

**PROPANE
FIREPLACES
GO ANYWHERE.
NO WONDER
HOME OWNERS
WARM
RIGHT UP
TO THEM.**

PROPANE FIREPLACES. SO EASY TO BASK IN THE WARM GLOW OF SALES.

Why should you install them?

- ▶ They provide luxury without sticker shock.
- ▶ They're easier to install thanks to new designs and venting options.

Why would home owners want them?

- ▶ They're a cost-effective, secondary source of heat.
- ▶ They're attractive and long lasting.
- ▶ They offer better air quality than wood-burning fireplaces.
- ▶ They don't create ash or soot like wood-burning fireplaces.
- ▶ They can be turned on and off instantly.
- ▶ They increase a home's value.
- ▶ Some can operate during power failures.



FIREPLACES MAKE ANY HOME MORE INVITING. JUST ASK SANTA.

It's hard to imagine a home without a fireplace. And when you learn what propane fireplaces can do for your homes, you'll probably say the same thing. Fact is, home owners want fireplaces, and they're willing to pay for them.

You could install a traditional wood-burning fireplace, but the trend is headed toward gas. And propane is out in front with fireplaces that are more energy-efficient, safer, easier to install and more popular than ever. So, for your next construction or remodeling job, be sure to consider propane fireplaces.

Propane Fireplaces

How they work:

- They come as ready-to-install fireboxes.
- Most have glass fronts for viewing the fire.
- They can be operated by wall thermostats, manual or remote controls.
- Most are equipped with easy push-button ignition systems.

How they save:

- They heat more evenly and efficiently than wood-burning fireplaces. The U.S. Department of Energy estimates that propane fireplaces cost 30% to 60% less per hour than wood-burning fireplaces.

- They can heat larger areas, reducing the reliance on furnaces and increasing cost savings.
- While wood-burning fireplaces can lose as much as 90% of the heat they generate, propane fireplaces (and log sets) are up to 100% efficient.

Why they're attractive:

- They make rooms cozier through their functionality and good looks.
- Unlike wood-burning fireplaces, they don't emit noxious fumes or black smoke into the air.
- They're environmentally friendly.
- They can be turned on/off with switches or remote controls, eliminating worry about remaining wood embers.



Added benefits:

- They're excellent secondary sources of heating.
- They offer new venting options, which increase flexibility and minimize construction costs.
- Newer, zero-clearance models are mountable anywhere in the house. In fact, they can be installed in rooms where conventional wood-burning fireplaces can't, like bedrooms and bathrooms.
- Most models don't require electricity to operate.
- They come in a host of styles, sizes and shapes.

Payback time. Fireplaces provide 75% return on investment.
(Home owners love hearing this.)

Let's clear the air.

Home owners want to invest in more earth-friendly products, and propane fireplaces are a natural fit. While wood-burning fireplaces increase allergens, propane fireplaces' new venting options ensure that combustion by-products are expelled outside the home. And clean-burning propane doesn't produce the pollution-laden smoke that affects the air quality. No soot. No ash. No problem.

MORE WAYS TO VENT. MORE WAYS TO SELL.

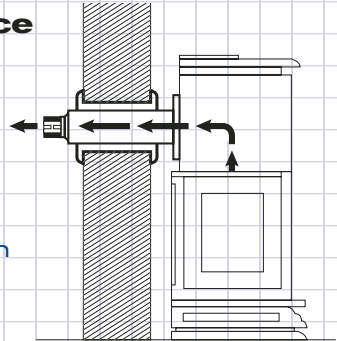
All wood-burning fireplaces need venting. It's the outdoor exit for their combustion gases. But propane fireplaces are more versatile. Their many different venting options mean they can go anywhere. So you have more choices to offer your home owners. And since propane fireplaces minimize construction costs, you can install them economically as well.

Direct-Vent Propane Fireplace

What: Vents to the outdoors through the back or top, eliminating need for conventional chimneys.

How: Utilizes a sealed combustion chamber that draws 100% of the combustion air from outdoors and discards all combustion by-products back outside.

Why: Sealed combustion chamber helps prevent heat from going outside and ensures more warmth stays inside. As no indoor air is required for combustion, direct-vent fireplaces are more efficient.



Direct-vent propane fireplaces send combustion out while keeping warm air in.

Where: Vents can be either on the top or side of the fireplace, providing complete flexibility of placement.

Important: A glass panel in the direct-vent fireplace is critical to keeping the combustion system sealed from the home and maintaining indoor air quality.

Power-Vent Propane Fireplace

What: Features an electrical vent fan, which assists the venting process.

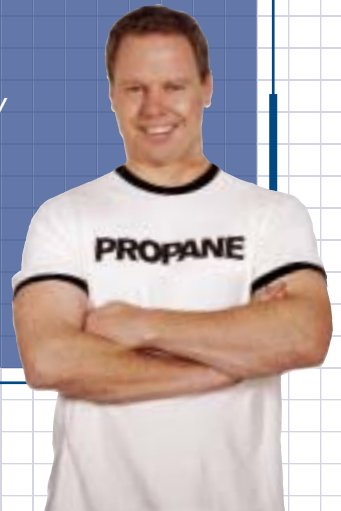
How: Allows units to be vented with horizontal and vertical flues from locations where a conventional flue cannot be installed.

