved by U.S. regulators, Canadian efforts resulted in a reduction of the proposed increase by 50%.

HNS Convention

The PGAC consulted with Transport Canada on the proposed ratification of the *International Convention on Liability and Compensation in Connection with the Carriage of Hazardous and Noxious Substances by Sea, 1996* (HNS Convention).

Shippers Council of Canada

As a member of the Shippers Council of Canada, the PGAC Shippers' Group participated in a process to address shipper concerns about rail service and rates. Legislation was introduced into the House of Commons in the fall of 2007 and subsequently passed, which will better balance the interests of shippers and railways in their commercial dealings.

Household Hazardous Waste (HHW) Stewardship Program

The PGAC acted as the technical liaison for the industry during the development of Ontario's Environmental Stewardship Program, which includes small propane containers in its residential hazardous waste basket.

Creating an Environment for Growth

Advocacy

When it comes to establishing an environment for growth, advocacy is integral to how we support our members individually and the industry overall. Everyday, government officials and regulators address and resolve issues of public safety, shaping the operating environment for our members and Canada's propane industry.

Our role as a trade association is to provide a forum for the industry to work collectively to increase visibility, spell out where propane complements the objectives of government and regulators, and to ensure that the industry's views are considered where policy, legislation, regulations, and codes are concerned. In 2007, the PGAC had many opportunities to make this happen, and members were kept abreast of much of this work through 1075news alerts throughout the year.

Propane Government Days

The PGAC directed two important advocacy events in 2007. The goal of each was to increase awareness of the environmental and economic benefits associated with propane and to commence a dialogue on ways in which the industry and government decision-makers can work together to capitalize on these benefits.

Provincial Propane Government Day – Manitoba

The first was a provincial propane government day in Winnipeg, Manitoba, on March 19th, hosted by the PGAC's Manitoba Provincial Committee. The local issues brought forward included:

- Communications—regarding enhanced two-way communications between industry and the Department of Labour and Immigration on industry regulatory matters, including the re-institution of a Propane Industry Advisory Committee.
- Compliance—regarding enhancements to government inspection services and better notification processes on regulatory changes to industry.
- Auto Propane—regarding support for propane vehicles as a recognized environmentally friendly vehicle.

CN Rail Strike

As soon as employees at Canadian National Railway prepared for strike action, the PGAC began an aggressive communications and media campaign directed at the Canadian Industrial Relations Board and key federal and provincial Ministers, expressing the impact of service disruptions on certain propane consumers, asking for an immediate resolution to the situation and stressing the need to recognize the reliable transportation of propane by rail as an essential service.

TDG Amendments

When Amendment No. 7 to the Transportation of Dangerous Goods Regulations appeared in the Canada Gazette for industry comment, the PGAC gathered input from members and submitted an industry position in favour of the changes. Regarding TDG Amendment No. 6, the PGAC continued to meet with Transport Canada officials to affect support for industry positions presented in December, 2006.

Creating an Environment for Growth

Federal Propane Government Day – Ottawa

A federal propane government day was hosted in Ottawa, Ontario, on May 31st, during the PGAC national conference. The federal issues brought forward included:

- Shippers' Rights Legislation—regarding the need for a legislated framework that better balances the interests of shippers and the railways.
- TDG Regulations (Amendment 6)—ensuring government introduced only those regulations that support enhanced public safety and that can be effectively implemented.
- Environmental Emergency Regulations Exemption—regarding an exemption from the requirement to register propane tanks used for heating fuel.
- Auto Propane—regarding recognition of the essential role transportation propane can play as part of federal environmental and fleet management initiatives.
- PERC Canada—regarding federal support for legislation to create a Propane Education & Research Council for Canada.

Expansion of Government Relations

As the Association and its provincial committees generate interest and excitement with each government day event, opening doors to continued and strengthened dialogue, it became clear that the time for a more sustained advocacy presence had come. In order to build trust, awareness, understanding, and recognition of how the industry can help governments and regulators to achieve their objectives, the industry needs to provide an on-going presence at the table on issues of shared interest.

In that regard, we turned the corner in 2007, setting the stage for a new kind of journey in 2008 and beyond, with the creation of a full time executive position in Government Relations and a commitment to a visible downtown Ottawa office.

Canada's propane industry has the potential to be a significant advocacy force. With member involvement and a more visible, active presence, we will continue our work to secure an environment conducive to the growth of propane demand in Canada.

Changes to the Contraventions Regulations

The Contraventions Act of 1992 and its Regulations established a simple system for allowing certain federal offences to be "ticketed". In 2007, the Act was amended to add several ticketable offences listed under the Transportation of Dangerous Goods Act. The PGAC solicited industry input and provided feedback during the consultation period. The changes allow a person to plead guilty without having to appear in court, paying a fine ranging from \$500-\$1000; a quicker, more convenient process for dealing with "simpler" federal offences.

Environmental Emergency (E2) Regulations

The propane industry has long been seeking an outright exemption from the requirement to have an Emergency Response Assistance Plan for propane tanks used for heating. Short of that, industry had asked for the threshold (4.5 tonnes) for mandatory registration to be raised. Government's response has been that a change in the Canadian Environmental Protection Act, and not the Regulations, would be required to support industry's position. The Act is expected to be reviewed in 2008. The PGAC will again be advocating for the exemption. In the meantime, minor changes to the E2 Regulations were gazetted for consultation in June 2007, which the PGAC supported. The changes provide relief for consumers with quantities of propane in tanks up to 10 tonnes capacity and located more than 360 metres from the nearest off-property dwelling or public building, as they are now excluded from mandatory registration.

Creating an Environment for Growth

PERC Canada

The establishment of a Propane Education and Research Council in Canada (PERC Canada) is at the core of creating an environment for growth. The funding provided by PERC Canada would go directly to strategic investments in Canadian research and development in new propane and alternative energy uses. Bringing new and improved applications to the marketplace will allow the industry to compete more aggressively against emerging clean alternatives. The funding would also go toward the promotion of consumer and employee safety and education and training, which would assist in ensuring customer service levels, safety and compliance are met – another important growth factor.

In 2005, an industry steering committee was established, which includes representatives from the PGAC and the Quebec and Ontario Propane Associations, to work toward the achievement of PERC Canada. While the proposal has garnered support among some political and government officials, the initiative has essentially stalled as a result of the minority government situation and the relative low awareness of propane amongst government decision makers. A strategic decision was made to re-organize our government relations approach to support a more broad and comprehensive plan for government relations, which would integrate the PERC initiative among other files of key interest to industry. The restructuring began in the fall of 2007, with recruitment for a Vice President of Government Relations completed by year's end.

Energy Dialogue Group (EDG)

The PGAC promotes the profile of the PGAC and the role of propane in Canada's energy mix, economy and as a contributor to improved environmental performance through continued active member participation in the EDG, an influential forum of energy associations which regularly promotes to governments a strategic perspective on energy issues.

PERC Canada Updates

The PGAC contributed five columns to Propane Canada Magazine in 2007 on the topic of PERC, providing progress updates and insight about the potential impact of an education and research council on the industry. The articles were made available in both languages on the PGAC website.

Enhancing Safety & Environmental Responsibility

Pursuing an environmentally responsible, safe and effective propane industry.

The PGAC continues to support industry in its pursuit of an environmentally responsible, safe and effective propane industry. While a variety of 2007 initiatives, services and activities of the PGAC contributed to progress in this regard, the most significant were the activities of the PGAC's Propane Training Institute and the Liquefied Petroleum Gas Emergency Response Corporation (LPGERC).

Education and Training

The PGAC offers state-of-the-art training and education programs to the industry through the Propane Training Institute (P•T•I), a division of the PGAC.

