

ADVOCACY TOOLKIT

MEETING WITH
LOCAL POLITICIANS

JULY 2024



Canadian Propane Association
Association canadienne du propane

MEETING WITH YOUR POLITICIAN

You have two options to meet with your politician:

1. Contact your constituent's office to set up a date and time. Email first, then follow up with a phone call if you don't get a response within a few days. (See sample email on page 4.)
2. Just drop in! But call the office in advance to determine if they will be in the office.

Locate your representative:

- Federally: [Election Canada \(elections.ca\)](http://elections.ca)
- Provincially – consult your province's election website (e.g., elections.on.ca for Ontario)

PREPARATION

Research

- Know Your Representative: Understand their background, interests and stance on energy issues. Know what the ministry has been doing in the last few months.
- Local Context: Understand how propane impacts the provincial economy, job market and community. Find your regional profile [here](#).
- Don't hesitate to contact CPA staff for further support or research

Key Messages

- Don't be shy!
 - Provide your company overview, including how it impacts community members in your representative's riding.
 - Share your stats – e.g., how many customers you serve, how much propane you produce or deliver, and your community involvement - If you sponsor local organizations, mention it!
 - Provide examples of how propane is used in your community/region. Educate your representative on its versatility/many uses but don't get technical or into too much detail.
- Propane provides essential, reliable and affordable energy; propane is cost-effective for consumers and businesses.
- The propane industry supports jobs and the economy.



MEETING TIPS

- **Be positive.** Maintain a respectful and constructive tone; avoid arguments and criticism of the government.
- **Stay on message.** Don't get partisan or distracted from sharing your story.
- **Be clear.** If you're unsure of an answer, don't hesitate to say so and assure them that you or a CPA representative will follow up.
- **Engage staff.** Ensure any political staff attending feel included in the conversation as they are the ones who ultimately carry out the work.
- **Thank you.** Thank the individuals for meeting with you.

AFTER THE MEETING

Social Media

- Share photos, details, etc., on company social media platforms, and be sure to tag your guests.

Follow up

- Send a thank-you note: Reiterate any key issues discussed during the meeting and ask them to contact you or the CPA if they ever have a question about propane.
- Continue to communicate with the politician's office post-event: consistency is key to building relationships.
 - Track decisions that may affect your business; thank them for any favorable position they take.
 - Invite them to your company events such as picnics, celebrations, etc.

IMPORTANT: Let the CPA know who you met with and key meeting takeaways, including photos if available.



BACKGROUND MATERIAL

EXAMPLE EMAIL TO POLITICAL REPRESENTATIVE

Hello [MP/MPP/MLA Last Name],

My name is [First name + Last name]. I work for [Company name] located in your riding. I would appreciate the opportunity to meet with you to discuss what our company does to service the community. Please let me know when you may be available to meet.

Sincerely,

[First Name + Last Name]

[Company logo]

KEY MESSAGES

Propane is an affordable, accessible, and low-emission Canadian energy source. It is #energyforall.

- As a lower carbon fuel (compared to gas, diesel, heating oil), Canadian propane is essential to lowering emissions.
- Used daily by millions of Canadians, from heating homes, drying crops, and powering forklifts to transporting children to school.
- Propane is highly portable and versatile, with unmatched distribution infrastructure across Canada, perfect for rural and remote locations.
- Propane is efficient, with furnaces running as high as 97% efficiency, saving residents up to 30-45% of heating costs and reducing emissions by about 38% compared to oil furnaces.
- Propane is energy's 'first responder', ideal for critical infrastructure like hospitals. It continues to work, even when the electric grid fails.

Propane is a clean energy for today and tomorrow.

- A lower emission energy source than heating oil, diesel, and gasoline, and in some regions, propane is even cleaner than the electrical grid.
- Propane can reduce emissions today, with a carbon intensity of 72 g/CO₂e/MJ.
- Propane is already a low-carbon energy, but it's carbon emissions can be further reduced through renewable fuels, like renewable propane.
- Renewable propane is being produced and sold commercially in the U.S. and Europe. A small amount of renewable propane is produced in Canada but is not available in the marketplace.
- The propane industry has released a 'decarbonization pathway' for Canadian propane. This study demonstrates the sector's intent to lower its carbon intensity footprint.