Why: Fireplaces can be installed as far as 100 feet from an outside wall. The vent terminal may be above, level with, or even below the fireplace.

Where: Can be used where other venting options are not practical.

Propane tanks can be a thing of beauty.

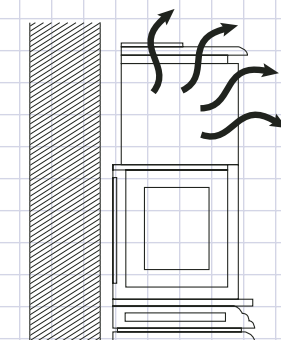
Since propane is environmentally friendly, the tanks are perfect for storing underground, which can be done safely and easily. Even above-ground tanks can be fenced and landscaped for aesthetics.



Vent-Free Propane Fireplace

What: Operates without a chimney, flue or vent.

Where: Can be installed almost anywhere within the home, without making a hole in the wall or roof, for a fraction of a traditional fireplace installation.



Vent-free propane fireplaces keep the heat in rooms.

Why: No vent means all the heat stays in the room. These heaters are required to have an Oxygen Detection Safety-Pilot for added safety.

Propane. Exceptional in so many ways.

No matter how you look at propane (and more home owners continue to do so), it's a good value. Based on U.S. Department of Energy statistics, over time propane costs about half as much per BTU as electricity. Propane is versatile, clean, and safe. It's nontoxic and dispelled as a gas when released. All appliances have built-in safety properties, follow stringent regulations and are backed by a trained team of retailers committed to safety. Most of all, propane is produced domestically. And propane is the energy that can go anywhere.

Where there's fire, there are profits to be had.

To learn more about propane fireplaces, call your propane retailer. Or visit usepropane.com/vht to learn how propane can help you increase the value of your new homes.

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**HOW TO
TURN
PROPANE
TANKS
INTO HIDDEN
ASSETS.**

PROPANE TANKS. THEY LOOK EVEN BETTER UNDERGROUND.

Why should you offer them?

- You can give your customers the luxury of gas appliances off the natural gas main.
- You could be one of the first to offer this amenity in your area.
- They increase curb appeal.
- They provide luxury without sticker shock.
- Home owners prefer gas appliances to electric ones.

Why would home owners want them buried?

- It's the best of both worlds – home owners can have all those luxury gas appliances they want without having propane tanks above ground in their yards.



THEY CAN BE A THING OF BEAUTY. REALLY.

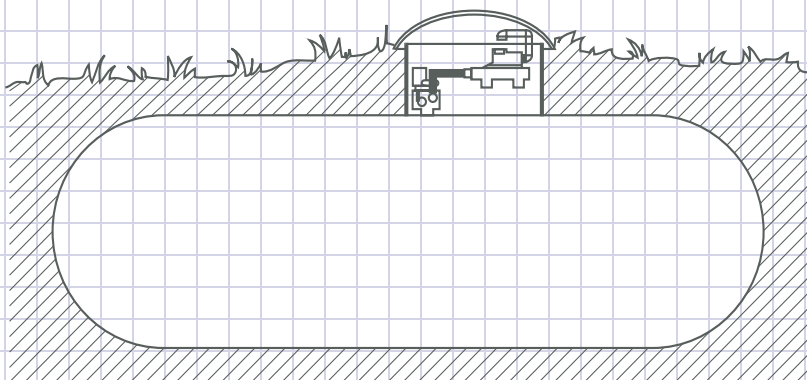
With today's technology, propane tanks are being installed underground. (And that's making many, many home owners happy.) All that's visible above ground is a small dome for refilling, testing and servicing.

And it's not just home buyers who are demanding buried tanks for aesthetic reasons. More and more, new neighborhood and subdivision rules are requiring that all utilities be buried.

Everything you need to know about underground propane tanks.

- ▶ Where they work: Luxury homes, second homes, multifamily homes, and even in entire developments.
- ▶ Why go with them: They're an excellent, low-profile solution for storing a cost-efficient energy.
- ▶ How they work: Buried tanks are installed near the home and connected with underground piping.
- ▶ What makes them good: They're environmentally friendly and not subject to EPA's UST underground storage-tank inspections.
- ▶ Sizes: From 100 to up to 2000 gallons. And larger capacities are available to service entire developments.
- ▶ What they're made of: They're constructed of heavy steel and are specially painted with a mastic coating to prevent corrosion.

- ▶ **Durability:** They're maintenance-free and typically last for 30 to 40 years.
- ▶ **Installation:** They only require a small amount of excavation (approximately 4' wide by 12' long by 5' deep) and can be installed easily. Just make sure you work with your local propane retailer.
- ▶ **What's visible:** Only the tank dome stays above ground. It houses the regulator, gauges, and filling port.
- ▶ **Who installs them:** Your local propane retailer. They're skilled, certified and know the process better than anybody.