P•T•I offerings include a total of 34 standard propane handling and awareness courses, 12 of which are available in French. The courses are designed to focus on specific job-related topics that address technical training needs. Most courses can be completed in eight hours or less, minimizing time away from work. The newest courses incorporate a new structure, allowing for delivery as on-the-job training under qualified supervision. Upon completion of a written and hands on exam, successful students receive a government-recognized certificate.

In 2007, P•T•I issued over 20,000 new certificates – that's 77 newly certified industry members every business day.

P•T•I worked hard to maintain its active network of nearly 1,100 certified trainers and examiners who deliver P•T•I courses all across the country. P•T•I ensures each trainer and examiner has a minimum of three years industry experience, adequate insurance, and that their status is renewed every three years. In 2007, P•T•I completed a three-year review on more than 310 trainers/examiners and qualified 101 new trainers/examiners.

To facilitate ready access to this expansive training network and P•T•I offerings, P•T•I continued to work closely with four Regional Business Partners: Western region, Prairie region, Québec region, and Eastern region.

Partnerships in Health and Safety

For Alberta members, the PGAC is a partner in the Alberta's *Partnerships in Health and Safety*, a program by the Department of Employment, Immigration and Industry. Over 40 of our members have received Certificates of Recognition (COR) through the program, qualifying COR holders for significant rebates on Workers' Compensation Board (WCB) premiums, due to an increased safety profile.

2007 P•T•I Sales

In 2007, P•T•I achieved a 7.8% increase in sales over 2006.

Access to Training

There are various ways to access P•T•I training: a Regional Business Partner can arrange training through a local certified P•T•I trainer/examiner; local propane suppliers may have employees certified to deliver P•T•I training; a Regional Business Partner can arrange to have a company employee become a certified P•T•I trainer/examiner.

Enhancing Safety & Environmental Responsibility

P•T•I directs requests for training to the appropriate Regional Business Partner for coordination, and consults regularly with the Regional Business Partners on marketing and training plans, working diligently to accurately identify the appropriate market niches for the training products offered.

In 2007, ensuring a high level of integrity in the P•T•I certification process continued to be a priority. Internally, P•T•I staff continued to make process improvements to enhance production, inventory management, and distribution of training materials, ensuring delivery of quality training products and certificates to the training network and students in a timely and cost effective manner.

P•T•I also continued progress on a number of other initiatives aimed at providing maximum value of P•T•I training programs for PGAC members and the industry. These included:

- Ongoing review and updating of course materials to ensure compliance with various national codes;
- Development of new training materials to support existing courses;
- Development of new courses; and
- Translation of existing courses.

Finally, P•T•I continued to nurture relationships and partner on joint initiatives with various industry stakeholders with a shared interest in safety and compliance, such as the Canadian Standards Association, the BC Safety Authority, and the Alberta Department of Employment, Immigration and Industry.



New P•T•I Training Courses in 2007

In 2007, P•T•I launched one new English course, *Cargo Loading and Securement: Propane Tanks, Cylinders and Related Equipment (300-05)* and introduced the French version of *TDG Hose Testing (100-07)*.

Courses in Development for 2008

In 2007, P•T•I began the development of two new offerings that will be released in early 2008. Firstly, a new course, *Connection and Use of Construction Heaters Over 400,000 BTUH (400-03)*. Secondly, the French version of a similar course, *Connection and Use of Construction Heaters Up To 400,000 BTUH (400-01)*.

Partnering with Regulators

To assist companies found in non-compliance during inspection checks in British Columbia, P•T•I worked with government regulators to prepare a joint marketing brochure identifying relevant training options.

Royalty Payments

In 2007, P•T•I received its first royalty payment from the Canadian Standards Association from the 2006 joint effort to develop the training course *Module 25 – Liquid Propane*.

Enhancing Safety & Environmental Responsibility

Emergency Response

Another foundation of a safe industry is solid emergency preparedness and response capability. The PGAC offers this for its members through its subsidiary, the Liquefied Petroleum Gas Emergency Response Corporation (LPGERC).

Through member exclusive services, the LPGERC makes accessible to members the emergency response capability necessary to handle incidents across the country involving liquefied petroleum gas (LPG) contained in rail cars, tank trucks or stationary storage tanks (420lb/191kg or greater).

Specifically, the LPGERC provides emergency response to Plan Participants who transport the following LPG products, which are gases at standard temperatures and pressure: Propane; Propylene; Isobutane; Butane; Butylene; Isobutylene; and Butadiene (stabilized).

LPGERC's emergency response services include well-trained and qualified people, state-of-the-art equipment, knowledgeable advice and timely assistance, allowing industry and first responders to deal effectively with an LPG emergency.

In 2007, the LPGERC maintained a network of 12 Response Managers (RMs), 23 Response Team Leaders (RTLs), 35 Remedial Measures Advisors (RMAs), and a Home Base Coordinator (HBC), all propane professionals working in the industry in strategic locations across Canada. Emergency responders are constantly available through a 24-hour activation telephone number. Once an ERAP has been activated, technical and product experts (RMAs) are dispatched to the scene of the emergency. If necessary, Response Teams are brought in with special equipment and expertise for such things as flaring or purging.

LPGERC Mandate

To provide emergency preparedness and response capability for Plan Participants.

LPGERC Mission

To provide a level of service to Plan Participants that will encompass trained and qualified people, quality equipment, knowledgeable advice and timely assistance, allowing responders to deal effectively with an LPG Emergency safely and effectively.

LPGERC Puts the A in ERAP

Anyone who "offers for transport" or "imports" LPG by rail, road or boat is required by Transport Canada to have an Emergency Response Assistance Plan (ERAP). In the unlikely event that an ERAP is activated, a network of propane professionals will respond to the incident, anywhere in Canada.

Enhancing Safety & Environmental Responsibility

The LPGERC continued to execute its rigorous and comprehensive emergency response training program in 2007, ensuring response personnel completed their mandatory on-going training and testing requirements. A number of training and audit verifications were conducted, with a national training session in Saint John, New Brunswick, and regional training in various locations. Required training involves, on a rotating basis, 16 courses on a broad range of procedures such as product transferring, vapour and liquid flaring, container purging, static electricity control as well as First Aid, CPR, H2S Awareness and more.

Since inception in 1997, the LPGERC has grown to become known as the benchmark for LPG emergency response in Canada. The keys to success for the LPGERC include a focus on the safety of LPGERC personnel and first responders, as well as collaborating with industry and government to better understand the needs of both groups. Reinforcing the value of its services in 2007, the LPGERC welcomed 17 new Plan Participants, and successfully responded to all incidents in which it was called upon.

A number of other notable, but behind-the-scenes, initiatives were undertaken in 2007 which quietly enhanced the value of LPGERC services for Plan Participants. They include:

- Updating forms and information packages which were also made available on-line;
- Upgrading navigation and content to the website, including the addition of all responder training records;
- Relocating the Response Centre to Calgary;
- Conducting various speaking engagements and communications to First Responders; and
- Executing various marketing and networking initiatives.

“We help our Plan Participants further understand their role within their own ERAP. By law the Plan Participant has a role to play, in coordination with the LPGERC, and must understand what that role entails. Our objectives have always included raising awareness about the requirement for an ERAP, and helping companies in need obtain one.”

— Scott Blaney, LPGERC General Manager

Training Highlights

The LPGERC is pleased to report that in 2007, all required Regional training was completed, with one regional team and 18 RMAs receiving 100% on their training results.

Injury-Free Since 1997

In its entire history, LPGERC response personnel have never incurred a reportable injury while responding to an incident.

Fostering Leadership & Accountability

Maximize member and relevant stakeholder responsibility in ensuring an effective propane industry.

A major objective of the PGAC is to help the industry help itself to ensure safe, compliant and thriving operations. Member involvement is essential for the execution of this mandate and to enable the Association to maintain a high level of credibility when dealing with governments and other key stakeholders. The PGAC provides numerous opportunities for active involvement in issues of importance to members.

