



Management Track:

8:00 - 9:00 **Propane Hedging Fundamentals:** Learning the important basics for hedging your price exposure. Rich Larkin, Hedge Solution

9:10 - 10:10 **Are Your Customer's Tanks Paying You Back:** Analyzing the cost to install a customer tank and the benefit the fuel marketer will receive based on the profitability of the customer...*more*. Steve Abbate, Cetane Associates

10:20 - 11:20 **Why Hire A Private Investigator? You Might Be Surprised:** Find out about specialized services that relate to our industry such as background checks, insurance fraud surveillance, locating contact information and much more. Merrill's Investigations & Securities

11:30 - 1:00 **Vendor Fair/PGANE Emergency Response Demonstrations/Lunch**

1:00 - 2:00 **Live Burn:** Auburn Fire Department

2:00 - 2:30 **State of the State:** Leslie Anderson; PGANE & Jamie Py, MEMA

2:30 - 4:00 **Propane Safety – The Financial Impact of Incorrect or Inaccurate Propane Safety Documentation:** Eric Leskinen, P3 Propane Safety; Sean Magenis, McCoy, Leavitt, Laskey LLC; Phil Saraceno, Federated Insurance

Technician Track:

8:00 – 9:30 **How Propane Safety Documentation Done Right Can Protect You and Your Company:** Eric Leskinen, P3 Propane Safety; Sean Magenis, McCoy, Leavitt, Laskey LLC; Phil Saraceno, Federated Insurance

9:40 – 10:25 **Codes Update:** Peter Holmes, Maine Fuel Board; Gary Kenney, Maine PUC

10:35 – 11:20 **Choose 1:** Plastic Pipe Certification, Tarantin Tank; or Polypropylene Venting Certification, EW Leonard; or PGANE Emergency Response Demonstrations

11:25 – 12:10 **Choose 1:** Plastic Pipe Certification, Tarantin Tank; or Polypropylene Venting Certification, EW Leonard; or PGANE Demonstrations

11:30 - 1:00 **Vendor Fair/PGANE Emergency Response Demonstrations/Lunch**

1:00 - 2:00 **Live Burn:** Auburn Fire Department

2:00 – 4:30 **Propane vaporization and tank selection; true regulator performance, selection and installation tips, and pipe sizing.** During this discussion, attendees are encouraged to participate and will receive written instructions and reminders on all topics. Dave Newman, FW Webb