[With underground tanks, only the tank dome is visible.]

Sizing up your home owners.

Single-family homes can be fueled by tanks of varying sizes, depending on the demand. Smaller 100-gallon tanks provide energy for appliances, while 1,000+ gallon tanks can fuel very large homes with swimming pools and hot tubs. Generally, 500-gallon tanks easily accommodate average four-bedroom homes.



Deep down, you know your customers want propane.

Since propane is environmentally friendly, the tanks are perfect for storing underground, which can be done safely and easily.

There goes the neighborhood.

Underground propane tanks work wonders for multihome neighborhoods and developments. The key is getting in on the ground floor with a developer. Ask about using buried tanks for individual homes or larger central tanks that serve propane into multiple homes using a meter system.

The three most important things your home owners should know:

1. Propane is an excellent solution for homes beyond the reach of municipal gas mains. Further, propane is as clean and efficient as natural gas.
2. New and improved technologies allow us to bury propane tanks. All that shows above ground is a small dome for the propane company to access.
3. If propane tanks can't be installed underground, talk to your propane retailer. There are many ways the tanks can be landscaped attractively.

Can you dig it? Not always.

Sometimes, placing a propane tank underground isn't an option. That doesn't mean a tank can't be landscaped tastefully to minimize its view. Your propane retailer has many solutions for dealing with above-ground tanks.



Work with your local propane retailer.

After all, they are the professional gas installation specialists. From start to finish, you can count on them to ensure the best possible systems get installed for your customers.



When natural gas enters the picture.

You can still offer the comfort of gas before that happens. Homes plumbed for propane gas can easily be converted to natural gas service when municipal gas lines reach your home owner's area. Just rely on your propane retailer to oversee the conversion and initial installation.

Propane. Exceptional in so many ways.

No matter how you look at propane (and more home owners continue to do so), it's a good value. Based on U.S. Department of Energy statistics, over time propane costs about half as much per BTU as electricity. Propane is versatile, clean, and safe. It's nontoxic and dispelled as a gas when released. All appliances have built-in safety properties, follow stringent regulations and are backed by a trained team of retailers committed to safety. Most of all, propane is produced domestically. And propane is the energy that can go anywhere.

Propane-powered homes stand out. The tanks don't have to.

Contact your local propane retailer. They'll work with you to find the solution that works best for your home buyers. You can learn more by visiting usepropane.com/vht.

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**OUTDOOR
LIVING AREAS.
BECAUSE THE
BACKYARD IS
FERTILE
GROUND
FOR SALES.**

THINK OUTSIDE THE HOME FOR NEW SALES.

Why should you create outdoor spaces?

- ▶ Home owners want them.
- ▶ Another way for you to boost profits.

Why do home owners want outdoor spaces?

- ▶ They increase a home's value.
- ▶ They provide new areas for living, relaxing and entertaining.
- ▶ They embody comfort and luxury.



WHERE HOME OWNERS ARE GOING.

Outdoor living spaces are just natural extensions of the home. Over the past few years, this trend has blossomed into a lucrative market for builders. Home owners want well-designed, comfortable outdoor areas and are willing to pay for them. *Laneventure's Home Lifestyle Report* says two-thirds of its respondents believe a home's outdoor space represents almost 30% of the total value of the property.

Propane, with its outdoor appliances, has fueled this boom since its beginning. From traditional patios with grills to full-fledged kitchens to pool areas fit for country clubs, propane takes outdoor spaces and transforms them into whatever your imagination desires.

Propane Grills

Why they're attractive:

- ▶ They heat up and cool down quickly, making grilling safe and efficient.
- ▶ They're easy to clean – no ash and dust residue.
- ▶ They are environmentally friendly. According to the U.S. Environmental Protection Agency, charcoal releases 105 times more carbon monoxide than propane.

Additional benefits:

- ▶ New features like built-in burners and storage compartments provide flexible cooking and storage options.
- ▶ Push-button ignitions are available for instant cooking.

Cooktop Stoves and Burners

Why they're attractive:

- ▶ They allow home owners to do more than just grill, like bake, fry, boil, flambé, and sear.

Full-Fledged Kitchens: Sinks, Dishwashers and Refrigerators

Why they're attractive:

- ▶ They take the kitchen outdoors.
- ▶ They eliminate endless trips indoors to fetch utensils and food.
- ▶ The sink and dishwasher, utilizing a propane water heater, allow for easy cleaning.
- ▶ Refrigerators provide convenient food and beverage storage, increasing food safety on hot days.
- ▶ Sixty percent of all grill owners cook outdoors year-round.

Added benefits:

- ▶ Energy-efficient propane appliances offer luxury without sticker shock.

Hearth

What they are:

- ▶ Fireplaces, burners, hearth stoves, gas logs, chimneas, and fire pits.

Why they're attractive:

- ▶ Propane hearth products allow home owners to enjoy the great outdoors year-round.
- ▶ They combine beauty with warmth.
- ▶ Most are designed with weatherproof materials.