Representation on Industry Committees

In 2007, the PGAC was represented on over two dozen codes and standards committees, all working to ensure Canada maintains a state-of-the-art industry that operates safely and responsibly. Examples include various national codes and standards committees (e.g. CSA B149), national advisory committees (e.g. TDG Policy Advisory Committee), other association joint committees (e.g. Compress Gas Association), and multiple provincial committees (e.g. BC Gas Safety Advisory Committee).

Two New National Committees

National Technical/Regulatory Committee

In late 2007, the PGAC, in collaboration with the Ontario and Quebec Propane Associations, created a National Technical/Regulatory Committee to work on critical technical and regulatory issues facing our industry. To facilitate broad representation, the committee communicates via conference calls, minimizing travelling expenses and time away from the office. The Committee meets quarterly. The first meeting of the new committee was held on December 18th. Meeting minutes are circulated to members on an ongoing basis.

Industry SWOT Analysis

In early June, the PGAC partnered with the Ontario Propane Association in a focus group session in Toronto with select retailers to conduct an initial assessment of the industry and identify some industry level activities required to garner better overall industry success moving forward. The outcome confirmed that getting the good news out about propane and developing a more visible presence among our stakeholders as we advocate for change were integral to growth of the industry.

Partnering with the TSSA

PGAC Technical Advisor **David Stainrod** works closely with the Technical Standards and Safety Authority in Ontario, keeping PGAC members informed of emerging issues, and bringing PGAC feedback to the table on many topics such as the definition of a filling plant, servicing requirements for pressure relief valves (PRVs), and plastic venting requirements, to name a few. PGAC President **Ann Marie Hann** and PGAC Board member **Martin Clough** also sit on the TSSA's Propane Advisory Council.

Fostering Leadership & Accountability

National Auto Propane Committee

Also in late 2007, the PGAC created a new national Auto Propane Committee serving the interests of auto propane service suppliers and fuel marketers. Operating in the same manner as the Technical/Regulatory Committee, this committee will review and develop responses to address challenges that face this particular sector of the industry. The first meeting of the new committee was held in February, 2008. Future meetings will be held quarterly and meeting minutes will be reported to members on an ongoing basis.

Provincial/Regional Propane Committees

The PGAC supports four active provincial/regional committees in their mandate to address the local interests of members: British Columbia, Alberta, Manitoba, and Atlantic. In 2007, an increased commitment to support these meetings was realized through regular attendance by the PGAC President and the timely distribution of agendas, notices, meeting minutes and follow up alerts to the broader membership.

A broad range of issues were addressed over the course of the year. Some of the highlights include:

- The BC committee partnered with a number of stakeholders in the region to develop comprehensive action plans for the anticipated spring flooding, which threatened large areas and thousands of propane customers. Other issues reviewed included changes to gas code regulations, the need for auto conversion standards, and a variety of notices from the BC Safety Authority.
- Alberta members continued to work directly with the provincial government and regulators on a number of issues, such as the treatment of propane in government program planning (Alberta Natural Gas Rebate Program), Q-permits and gas code regulations. In the fall, active Alberta members, with the assistance of two industry social clubs, the Lamplighters and the Kandlelighters, hosted another successful Alberta Seminar and Golf Tournament. **Bob Bush** of Canwest Propane Ltd. chaired the seminar event.

Provincial/Regional Chairpersons

British Columbia – **Kevin O'Donnell**, TeamWorks Solutions Ltd.;
Alberta – **Bob Bush**, Canwest Propane Ltd.;
Manitoba – **Blair Overby**, Federated Co-operatives Limited;
Atlantic – **George Connors**, Scotia Propane Ltd.

RV Propane Safety

The British Columbia Safety Authority (BCSA), with assistance from the BC Provincial Committee, developed a brochure on Recreational Vehicle Propane Safety. The brochure can be downloaded from the BCSA or PGAC websites.

2007 AB Seminar – Major Sponsors

Accu-Flo Meter Service Ltd.; Blackmer; Blindman Valley Co-op; Canwest Propane Ltd.; Dominion Fittings; Fairview Fittings and Manufacturing Limited; Manchester Tank Canada Ltd.; MaXfield Inc.; MaX-Quip Inc.; Rogers Insurance Ltd.

Fostering Leadership & Accountability

- In Manitoba, in addition to the suite of issues raised at their Propane Government Day in March and pursued afterwards, the committee hosted their 28th Annual Meeting and Golf Tournament in June, which brought industry members together from all over the region. **Tom Cheret** of MaX-Quip Inc. chaired the golf event.
- The Atlantic committee successfully lobbied the Nova Scotia Fuel Safety Board to recommend to Government the modification of the requirement which currently requires the signatures of two technicians on propane gas installation green tags, an onerous requirement for industry.

Corporate Governance

A demanding and invaluable opportunity for active member involvement and leadership is a volunteer position on the PGAC or LPGERC Boards of Directors, or the LPGERC Operating Committee. Employees of member companies are welcome to stand for election to serve on any of these three important entities.

PGAC Board of Directors

The PGAC is governed by a volunteer Board of Directors, consisting of seven to nineteen individuals, all of whom are employees of active PGAC member companies. Directors are elected or appointed to serve two year terms that begin and end at the Annual General Meeting (AGM), held in late spring of each year. Day-to-day administration of the PGAC is overseen by President **Ann Marie Hann**.

At the 2007 AGM on May 31, the PGAC welcomed four new members to the Board, re-appointed three to another two year term, wished farewell to one, and observed the re-election of **Peter Thorpe** as Board Chairperson for a second year.

*The PGAC Board of Directors, as of December 31, 2007, as pictured on page 2, left to right: **Front row:** Sharon Lemke, Dan McPhee, Ann Marie Hann. **Back row:** Maurice Gratton, Martin Clough, Ninderpal Shoker, Andy Gruszecki. **Missing:** Don Bietz, Bob Good, David Hall, Jon Huddle, Gerry Jones, Guy Marchand, Peter Thorpe.*

2007 Manitoba Committee Meeting & Golf Tournament – Major Sponsors

Blackmer; Diversco Supply Inc.; Fairview Fittings and Manufacturing Limited; Manchester Tank Canada Ltd.; Manitoba Propane Committee; MaX-Quip Inc.; National Energy Equipment Inc.; Worthington Cylinders of Canada Corp.

Provincial Associations

The PGAC collaborates with two provincial associations that exist to represent their respective provincial interests: the Association québécoise du propane (AQP) and the Ontario Propane Association (OPA).

Managing Director to President

Following the approval of PGAC by-law changes by Corporations Canada in November, the position of PGAC Managing Director was re-titled to President.



Fostering Leadership & Accountability

Directors who served on the Board in 2007 include the following:

- **Peter Thorpe**, Worthington Cylinders of Canada Corp. – Tilbury, Ontario *Chairperson, Executive Committee*
- **Sharon Lemke**, Blindman Valley Propane Co-op – Eckville, Alberta *Past Chairperson, Executive Committee*
- **Don Bietz**, ECL Transportation Limited – Calgary, Alberta
- **Martin Clough**, Superior Propane – Calgary, Alberta *Chairperson, National Technical/Regulatory Committee*
- **Bob Good**, Autogas Propane Ltd. – Burnaby, British Columbia
- **Maurice Gratton**, NGL Supply Co. Ltd. – Calgary, Alberta *Chairperson, Shippers Group*
- **Andy Gruszecki**, Provident Energy Ltd. – Calgary, Alberta
- **David Hall**, BP Canada Energy Company – Calgary, Alberta *Executive Committee*
- **Jon Huddle**, Diverso Supply Inc. – Cambridge, Ontario
- **Gerry Jones**, Metro Propane Inc. – Winnipeg, Manitoba
- **Terry Lamb**, Manchester Tank Canada Ltd. – Tillsonburg, Ontario
- **Guy Marchand**, Budget Propane Inc. – Valleyfield, Quebec *Executive Committee*
- **Dan McPhee**, Shell Canada Limited – Calgary, Alberta *Executive Committee*
- **Ninderpal (Paul) Shoker**, Spectra Energy Empress L.P. – Calgary, Alberta
- **Jack Osland**, Mutual Propane Ltd. – Edmonton, Alberta

LPGERC Board of Directors

The LPGERC is governed by a volunteer Board of Directors of its own, as well as a volunteer Operating Committee. Members of each must be employees of LPGERC Plan participants. Day-to-day administration of the LPGERC is overseen by General Manager, **Scott Blaney**.