BACKGROUND MATERIAL

POTENTIAL Q&A's

Can propane be lower in emissions than electricity?

A: It depends on what is used to produce the electricity. For example, the carbon intensity of electricity generation across Canada is highest in Saskatchewan, Nova Scotia, Nunavut and Alberta because some of their electricity is generated from coal.

What are the economic impacts of the propane industry on the Canadian economy?

A: Each year, the Canadian propane industry generates over \$5.15 billion in GDP for the Canadian economy. Canada's national, provincial and territorial governments are beneficiaries of a strong propane industry, with propane operations nationwide generating over \$1.8 billion in taxes and royalties each year. These funds help to pay for important services in Canadian communities.

Can propane be used to establish a grid system?

A: Yes, propane can be used to establish a grid system. An energy grid can supply propane through one common storage tank, underground piping and individual meter sets for existing and potential buildings lacking access to major natural gas transmission pipelines. Examples of a propane grid system in Canada include Revelstoke, B.C. and the cities of Thompson and Churchill in Manitoba.

Is propane a renewable energy source?

A: Propane can be produced from various renewable feedstocks like vegetable oils, animal fats, or used cooking oil. It can be used alone or in innovative blends with other renewable or low-carbon energy sources—including conventional propane—to further reduce carbon emissions.

Renewable propane offers the same benefits as conventional propane but with reduced emissions. As a 'drop in fuel', it can be used in existing propane infrastructure and appliances. With no retrofit costs, it is an affordable and low-disruption choice for consumers and businesses.

What is the impact of carbon pricing on propane consumers?

A: As with any retail transaction, additional taxes or levies imposed on the propane industry are being passed on to the consumer. The government can help mitigate this by ensuring that propane is included in exemptions provided to end-users such as farmers and remote communities, existing provincial fuel exemptions are respected, and administrative burdens are limited under any carbon pricing scheme.

Isn't propane explosive and dangerous?

A: No. Propane is one of the safest alternative fuels available with the lowest flammability range of all alternative fuels; in the unlikely event of a leak, propane becomes a vapour that does not contaminate the soil, air or aquifers, unlike liquid fuels. Federal and provincial authorities regulate propane storage, handling, and transportation.



BACKGROUND MATERIAL

POTENTIAL Q&A's cont'd

With the two past explosions in the last few years, is propane safe?

A: Propane was not the cause of either explosion. The cause of the incident at Eastway Tank in Ottawa resulted from a 'wet test' conducted on a tanker truck with diesel fuel. Wet tests, using either water or diesel fuel, are commonly used in the industry to assess highway fuel tanks for leaks. The cause of the incident at Lafortune in Quebec was caused by gasoline vapours igniting inside a compartment of a tank trailer while a welder worked on it.

The industry plays a vital role in accident prevention and it remains committed to safety as its top priority. As part of the CPA's Reliable Propane Commitment, CPA members strive to improve health and safety amongst members, reducing risks and effectively raising the bar for safety across the industry. Millions of consumers and businesses use propane daily and very seldom is it the cause of an incident.

Are gas stoves dangerous?

A: All gas stoves powered by natural gas or propane meet stringent safety requirements. The Stanford study's findings are based on extremely small sample sizes and unrealistic cooking conditions and don't provide a clear picture of NOx emissions and particulate matter generated from electric cooking.

The food cooked and how it is cooked, affect indoor air quality – not the fuel. Food with high-fat content or a lower smoke point reduces indoor air quality when cooked, regardless of the range of fuel. Proper ventilation is the best solution to maintaining air quality. Numerous other factors can affect a home's air quality including smoking, cleaning products, mold, home location, rug composition, etc.

Do we need propane?

A. The world's energy needs will expand by 25% between 2018 and 2040 due to rising incomes and an extra 1.7 billion people on the planet, according to the latest information from the International Energy Agency. There is also a need to decarbonize energy. The latest science from the IPCC released in 2022 indicates the need to cut GHG emissions by 43% by 2030 from a 2019 baseline to limit a temperature rise and avoid the worst impacts of climate change.

To meet future energy demands, all forms of energy will be necessary, and the propane industry should play a significant role in Canada's energy transformation. This industry will remain vital in a decarbonized energy future, providing a crucial energy source that reaches areas others cannot.