Attractive. Clean-burning. Energy-efficient. That's a propane fireplace.

Patio Heaters

Why they're attractive:

- ▶ They're flexible, either portable or set in concrete permanently.
- ▶ They provide up to a 20-foot radius of heat and raise the outdoor air temperature between 10 and 30 degrees.
- ▶ Most include adjustable temperature controls and safety features.

Pool and Spa/Hot Tub Heaters

How they work:

- ▶ The heaters burn gas in a combustion chamber and the heat is transferred to the water.
- ▶ They can easily maintain any desired water temperature, regardless of the weather.
- ▶ They are thermostat-controlled.

Why they're attractive:

- ▶ They allow home owners to enjoy the outdoors year-round.
- ▶ They are easy to install and maintain.
- ▶ They have an efficiency rating of 70% to 90%.

Added benefits:

- ▶ Heaters range in size from 5,000 BTU/hr for a spa or hot tub (small) to 400,000 BTU/hr for a full-size swimming pool (large).
- ▶ Installed above the ground, propane swimming pool heaters are used for above-the-ground and in-ground pools.
- ▶ They heat quicker than electric heaters.
- ▶ They maintain temperatures, on average, more cost effectively.

Propane tanks can be a thing of beauty.

Since propane is environmentally friendly, the tanks are perfect for storing underground, which can be done safely and easily. Even above-ground tanks can be fenced and landscaped for aesthetics.

Generators

How they work:

- They can turn on automatically whenever electricity fails.
- They power all propane and electric appliances temporarily.

Why they're attractive:

- They provide an excellent back-up energy source.
- They burn cleaner than diesel generators.
- They're easy to operate and maintain.
- They're more durable than gasoline-powered generators.
- They run quietly – many less than 60 decibels.

Lighting

How it can be used:

- It's available in portable, wall-mounted and post-mounted styles.

Why it's attractive:

- It combines charm with energy efficiency.



Propane light fixtures combine beauty and efficiency.



- It works during power outages.
- Some lamps offer solar-activated valve controls that automatically reduce gas flow during daylight hours.

Mosquito Eliminators

How they work:

- They turn propane into carbon dioxide, heat, and moisture, which attracts bugs toward the appliance and away from the entertaining area.

Why they're attractive:

- Home owners and their guests can enjoy a mosquito-free environment.
- They can protect up to an acre of land.
- They leave patios clean, since the mosquitoes are attracted away from outdoor areas.

Propane. Exceptional in so many ways.

No matter how you look at propane (and more home owners continue to do so), it's a good value. Based on U.S. Department of Energy statistics, over time propane costs about half as much per BTU as electricity. Propane is versatile, clean, and safe. It's nontoxic and dispelled as a gas when released. All appliances have built in safety properties, follow stringent regulations and are backed by a trained team of retailers committed to safety. Most of all propane is produced domestically. And propane is the energy that can go anywhere.

Let's take this outside.

For more information on propane outdoor living areas, call your propane retailer. Or visit usepropane.com/vht to see how propane can help you increase the value of your new homes.



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**PROPANE
APPLIANCES.
GREAT FOR
UPGRADING
HOMES
AND SALES.**

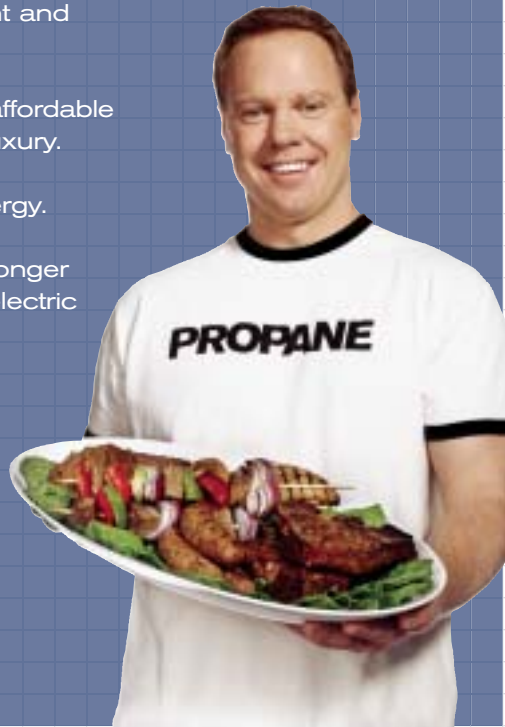
PROPANE APPLIANCES ARE LIKE MAGNETS. THEY ATTRACT HOME OWNERS.

Why should you design homes with propane appliances?

- Home owners prefer gas appliances to electric.
- They're a great way to introduce new technologies to home owners.

Why do home owners want propane appliances?

- They're efficient and reliable.
- They provide affordable comfort and luxury.
- They save energy.
- Many have a longer lifespan than electric models.



ALL THE BELLS AND WHISTLES.

Designing a new home is like selling a new car. Regardless of the engine, there always seems to be more interest in the cup holders. Customers are drawn to the things they can touch and use. In a home, it's the lure of the appliances that can make or break a sale.