In 2007, the LPGERC welcome one new Board member and one new Committee member, and thanked two retirees for their years of services.

- **David Hall**, BP Canada Energy Company – Calgary, Alberta *Chairperson*
- **Bob Bush**, Canwest Propane Ltd. – Calgary, Alberta
- **Martin Clough**, Superior Propane – Calgary, Alberta
- **Tom Fredericks**, ECL Transportation Limited – Calgary, Alberta
- **George Gerlach**, Shell Canada Limited – Calgary, Alberta *Retired*
- **Maurice Gratton**, NGL Supply Co. Ltd. – Calgary, Alberta
- **Jim MacKinnon**, Imperial Oil – Calgary, Alberta

LPGERC Operating Committee

- **Bruce Hall**, Petro-Canada – Calgary, Alberta
- **Dwight Jacobson**, Key Energy Transport – Calgary, Alberta
- **John Lewis**, Railway Association of Canada – Calgary, Alberta
- **Pat Mason**, Spectra Energy Transmission – Taylor, British Columbia
- **John McCormack**, Superior Propane – Dartmouth, Nova Scotia
- **Tim Patterson**, BP Canada Energy Company – Sarnia, Ontario *Retired*
- **Derek Robertson**, ECL Transportation Limited – Calgary, AB
- **Ernie Wong**, Imperial Oil – Sarnia, Ontario

Providing Membership Value

Support Association members with excellent service.

There are many good reasons to join the PGAC. In addition to the many initiatives and services already detailed, which primarily covered the areas of government and regulatory advocacy, training, and emergency response, the PGAC offers a number of other services, some of them exclusive, that enhance the value of membership.

Free Technical Assistance for Members

To help propane companies navigate the complex array of legislation and regulations, the Propane Gas Association of Canada offers a free technical assistance service exclusively for members.

Equivalent Level of Safety (ELS) Permits

A person wishing to carry on special activities related to transporting dangerous goods under with the TDG Regulations requires a special permit. As an exclusive service to members, the PGAC holds a number of these special permits on behalf of members.

Preferred Rates on Commercial Insurance

Through a partnership negotiated in 2006 with Rogers Insurance Ltd., PGAC members continue to be eligible for preferred rates on a comprehensive commercial insurance program designed exclusively for the propane industry.

Propane Supply and Demand Market Study

The PGAC commissioned Purvin & Gertz to prepare a propane market study, exclusively for members. The report, completed in April 2007 in English and French, includes an overview of the propane market and information on supply, demand and the economic impact of the industry. A 15-page executive summary can be freely accessed on the PGAC website. The full report is reserved for members in the secure Members Area.

Top Five Products and Services

In a 2006 survey, when asked to choose the top five products and services deemed to be of most benefit, members listed the following:

- 1st – LPG Emergency Response Services;
- 2nd – Propane Training Institute Programs;
- 3rd – Monthly Newsletter;
- tied for 4th, 5th, & 6th – Alerts, Website and the National Conference.

New Benefits of Membership Brochure

In 2007, the PGAC released a new, professional, informative brochure outlining the many benefits of membership. Look for it on the PGAC website.

Regulations Expertise

PGAC Technical Advisor David Stainrod contributed five columns to Propane Canada Magazine in 2007, providing insight and guidance for industry members on the following issues: proper technician training, overfill prevention devices, safe compliant installations, technical audits, and construction heaters and torches. The articles were made available in both languages on the PGAC website.

ELS Permits on the PGAC Website

Copies of all Equivalent Level of Safety (ELS) permits held by the PGAC for members can be accessed on the PGAC website.

Providing Membership Value

Networking and Professional Development

2007 PGAC National Conference and Golf Tournament

Every year, the PGAC hosts a national conference and golf tournament to bring members together, providing networking and professional development opportunities, and a forum to address issues of importance to the industry.

In 2007, the PGAC held its 40th annual conference in Ottawa, Ontario, from May 30th to June 1st, at the Delta Ottawa Hotel and Suites. Feedback from delegates on the speaker line-up was very positive, with surveys revealing that the speakers were interesting and the content informative and useful.

The keynote speaker was **James Rockall**, all the way from the World LPG Association in Paris. The many topics covered included an overview of Canada's supply, demand and pricing; growth potential in the oil patch and with auto propane fleets; new technology such as underground propane tanks, lawnmower conversions and propane fuelled cooling and humidification; training and education insights; PERC in the U.S.; and a half day dedicated to transportation related issues.

On site translators provided all delegates the opportunity to hear the presentations in the official language of their choice. The presentations were made available on-line or by CD to members, free of charge.

2007 PGAC Conference & Golf – Organizing Committee

Don Robertshaw (Conference Committee Chairperson), Shell Canada Energy;

John Sereda, Cal-Gas Inc.;

Gary Froese, McRobert Fuels Limited;

Dan Granger, EDPRO Energy Group Inc.;

Andy Burton (Golf Committee), Aabco Propane Inc.;

Linda Robertshaw (Volunteer - Companion Program).

2007 PGAC Conference – Major Sponsors

Platinum: BP Canada Energy Company, Shell Canada Energy, Superior Propane.

Gold: Canadian National Railway.

Silver: Canwest Propane Ltd., Budget Propane Inc., LPGERC, Propane Training Institute.

Providing Membership Value

Industry Communications

The PGAC keeps members informed through relevant communications, employing a variety of communication tools and maintaining on-going two-way dialogue with members.

In 2007, the PGAC adopted a new look and feel to improve the professionalism of ongoing communications and to enhance brand recognition. The new appearance reflects the PGAC's mandate to be the credible, identifiable, and unified national voice for Canada's clean alternative.

1075news



alerts and bulletins – For communication of emerging issues, the PGAC sent 118 email alerts and bulletins to relevant member groups in 2007 – a four-fold increase over previous years. All alerts and bulletins are archived in the secure Members Area of the PGAC website for continual access anytime.



bytes – Members received the PGAC e-newsletter every month. With the new technical changes introduced in 2007, live links were added, making it possible to share information sources, and more details about everything from industry news, member news, career opportunities, coming events, and more. An archive of e-newsletters is available on the PGAC website for public and member access at any time.



talk – The PGAC publishes association news and editorial content in every edition of Propane Canada magazine. Those who do not subscribe to the bi-monthly magazine can access the PGAC submissions on the PGAC website. Beginning in 2007, the on-line service was made available in French.



events – the PGAC releases regular updates about PGAC events to members and industry stakeholders through email, direct mail, media and event web pages on the PGAC website.

CN Rail Strike

When the strike situation developed at Canadian National Railway in early 2007, the PGAC lead members through an aggressive communications campaign, with templates, letters, faxes, emails and phone calls; to help members prepare employees, the PGAC provided detailed communications and media tips, with protocol suggestions and key messages.

PGAC New Look-and-Feel



Propane Canada Magazine 2007



Providing Membership Value

PGAC Website

In January, the PGAC launched a completely refreshed, bilingual website featuring extensive content and navigation enhancements and offering a wealth of information to the general public and members alike. The new site includes a number of dynamic features that are regularly updated with relevant information, such as the Events Calendar, Coming Events, Industry News, PGAC News, What's New at the PGAC and What's New for Members. Value-added information reserved for members is located in the secure Members Area, such as alerts and bulletins, national and provincial committee meeting minutes, event presentations, member contact information and more.

In addition to what is visible to members and the public, much behind-the-scenes work was completed on the PGAC's website database to enhance the PGAC's ability to target electronic communications by audience and topic, to track and report on membership activities, and to track and report on website usage statistics.

National Awards of Distinction

In 2007 the PGAC introduced the PGAC Propane Awards of Distinction Program, an annual recognition program which features three prestigious awards and a student scholarship. The PGAC developed the program to honour member organizations and individuals who have earned distinction through demonstration of exceptional accomplishment in the propane industry.

As the program develops in the years to come, it will also become a showcase to demonstrate to competitors, governments, consumers and stakeholders that the propane industry is united, with strong leadership and impressive commitment to a clean, safe, prosperous Canada.



Media Room

Did you know the PGAC took the first steps toward developing a Media Room for the PGAC website. Check it out under *About PGAC*.

Auto Propane Savings Calculators

Did you know the new website has Auto Propane Savings Calculators? Check them out under *All About Propane/Propane Resources*.

Website Statistics – Most Popular Downloads

For 2007, website analysis shows that the most popular downloads were the monthly newsletter followed by the Propane Properties document, the MSDS Sheet, the Propane Gas Safety brochure and the Annual Report.

2007 National Awards of Distinction – Financial Contributors

Blindman Valley Propane Co-op;
BP Canada Energy Company;
Superior Propane.

2007 National Award of Distinction – Winners

As pictured, left to right:
Association Volunteer Service Award winner, **Don Robertshaw**. Presidential Award – Individual winner, **Gregory Bourque** (*seated*). Presenter, PGAC Board Chairperson, **Peter Thorpe**. Presidential Award – Company winner, **Budget Propane Inc.** (accepted by **Guy Marchand**)
Missing:
W.L. Kurtze Scholarship Award winner, **Jeffrey Wong**.

Managing Effectively

Maximize administrative and financial effectiveness and efficiency of the Association. Support Association employees in their pursuit of job satisfaction.

Like any organization, to be effective, the PGAC must manage operations and finances effectively and provide an engaging working environment where employees are motivated and committed to achieving the objectives of the Association. The PGAC included a number of objectives and tactics in the 2007 business plan aimed at success in these areas.

Effective, Efficient Administration

In 2007, great strides were made in the centralizing financial and corporate services functions under the management of one department. The same was true for the centralization of all internal administrative support services. The result will be a noticeable enhancement in process, efficiency and coordination of effort.

These efficiency gains were complemented by the addition of a new telephone system with modern features that add additional processing capacity, plus an on-going review and update of internal administrative policies and procedures.

Similarly, a new financial management and reporting framework was implemented to increase financial accountability and transparency to the Board of Directors. Corresponding with the enhancements in financial accountability, a new position on the PGAC Board Executive Committee was created – Finance and Audit Representative.

PGAC & LPGERC Staff

See page 37 for a complete list of PGAC and LPGERC Staff members.

Managing Effectively

Retention and Recruitment

Attracting and retaining employees is a widespread challenge, for a host of reasons. In 2007, the propane industry felt the pressure internally and externally. As the PGAC and members struggled to fill their own vacancies, industry stakeholders, such as regulators and government departments, also felt the pinch of turnover with the loss of corporate knowledge and subject matter expertise.

That's why the PGAC includes human resource policy among its priorities. Retaining good employees and recruiting highly qualified individuals for vacancies is essential for gaining and maintaining momentum as the PGAC serves its membership.

In late 2007, the PGAC completed a draft of its first comprehensive Human Resources Policy and Procedures Manual, and job descriptions were updated to accurately capture duties and competencies required for each role. Staff training and development plans were discussed on a one-on-one basis with staff, and a process put in place for annual staff performance reviews beginning in 2008.

Welcome to the Team

Recruitment efforts were intense in 2007, with five key positions to fill – the new position of Policy Analyst, the front line position of reception, the re-structured position of Business Manager (formerly accounting), the senior administrative position, and the new executive position of Vice President Government Relations.

PGAC Long Service Awards Program

2007 recipients of the PGAC's Long Service Awards were **Val Peters** with 10 years of service, and **Jean Stirling** with 5 years.

PGAC Financial Statements

Auditors' Report

To the Members of Propane Gas Association of Canada Inc.,

We have audited the consolidated statement of financial position of the Propane Gas Association of Canada Inc. as at December 31, 2007 and the consolidated statements of operations, changes in net assets and cash flows for the year then ended. These consolidated financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

Membership revenue of the Association, by its nature, is not susceptible to complete verification as it is impossible to determine the appropriate membership fee that each member should remit. Accordingly, our examination of revenue was limited to accounting in the records of the Association for the fees that were remitted.

In our opinion, except for the effect of adjustments, if any, which we might have determined to be necessary had we been able to satisfy ourselves concerning the completeness of the membership revenue referred to in the preceding paragraph, these consolidated financial statements present fairly the financial position of the Association as at December 31, 2007 and the results of its operations, changes in its net assets and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Chartered Accountants

BDO Dunwoody LLP Chartered Accountants and Advisors

Calgary, Alberta
February 19th, 2008

PGAC Financial Statements

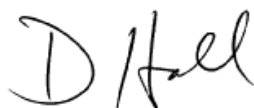
Propane Gas Association of Canada Inc. Consolidated Statement of Financial Position

December 31	2007	2006
Assets		
Current		
Cash and cash equivalents	\$ 877,188	\$ 277,767
Marketable securities (Note 4)	728,758	773,026
Accounts receivable (Note 3)	187,888	148,495
Inventory (Note 2(d))	55,957	85,652
Prepaid expenses	<u>61,634</u>	<u>53,997</u>
	1,911,425	1,338,937
Property and equipment (Note 5)	<u>73,696</u>	<u>72,781</u>
	\$ 1,985,121	\$ 1,411,718
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 232,361	\$ 186,295
Deferred revenue	<u>466,650</u>	<u>57,871</u>
	<u>699,011</u>	<u>244,166</u>
Net assets		
Invested in property, equipment, and product development costs	73,696	72,781
Unrestricted	712,414	594,771
Restricted (Note 6)	<u>500,000</u>	<u>500,000</u>
	<u>1,286,110</u>	<u>1,167,552</u>
	\$ 1,985,121	\$ 1,411,718

Approved on behalf of the Board:



Director



Director

The accompanying notes are an integral part of these consolidated financial statements.