When you offer propane appliances, you're giving your home owners luxury without exorbitant cost. Propane is so efficient and reliable – it makes all appliances operate a little better. And propane goes anywhere, so you can install gas appliances, which, research shows, more home owners prefer.

Kitchen Essentials

What they are:

- ▶ Gourmet, commercial-grade cooktops and ovens (sealed burners for easy cleaning).
- ▶ Convection ovens, griddles, grilltops, and deep fryers.

Why they're attractive:

- ▶ According to the American Gas Association, 96% of professional chefs prefer cooking with gas.
- ▶ You can indulge your home owner's inner gourmet by recommending commercial-grade cooktops and ovens.
- ▶ Propane cooktops provide greater control with precise temperature and even heat distribution.
- ▶ Instant gas flames allow cooking without waiting for burners to warm up.
- ▶ Propane burners cool quickly, while electric's cool slowly, which over cooks food and can be a safety hazard.

Outdoor Living Spaces

Why they're important:

- They give home owners additional areas for relaxing and entertaining.
- Home owners want outdoor living areas and are willing to pay for them.
- Propane appliances keep the outdoor season going all year long.



With so many outdoor appliances, propane turns backyards into entertainment centers.

What are we talking about?

- **Commercial-style grills:** More than 63% of grill owners have propane grills – and for good reason. Propane grills heat up and cool down quickly, making grilling safe and efficient.
- **Refrigerators, sinks and dishwashers:** When you consider that 60% of all grill owners cook outdoors year-round, you can see why these appliances play a large role. Not only do they bring the kitchen outdoors, but they eliminate endless trips indoors to fetch utensils and food. The sink and dishwasher allow for easy cleaning, while refrigerators keep food and beverages cool and increase food safety on hot days.
- **Hearths:** Currently, more than 50% of new homes contain at least one hearth product – fireplace, hearth stove, gas log, chimenea or fire pit. Home owners can't get enough of these products, too; they're selling at record levels.
- **Patio heaters:** They extend the use of an outdoor room into the cooler seasons. The heaters provide up to a 20-foot radius of warmth and raise the outdoor air temperature between 10 and 30 degrees.
- **Outdoor lighting units:** Charming and energy-efficient, these propane fixtures are available in portable, wall-mounted, and post-mounted styles. They also work during power outages.

Propane Generators

Why they're important:

- ▶ As more luxury homes are built farther from municipal power lines, electrical power becomes less reliable or completely unavailable.
- ▶ New propane generators can keep the electricity going in case of an electrical failure or can even serve as the primary energy source for homes "off the grid."

How they make you look good:

- ▶ Suggesting a propane generator shows you know about new technologies and give special consideration to each home building project.

How they work:

- ▶ Housed outside, they draw propane from a home's propane storage tank.

Why they're attractive:

- ▶ They run quietly – many less than 60 decibels.
- ▶ They run efficiently, even as the primary source of power for the home.
- ▶ Cogeneration units provide home heat as well as electrical power.



Relax. Propane appliances provide comfort, energy-efficiency and reliability.

Fireplaces

Why they're important:

- ▶ The newest generation of propane fireplaces bring you a whole new level of flexibility and customer satisfaction.
- ▶ Gas products are the top-selling hearth products, accounting for 65% of the market.

Why they're attractive:

- ▶ New venting options in fireplaces mean that the warmth and beauty of a real fire can go anywhere in the house.

Water Heaters

Why they're important:

- ▶ They heat water twice as fast as electric ones.
- ▶ They can cost a third less to operate over time.
- ▶ They can be used for the traditional indoor appliances and the ever-growing outdoor market (pools and spas).

Why they're attractive:

- ▶ Propane water heaters recover hot water quicker, which allows home owners to do more at once, like taking showers, cleaning clothes, and running the dishwasher.

Two smart options:

- ▶ **Tank water heaters** work just like traditional electric water heaters, except they're more cost effective. A 50-gallon propane-tank water heater can provide as much hot water as a 66-to-80-gallon electric unit in a two-and-a-half-bath home.
- ▶ **Tankless water heaters** heat on demand by superheating the water in a coil that passes through propane burners and the hot-water plumbing. They use less space, are longer lasting and can be vented easily.

Propane tanks can be a thing of beauty.

Since propane is environmentally friendly, the tanks are perfect for storing underground, which can be done safely and easily. Even above-ground tanks can be fenced and landscaped for aesthetics.



Dryers

Why they're important:

- ▶ Your home owners want to know two things: "Will my clothes be dry when I open the dryer?" and, "Is my dryer going to cost me a fortune to run?"
- ▶ By providing a gas line to the laundry room, you're allowing your home owners to install a gas dryer.

Why they're attractive:

- ▶ They're less expensive to operate.
- ▶ They quickly reach the temperatures needed to dry clothes evenly. And their moist heat is less likely to damage or discolor fabrics than electric dryers.
- ▶ Despite conventional wisdom, propane dryers essentially operate and vent the same as electric.

Propane. Exceptional in so many ways.