PGAC Financial Statements

Propane Gas Association of Canada Inc. Consolidated Statement of Operations

For the year ended December 31	2007	2006
Revenue		
Convention, symposiums and seminars	\$ 77,048	\$ 118,864
Course fees revenue	747,753	693,383
Equipment rental and maintenance	-	616
Interest and other	40,210	56,475
Member contributions	56,315	78,739
Membership fees	1,956,286	1,776,808
Miscellaneous revenue	5,170	21,955
Activation fees	350,771	111,371
	<u>3,233,553</u>	<u>2,858,211</u>
Direct expenses		
RMA retainer contracts	137,757	134,619
Equipment retainer contracts	216,504	206,950
Other direct expenses	199,764	175,318
Activations	347,280	107,449
Training	115	9,708
	<u>901,420</u>	<u>634,044</u>
Margin	<u>2,332,133</u>	<u>2,224,167</u>
Expenditures		
Advertising and marketing	61,577	71,658
Amortization	20,829	38,809
Bank charges and interest	7,932	1,536
Business development	5,828	7,228
Communications	7,030	20,746
Conference and meetings	65,585	97,503
Dues and memberships	8,445	10,084
Equipment rental and maintenance	35,143	38,227
Golf tournaments	12,918	10,504
Government and industry relations	134,545	169,553
Information technology	80,634	130,881
Insurance	87,203	85,121
Membership expenses	5,227	3,649
Miscellaneous	7,771	-
Nationals	50,151	48,643
Office expenses	30,144	40,060
Postage and delivery	14,838	19,930
Professional services	165,681	196,126
Regionals	45,645	49,900
Rent	128,686	122,090
Salaries and benefits	1,063,748	954,544
Special projects	500	1,925
Telephone	26,722	26,345
Temporary staff and staff development	38,942	88,186
Translation	34,423	27,377
Travel	45,722	70,818
Write downs and bad debt	27,706	10,424
	<u>2,213,575</u>	<u>2,341,867</u>
Excess (deficiency) of revenue over expenditure before other item	118,558	(117,700)
Other Item		
Impairment on product development costs and inventory	-	(157,013)
Excess (deficiency) of revenue over expenditure	\$ 118,558	\$ (274,713)

PGAC Financial Statements

Propane Gas Association of Canada Inc. Consolidated Statement of Changes in Net Assets

For the year ended December 31				2007	2006
	Invested in property and equipment	Unrestricted	Restricted	Total	Total
Balance, beginning of year	\$ 72,781	\$ 594,771	\$ 500,000	\$ 1,167,552	\$ 1,442,265
Excess of revenue over expenditure	(20,829) (1)	139,387	-	118,558	(274,713)
Investment in property and equipment	21,744 (2)	(21,744)			
Balance, end of year	\$ 73,696	\$ 712,414	\$ 500,000	\$ 1,286,110	\$ 1,167,552

(1) Consists of amortization expense.

(2) Consists of purchase of new property and equipment.

Propane Gas Association of Canada Inc. Consolidated Statement of Cash Flows

For the year ended December 31	2007	2006
Cash flows from operations		
Excess (deficiency) of revenue over expenditure	\$ 118,558	\$ (274,713)
Item not involving cash		
Amortization	20,829	38,809
Impairment on product development costs and inventory	-	157,013
	<u>139,387</u>	<u>(78,891)</u>
Changes in non-cash working capital balances		
Accounts receivable	(39,393)	2,115
Inventory	29,695	27,671
Prepaid expenses	(7,637)	11,609
Accounts payable and accrued liabilities	46,066	(1,345)
Deferred revenue	<u>408,779</u>	<u>57,233</u>
	<u>576,897</u>	<u>18,392</u>
Cash flows from investing activities		
Sale of marketable securities	44,268	129,857
Purchase of property and equipment	<u>(21,744)</u>	<u>(39,444)</u>
	<u>22,524</u>	<u>90,413</u>
Increase in cash	599,421	108,805
Cash and cash equivalent, beginning of year	<u>277,767</u>	<u>168,962</u>
Cash and cash equivalent, end of year	\$ 877,188	\$ 277,767
Represented by:		
Cash in bank	\$ 791,879	\$ 208,913
Money market fund	<u>85,309</u>	<u>68,854</u>
	<u>\$ 877,188</u>	<u>\$ 277,767</u>

PGAC Financial Statements

Propane Gas Association of Canada Inc. Notes to Consolidated Financial Statements

December 31, 2007

1. Organization

The Propane Gas Association of Canada Inc. ("the Association") is registered as a society under the Canada Corporations Act. The Association is organized and operated primarily for the purpose of publicizing, improving and promoting the Canadian liquefied petroleum gas industry. The Association is a not-for-profit organization and under section 149(1) of the Income Tax Act is exempt from the payment of income taxes.

2. Significant Accounting Policies

The consolidated financial statements of the Association have been prepared by management in accordance with Canadian generally accepted accounting principles. The preparation of consolidated financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates. The consolidated financial statements have, in management's opinion, been properly prepared using careful judgment with reasonable limits of materiality and within the framework of the significant accounting policies summarized below.

(a) Principles of consolidation

The consolidated financial statements include the accounts of LPG Emergency Response Corp. ("LPGERC"), which is a wholly-owned subsidiary. All significant inter-organization transactions and accounts have been eliminated.

(b) Revenue recognition

Revenue for services is recognized when the services are provided and ultimate collection is reasonably assured. The organization follows the deferral method of accounting for contributions. Membership dues are recognized in the year for which the dues are applicable. Dues paid in advance for the following year are recorded as deferred revenue. Interest revenue is recognized on the accrual basis for marketable securities RMA (Remedial Measures Advisors) activation fees are recognized to recover costs from members who require emergency response. The cost of emergency response is billed out to members without significant markup and represents a cost recovery only.

(c) Cash and cash equivalents

Cash and cash equivalents consist of cash on hand and bank balances and investments in money market instruments with maturity of these at market or less.

(d) Inventory

Inventory is carried at the lower of cost and net realizable value.

PGAC Financial Statements

Propane Gas Association of Canada Inc. Notes to Consolidated Financial Statements

December 31, 2007

2. Significant Accounting Policies - (Continued)

(e) Property, equipment and amortization

Property and equipment are recorded at cost. Amortization of property and equipment is based on the estimated useful life of the assets and is provided for as follows:

Furniture and fixtures	- 20% declining balance basis
Computers	- 30% declining balance basis
RMA/RTL/RC equipment	- 20% declining balance basis

(f) Financial instruments

The Association adopted CICA Handbook Section 1506, Accounting Changes, the only effect of which is to provide disclosure and the resulting impact to the Association when an entity has not applied a new source of generally accepted accounting principles that has been issued but not yet effective.

This applies to CICA Handbook Sections 3862, "Financial Instruments Disclosure", and 3863 "Financial Instruments Presentation" which are required to be adopted for fiscal years on or after October 1, 2007. The Association intends to adopt these standards January 1, 2008 and it is expected that the only effect on the Association's financial statements will be incremental disclosures regarding the significance of financial instruments for the Association's financial position and performance, and the nature, extent and management of risks to which the Association is exposed arising from financial instruments.

The Association's financial instruments consist of cash, accounts receivable and accounts payable and accrued liabilities. The fair values of these financial instruments approximate their carrying values, unless otherwise stated. It is management's opinion that the Association is not exposed to significant interest rate, currency or credit risks arising from these financial instruments.

In April 2005, the Accounting Standards Board issued new Handbook sections on financial instruments, Section 3855 and Section 3861. Section 3855 financial Instruments - Recognition and Measurement addresses when financial instruments should be recognized and how they should be measured. Section 3861 Financial Instruments - Disclosure and Presentation provides standards for how financial instruments should be classified on financial statements and the disclosure requirement. The Association has adopted both of the sections for the fiscal year ended December 31, 2007. As a result of adopting these standards, the Association classified the financial instruments as follows:

- Cash and cash equivalents are classified as financial assets held for trading.
- Accounts receivable are classified as loans and receivables.
- Accounts payable and accrued liabilities are classified as other financial liabilities.
- Marketable securities are classified as held to maturity.

There is no material effect to net assets for the change in accounting for financial assets and financial liabilities.

PGAC Financial Statements

Propane Gas Association of Canada Inc. Notes to Consolidated Financial Statements

December 31, 2007

2. Significant Accounting Policies - (Continued)

(g) Foreign currencies

Foreign currency accounts are translated to Canadian dollars as follows:

At the transaction date, each asset, liability, revenue and expense is translated into Canadian dollars by using the exchange rate in effect at that date. At the year end date, monetary assets and liabilities are translated into Canadian dollars by using the exchange rate in effect at that date. Resulting foreign exchange gains and losses are included in income in the current period.

(h) Pension plan

The Association maintains a defined contribution pension plan for its employees. The expense for this plan is equal to the Association's required contribution for the year. During the year, the Association's required contribution to the plan was \$44,140 (2006 - \$36,926).

3. Accounts Receivable

	2007	2006
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Accounts receivable are comprised of the following:

LPG Emergency Response Corp.	\$ 25,856	\$ 15,783
Propane Gas Association of Canada Inc.	<u>162,032</u>	<u>132,712</u>
	<u>\$ 187,888</u>	<u>\$ 148,495</u>

4. Marketable Securities

The marketable securities are Provincial government bonds and have varying maturities through 2015. The marketable securities at December 31, 2007 is \$757,840 (2006 - \$801,958).

5. Property and Equipment

	2007		2006	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization

Computers	\$	158,790	\$	147,229	\$	141,936	\$	93,787
Furniture and fixtures		169,404		108,548		164,514		141,481
RMA/RTL/RC equipment		2,221		942		2,221		622

	\$	<u>330,415</u>	\$	<u>256,719</u>	\$	308,671	\$	235,890
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Cost less accumulated amortization	\$	73,696	\$	72,781
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PGAC Financial Statements

Propane Gas Association of Canada Inc. Notes to Consolidated Financial Statements

December 31, 2007

6. Restricted Net Assets

The Association has internally restricted these funds for the purpose of funding future emergency response requirements. The amount which the board of directors feels will be necessary to fund all possible future emergency response requirements is \$500,000. As at December 31, 2007 the Association has restricted \$500,000 (2006 - \$500,000) for this purpose.

7. Commitments

The Organization leases its office premises, photocopier, file server, water cooler, and certain computer equipment and furniture under operating leases requiring payments over the next five years as follows:

	2008	2009	2010	2011	2012
Office premises lease	68,072	68,072	68,072	68,072	68,072
Office furniture lease	2,974	-	-	-	-
Photocopier lease	22,422	22,422	22,422	18,685	-
Postage meter lease	4,761	4,761	2,381	-	-
Telephone service agreement	3,264	3,264	3,264	3,264	2,448
Water cooler lease	479	120	-	-	-
	<u>\$ 101,972</u>	<u>\$ 98,639</u>	<u>\$ 96,139</u>	<u>\$ 90,021</u>	<u>\$ 70,520</u>

The office lease expires March 31, 2013, the photocopier lease expires October 5, 2011 and the telephone service agreement expires June 28, 2012.

8. Financial Instruments

As disclosed in Note 2(f), the Association holds various forms of financial instruments. The nature of these instruments and the Association's operations expose the Association to currency risk and industry credit risk. The Association manages its exposure to these risks by operating in a manner that minimizes its exposure to the extent practical.

(a) Credit risk

A significant portion of the Association's trade accounts receivable is from companies in the oil and gas industry, and as such, the Association is exposed to certain of the risks of that industry. Also, at December 31, 2006, 64% (2006 - 64%) of the Company's accounts receivables were from three companies. Consequently, the Company has concentration of credit risk.

(b) Foreign currency risk

A portion of the Association's operations is denominated in United States dollars and accordingly the related financial assets and liabilities are subject to fluctuations in exchange rates. The Association does not have any exposure to any highly inflationary foreign currencies.

PGAC Financial Statements

Auditors' Report on Supplementary Information

**To the Members of
Propane Gas Association of Canada Inc.**

We have audited and reported herein on the financial statements of Propane Gas Association of Canada Inc. for the year ended December 31, 2007.

Our audit was conducted in accordance with Canadian generally accepted auditing standards for the purpose of forming an opinion on the basic financial statements of the Association taken as a whole. The supplementary information included in the Schedules of Expenditures is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such supplementary information has been subjected to auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Chartered Accountants

**BDO Dunwoody LLP
Chartered Accountants and Advisors**

Calgary, Alberta
February 19th, 2008

PGAC Financial Statements

Propane Gas Association of Canada Inc. 2007 Consolidated Schedule of Expenditures

December 31, 2007

	PGAC	LPGERC	Total 2007	PGAC	LPGERC	Total 2006
Advertising and marketing	\$ 34,241	\$ 27,336	\$ 61,577	\$ 46,968	\$ 24,690	\$ 71,658
Amortization	16,363	4,466	20,829	34,359	4,450	38,809
Bank charges and interest	7,932	-	7,932	1,536	-	1,536
Business development	1,397	4,431	5,828	2,410	4,818	7,228
Communications	4,982	2,048	7,030	20,044	702	20,746
Conference and meetings	57,434	8,151	65,585	92,022	5,481	97,503
Dues and memberships	8,235	210	8,445	9,895	189	10,084
Equipment rental and maintenance	35,143	-	35,143	38,227	-	38,227
Golf tournaments	12,918	-	12,918	10,504	-	10,504
Government and industry relations	134,545	-	134,545	169,553	-	169,553
Information technology	60,532	20,102	80,634	116,152	14,729	130,881
Insurance	9,590	77,613	87,203	9,748	75,373	85,121
Membership expenses	5,227	-	5,227	3,649	-	3,649
Miscellaneous	7,771	-	7,771	-	-	-
Nationals	-	50,151	50,151	-	48,643	48,643
Office expenses	24,711	5,433	30,144	33,245	6,815	40,060
Postage and delivery	12,518	2,320	14,838	17,375	2,555	19,930
Professional services	156,085	9,596	165,681	177,638	18,488	196,126
Regionals	-	45,645	45,645	-	49,900	49,900
Rent	103,762	24,924	128,686	97,295	24,795	122,090
Salaries and benefits	820,661	243,087	1,063,748	707,876	246,668	954,544
Special projects	-	500	500	-	1,925	1,925
Telephone	18,805	7,917	26,722	19,328	7,017	26,345
Temporary staff and staff development	38,942	-	38,942	88,186	-	88,186
Translation	32,732	1,691	34,423	26,537	840	27,377
Travel	35,906	9,816	45,722	63,854	6,964	70,818
Write downs and bad debt	27,706	-	27,706	10,424	-	10,424
	\$1,668,138	\$ 545,437	\$2,213,575	\$1,796,825	\$ 545,042	\$2,341,867

List of Members as at December 31, 2007

MACE*/Service

Accu-Flo Meter Service Ltd.
Blackmer
Diversco Supply Inc.
Dominion Fittings
E.R.L. Propane Sales & Service
Fairview Fittings & Manufacturing Limited
Falconbridge Ltd., Kidd Creek Division
FSN Training & Development Inc.
Galaxy Gas Products
GATX Rail Canada
H & A Enterprises Ltd.
Manchester Tank Canada Ltd.
MaXfield Inc.
MaX-Quip Inc.
National Energy Equipment Inc.
New Wave Learning Solutions
Petro-Viron Inc.
Pressure Vessel Services
Pro-Par (1978) Inc.
Proquip Sales Inc.
Sleegers Engineering Inc.
TeamWorks Solutions Ltd.
Worthington Cylinders of Canada Corp.
American Welding & Tank Co.
Cavagna North America Inc.
Continental Industries, Inc.
MID:COM
Rego Products/ECII
Sherwood, a division of Harsco Company
Trinity Containers, LLC (wholly owned subsidiary of Trinity Industries, Inc.)

Producer

Accrete Energy Inc.
Advantage Oil & Gas Ltd.
Alpetro Resources Ltd.
AltaGas Ltd.
Apache Canada Ltd.
ARC Resources Ltd.
ATCO Midstream
Baytex Energy Ltd.
BearsPaw Petroleum Ltd.
Berkana Energy Corp
Birchcliff Energy Ltd.
Bonavista Energy Trust
BP Canada Energy Company
Burlington Resources Canada Ltd.