No matter how you look at propane (and more home owners continue to do so), it's a good value. Based on U.S. Department of Energy statistics, over time propane costs about half as much per BTU as electricity. Propane is versatile, clean, and safe. It's nontoxic and dispelled as a gas when released. All appliances have built in safety properties, follow stringent regulations and are backed by a trained team of retailers committed to safety. Most of all propane is produced domestically. And propane is the energy that can go anywhere.

Start incorporating propane in your designs today.

For more information on the appeal and efficiency of propane appliances, call your propane retailer. Or visit usepropane.com/vht to see how propane can help you increase the value of your new homes.



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**PROPANE
HOME
HEATING
SYSTEMS.
SO MANY HOT
OPTIONS
TO PROFIT FROM.**

EVERYONE WARMS UP TO PROPANE HEATING SYSTEMS.

Why should you install them?

- ▶ They go anywhere – providing freedom beyond gas mains.
- ▶ They're more flexible and cost-effective than ever to install.
- ▶ They provide luxury without sticker shock.
- ▶ Home owners prefer gas appliances to electric ones.

Why will home owners want them?

- ▶ They're easy to operate and maintain.
- ▶ They warm homes evenly and comfortably.
- ▶ They're energy efficient.
- ▶ They're durable and long-lasting.



COMFORT AND WARMTH COME STANDARD.

All home owners want lower utility bills. And propane home-heating systems – with their energy-efficient and environmentally friendly options – can help. There are two types of propane heating systems: central and zone.

CENTRAL HEATING SYSTEMS

Propane Furnaces

How they work:

- ▶ Fans or blowers force heated air from a centrally located furnace via ducts throughout the home.

Why they're attractive:

- ▶ They provide up to 25-degrees-warmer air than heat pumps.
- ▶ Some are equipped with electronic ignitions that activate burners only when gas is needed – increasing energy efficiency.
- ▶ Some models are available with vent dampers, which close when the heat demand has been met and trap residual heat for circulation.

Added benefits:

- ▶ Propane furnaces have operating lives of 15 to 20 years – 10 years longer than electric heat pumps.
- ▶ They're available in various shapes and sizes – allowing greater placement flexibility in tight spaces, like closets, attics, etc.
- ▶ They run in short intervals to minimize operating costs.

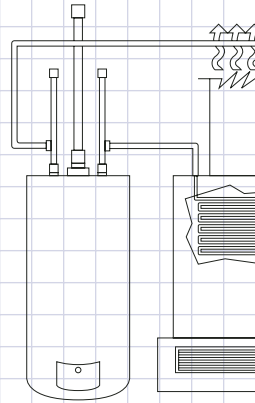
Combo Systems (furnace + water heater)

How they work:

- ▶ The water heater operates conventionally. When heat is needed, hot water circulates through a coil in the air handler and warm air is sent throughout the house.

Why they're attractive:

- ▶ They're cost-effective, reliable and energy-efficient.
- ▶ They last longer – increased circulation of water reduces sediment build-up.
- ▶ They can be installed easily in new and existing homes.



[2 in 1: Water heater & furnace combo]

Hydronic Radiant Heating Systems

How they work:

- ▶ A floor tubing system is hooked to a water heater/boiler. This pumps hot water through the tubes, which warms floors and other surfaces.

Why they're attractive:

- ▶ They provide quiet, even heat and are energy-efficient, since the warmest air stays at the floor – not the ceiling.
- ▶ No invasive ducts or space-hogging radiators.
- ▶ They can also heat driveways and sidewalks with the use of treated water.

ZONE HEATING

What it is:

- ▶ Propane fireplaces, space heaters, and hearth stoves designed to heat one room or zone at a time.

Why it's attractive:

- ▶ Provides instant warmth so everybody stays comfortable – whatever room they're in.
- ▶ Energy efficient, allowing you to heat only the zones that need it.

Propane Fireplaces

How they save:

- ▶ They heat more evenly and efficiently than wood-burning fireplaces.
- ▶ They can heat larger areas.

Why they're more attractive than wood-burning fireplaces:

- ▶ They improve the air quality of a room.
- ▶ They're virtually maintenance-free. No ashes or soot.
- ▶ They can be turned on/off with switches or remote controls.
- ▶ New venting options make installation easier and keep construction costs down.
- ▶ Newer, zero-clearance models can go almost anywhere.
- ▶ Most models don't require electricity.

Propane Fireplace Inserts and Logs

How they work:

- ▶ Placed in an existing fireplace, a propane-fireplace insert is an insulated, closed-door system.
- ▶ A propane log set, also used in an existing fireplace, is a combination of a gas burner placed in realistic-looking firewood, made from fireproof material.

Why they're attractive:

- ▶ They eliminate the mess of wood-burning fireplaces.
- ▶ They're easy to operate (instant on/off) and maintain.
- ▶ They provide that cozy fire glow and warmth.
- ▶ They produce fewer air pollutants and greenhouse gases than wood-burning fireplaces.



Attractive. Clean-burning. Energy-efficient. That's a propane fireplace.

- ▶ Being smokeless, they keep the air inside homes clean.
- ▶ They're available in many sizes.
- ▶ By inserting propane gas vent pipes, existing chimneys may be used for venting purposes.

New venting options increase heating capacity without increasing costs:

- ▶ Direct-vent-propane-heating systems vent to the outdoors through a wall or roof so there's no need for conventional chimneys.
- ▶ Power vents feature an electric fan – allowing for horizontal and vertical flues to go where conventional ones can't.
- ▶ Vent-free-propane-heating systems operate without chimneys, flues or vents and can be installed almost anywhere.

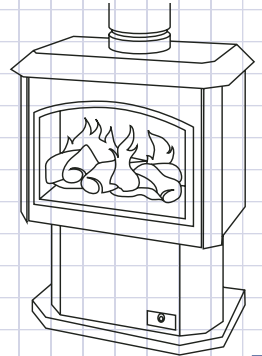
Propane Hearth Stoves

How they save:

- ▶ Their penetrating radiant heat makes homes cozy even on the coldest days.

Why they're attractive:

- ▶ They're free-standing and lend aesthetic value to a room.
- ▶ They provide instant heat.
- ▶ They're available in a variety of sizes, shapes, and colors.
- ▶ Their viewing window allows home owners to enjoy the warmth and beauty of a realistic-looking fire.
- ▶ Their venting options make installation flexible.



Propane hearth stoves. A perfect solution for a chilly room.

Propane Space Heaters

How they work:

- ▶ Their radiant heat provides cozy warmth where it's needed.



Why they're attractive:

- ▶ They go anywhere – either wall-mounted or freestanding.
- ▶ They produce fewer air pollutants and greenhouse gases than space heaters using fuel oil.
- ▶ Many can work during electric outages.
- ▶ New, vent-free-propane space heaters are 99.9% efficient.
- ▶ They can also include thermostats and heat distribution blowers.

Propane tanks can be a thing of beauty.

Since propane is environmentally friendly, the tanks are perfect for storing underground, which can be done safely and easily. Even above-ground tanks can be fenced and landscaped for aesthetics.

Propane. Exceptional in so many ways.

No matter how you look at propane (and more home owners continue to do so), it's a good value. Based on U.S. Department of Energy statistics, over time propane costs about half as much per BTU as electricity. Propane is versatile, clean, and safe. It's nontoxic and dispelled as a gas when released. All appliances have built-in safety properties, follow stringent regulations and are backed by a trained team of retailers committed to safety. Most of all, propane is produced domestically. And propane is the energy that can go anywhere.

Start building today.

To learn more about propane home heating systems, call your propane retailer. Visit usepropane.com/vht to learn how propane can help you increase the value of your new homes.



USEPROPANE.COM

**PROPANE
WATER
HEATERS.
EASY TO
INSTALL.
EASIER TO
APPRECIATE.**

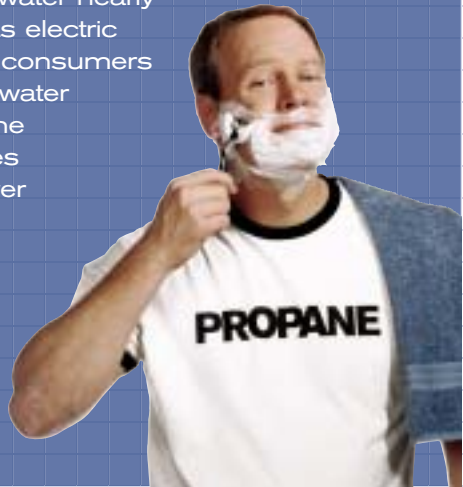
SHOWER YOUR NEW HOME OWNERS WITH SOMETHING THEY REALLY WANT. HOT WATER.

Why should you install propane water heaters?

- ▶ They keep customer satisfaction high by running better than electric water heaters.
- ▶ They install as easily as natural gas ones.
- ▶ A 50-gallon propane water heater can provide as much hot water as a 66-to-80-gallon electric unit in a two-and-a-half-bath home.
- ▶ They provide luxury without sticker shock.
- ▶ Home owners prefer gas appliances over electric.

Why do home owners want them?

- ▶ They can cost one-third less to operate than comparable electric models.
- ▶ They recover hot water nearly twice as quickly as electric water heaters, so consumers can have the hot water they need to do the laundry and dishes and run the shower all at once.



PROPANE WATER HEATERS – TALK ABOUT LIQUID ASSETS.

When you install propane water heaters, you can count on saving time, space, and money. And, perhaps, the most important thing you can count on is a really happy home owner. Because hot water isn't an amenity, it's a must. (Just ask anyone who's taken a cold shower.) And propane water heaters offer more hot water quicker and at a lower cost. It's why more builders are installing propane tank and tankless water heaters.

How tank water heaters work:

- ▶ Propane burners keep the water stored in the tank at a constant temperature, just like natural gas. In less efficient electric models, a heating element is used.
- ▶ They have capacities of 30 to 100 gallons.

Installation:

- ▶ Just like natural-gas water heaters, using the same connections, space and venting.
- ▶ So many ways to vent – conventional, direct or power-vent models.