Canadian Forest Oil Ltd.
Canadian Natural Resources Ltd.
Canext Energy Ltd.
Chevron Canada Ltd. (BC)
CKF Inc.
Coastal Resources Limited
Compton Petroleum Corp.
ConocoPhillips Canada Limited
Crescent Point Resources Limited Partnership
Crew Energy Inc.
Daylight Energy Ltd.
Devon Canada Corporation
Diversified CPC International, Inc.
Duvernay Oil Corp.
EnCana
Enerplus Resources Fund
EOG Resources Canada Inc.
Esprit Exploration Limited
ExxonMobil Canada Properties
FairWest Energy Corporation
FET Resources Ltd.
Galleon Energy Inc.
GasFrac Energy Services Inc.
Gibraltar Exploration Ltd.
Gibson Energy Ltd.
Gibson Gas Processing Limited
Glencoe Resources Ltd.
Greyhawk Resources Ltd.
Harmattan Gas Processing L.P.
Harvest Operations Corp.
Highpine Oil & Gas Limited
Hunt Oil Company of Canada, Inc.
Husky Energy Inc.
Imperial Oil
INEOS Canada Partnership
Irving Oil Limited
ISH Energy Ltd.
Kereco Energy Ltd.
Land Petroleum International Inc.
Lario Oil & Gas Ltd.
Mazeppa Processing Partnership (MPP Ltd.)
MEC Operating Company
NAL Resources Limited
Nexen Marketing
North Atlantic Refining Limited
Nova Chemicals Corporation
Omers Energy Inc.
Orleans Energy Ltd.
Paramount Energy Operating Corp.

Pengrowth Corporation
Penn West Petroleum Ltd.
Petrobank Energy and Resources Ltd.
Petro-Canada
Petromont and Company, Limited Partnership
Peyto Exploration & Development Corp.
Pioneer Natural Resources Canada Inc.
PPM Energy Canada Ltd.
PrimeWest Energy Inc.
Progress Energy Ltd.
Provident Energy Ltd.
Rider Resources Ltd.
Rife Resources Ltd.
Rockyview Energy Inc.
Samson Canada Productions
Samson Exploration Ltd.
Shapco Resources Ltd.
Shell Canada Energy
Shell Chemicals Canada Inc.
Sound Energy Trust
Spectra Energy Empress L.P.
Spectra Energy Midstream Corp.
Spectra Energy Transmission
Stonefire Energy Corp
Suncor Energy Inc.
Sword Energy Inc.
Talisman Energy Inc.
TAQA North Ltd.
Taylor Gas Liquids L.P.
Terasen Energy Services
Trident Exploration Corporation
Trilogy Energy LP
Tristar Oil & Gas Ltd.
True Energy Trust
Twin Butte Energy Ltd.
Ultramar Ltd.
Vault Energy Trust
Vermilion Resources Ltd.
Vero Energy Inc.
Voyager Energy Ltd.
Williams Energy (Canada) Inc.
Win Energy Corporation
Zargon Oil & Gas Ltd.

Retail Market

1st Propane of Whatcom County Inc.
5 Star Propane Ltd.
A&A Propane Delivery Service
Aabco Propane Inc.

* Manufactures of Appliances, Cylinders and Equipment

List of Members as at December 31, 2007

Retail Market (continued)

Aarcam Propane & Construction Heat Ltd.
Air Liquide Canada Inc.
Apollo Propane Inc.
Arrow Fuel Co. Ltd.
Autogas Propane Ltd.
Blindman Valley Propane Co-op/
NMR Propane 1994 Ltd.
Bow Valley Propane Association Limited
BP Propane Limited
Brican Propane Ltd.
Budget Propane Inc.
Burden Propane Inc.
Caledon Propane MB
Cal-Gas Inc.
Canwest Propane Ltd.
Carling Propane Inc.
CHS Inc.
Coastal Propane Inc.
Crystal Flash Limited Partnership
D.S.S. (1983) Holdings Ltd.
Eagle Propane Sales Ltd.
Eastern Propane & Supplies Ltd.
EDPRO Energy Group Inc.
Federated Co-operatives Limited
Feeg's Propane Ltd.
Ferrell North America
Gasex Propane Plus Ltd.
Green Roads Recycling Ltd.
Heat Seeker Propane Ltd.
Hensall District Co-op Inc.
Heritage Propane Ltd.
J.P.'s Mobile Auto Service
Jade Mountain Propane Ltd.
Jepson Propane Ltd.
Joy Propane Ltd.
Keda Propane Ltd.
KRS Motors Inc.
La Coop fédérée
Lakes Gas Co.
Lloydminster and District Co-op. Ltd.
McRobert Fuels Limited
Metro Propane Inc.
Midwest Propane
Mobile Propane Services Inc.
Modern Propane Ltd.
Moncton Propane Services Inc.
Mountain View Propane Co-op Ltd.
Mutual Propane Ltd.

Neufeld Petroleum & Propane Ltd.
Noco Energy Corp.
North Arm Transportation Ltd.
Port Alice Gas Inc.
PPI Propanewest Products Inc.
Propane GRG Inc.
PTI Premium Camp Services Ltd.
R & M Propane Services Ltd.
Roland Boudreau Inc.
Ross Agri-Supplies Inc.
Royal Propane & Hearth
S.I.S. Propane Ltd.
Scotia Propane Ltd.
Shields Fuels Inc.
Smith's Cylinder Service Ltd.
Sparling's Propane Co. Ltd.
Stittco Energy Limited
Stony Propane Ltd.
Super Save Enterprises Ltd.
Superior Propane
Supreme Tank Inc.
Sure-Fire Propane Ltd.
Terasen Gas Inc.
Triangle Three Services Ltd.
Ultimate Home Comfort
United Farmers of Alberta
VI Propane Services Limited
Webster Propane Inc.
Wilsons Fuel Co. Limited
Yarrow Propane Service
Yukon Tire Centre

Transporter

Action Transport Ltd.
Atco Gas Ltd.
Canadian National Railway
Cape Breton & Central Nova Scotia
Railway Ltd.
ECL Transportation Ltd.
Keezer's Propane Service Ltd.
Key Energy Transport
Northwest Tank Lines Inc.
Procor Limited
Pro-Oil Inc.
Reimer Bulk Systems Inc.
SemStream, L.P.
Suburban Propane, L.P.
Teskey Audio Video / 692862 Alberta Ltd.

Wholesale Market

Aux Sable Canada LP
Canadian Enterprise Gas Products Ltd.
Centennial Energy, L.L.C.
Elbow River Marketing Limited Partnership
Factor Gas Liquids Inc.
Gibson Energy Limited-NGL Marketing
KEYERA Energy Partnership
Kinetic Resources (LPG)
Link Petroleum Services Ltd.
MP Energy
NGL Supply Co. Ltd.
Northern Petro NGL Marketing Inc.
Petrogas Marketing Ltd.
Plains Midstream Canada, L.P.
(A division of PMC (Nova Scotia) Company)
Superior Gas Liquids
Targa Canada Liquids Inc.
Tidal Energy Marketing Inc.
Tombstone Energy Solutions, LP
Univar Canada Ltd.
Western Gas Liquids Canada

Associate

Australian LPG Association Limited
Cavens & Associates
D.J. Stainrod & Associates Ltd.
Ditech Testing
ED-LAM Industrial Contracting
Entero Corporation
Grizzly Resources Ltd.
MTN Training
Newedge Canada Inc.
Propane Canada
Propane Resources, LLC
Pumps and Pressure Inc.
Purvin & Gertz Inc.
Rogers Insurance Ltd.
Wolf Creek S.D. #72
Fuel Cells Canada
AmeriGas Propane (US)
Bulk Truck & Transport Service, Inc.
Fisher Controls International
Jarco Propane Trucks
Permagas Inc.
Sea-3, Inc.
Total Energy Corp.
Compressed Gas Association
National Propane Gas Association

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