How tankless water heaters work:

- ▶ Tankless water heaters don't heat and store water for later use, like traditional water heaters. Instead, they heat on demand by super-heating the water in a coil past propane burners and flowing it through the hot-water plumbing.

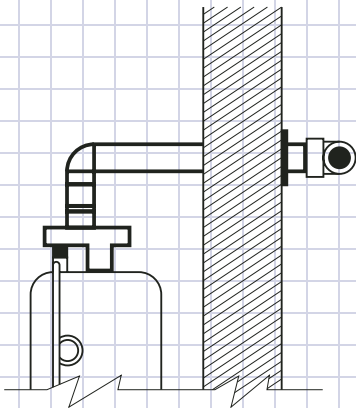
Installation:

- ▶ It's easy. Manufacturers now produce energy-efficient, propane-fueled, direct-vent models that vent vertically and horizontally.

Why tankless water heaters are attractive:

- ▶ They bring a new level of efficiency to home buyers by eliminating stand-by losses – the energy to maintain temperature in the tank.
- ▶ Most have a life expectancy of more than 20 years – storage tank water heaters typically last 10 to 15 years and are labor-intensive to replace.
- ▶ They take up less space than traditional water heaters – a big selling point for home buyers looking to conserve space in their garage, laundry room or basement. (Although sizes vary by manufacturer, the average heater is about 24" high, 18" wide and 9" deep. Some are even wall-mountable.)

A few words about installation, venting and such.



Venting a propane water heater is just as easy as venting a natural source.

Propane water heaters install as easily as natural gas water heaters. They use the same plumbing fixtures as natural gas. Both propane and natural gas water heaters require venting through the natural draft of the heated air or an induced draft from an internal fan. (Vent diameters vary based on the size of the water heater.)

Be sure to use your local propane retailer or plumber to determine plumbing and venting specifications for your homes, as well as building codes.

Which water heater is right for your home owner?

Just use the First-Hour Rating and Energy Factor calculator.

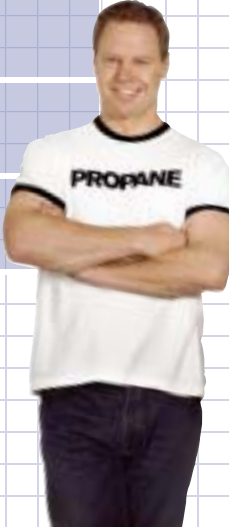
1. Determine the time of day the home will use the most hot water, considering the number of people residing there.
2. Use the table on the next page to select maximum use of hot water in the home (peak-hour demand).

3. Now you're able to choose the water heater that matches the demand level. (For tank water heaters, the storage capacity should be slightly greater than demand level. For tankless water heaters, check the flow rate.)



Use the Energy Guide sticker on propane water heaters to determine how efficient they are.

Use	Average Gallons of Hot Water per Usage	Times Used During One Hour	Gallons Used in One Hour
Shower	20	X	=
Bath	20	X	=
Shaving	2	X	=
Hands and Face	4	X	=
Hair Shampoo	4	X	=
Hand Dishwashing	4	X	=
Automatic Dishwashing	14	X	=
Food Preparation	5	X	=
Washing Machine	32	X	=

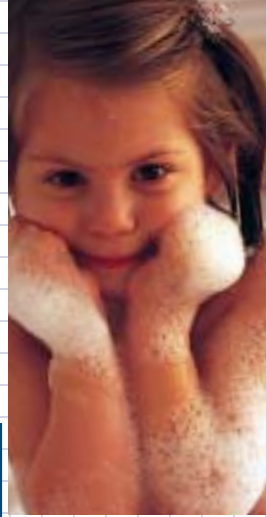


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Closing the sale. What to tell home buyers:

- ▶ The water heater is a major factor in home energy efficiency. A propane water heater is an excellent way to increase the overall efficiency of your home.
- ▶ Let's talk about your hot water needs. In an average day, how many times do you use the shower, dishwasher and washing machine?
- ▶ Consider new tankless water heaters. They save energy and space; plus, they heat your water faster than traditional water heaters.

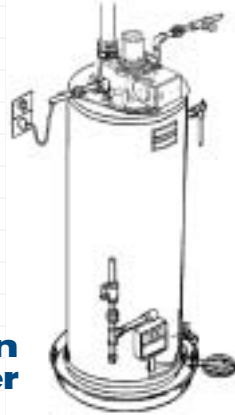


Getting the answers you want. What to ask your local propane retailer:

- ▶ What are some types of water heaters you recommend?
- ▶ What kinds of venting and plumbing will this water heater require?
- ▶ What codes and standards should I consider?
- ▶ How much propane will this home use?



**Tankless
water heater**



**50-gallon
water heater**

Tankless water heaters can fit on the wall in supply closets or elsewhere, and can take up 93% less space than a 50-gallon water heater.

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Tap the power of propane water heaters today.

Contact your local propane retailer. They'll work with you to find the solution that works best for your home buyers. You can learn more by visiting usepropane.com/vht.

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