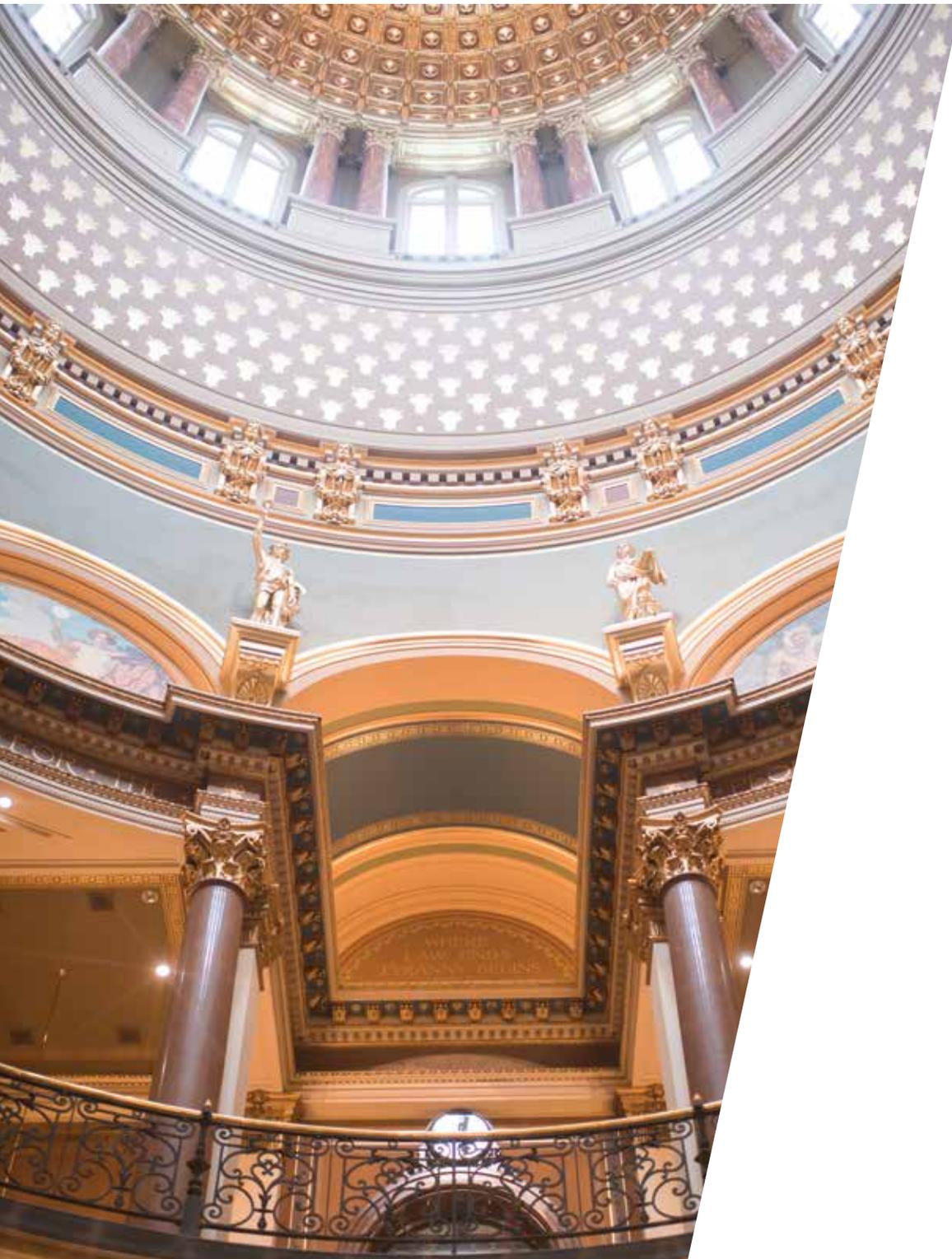


FUELL^owa

THE VOICE AND RESOURCE FOR IOWA'S FUEL INDUSTRY



**FUELL^owa
Pushes for Opt
Out Provision in
Bottle Bill pg. 4**

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Iowa? pg. 10**

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Hear Industry
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with Handling
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Containers
pg. 18**

VOLUME 73, NO.2
2019 MAR. / APR.

ON THE COVER

FUEllowa is proud to be the voice and resource for Iowa fuels at Iowa's Statehouse.

2



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PRESIDENT'S PERSPECTIVE

When the Board of Directors set the strategic plan for the next three years, they defined four strategic areas of focus: advocacy, growth, communication and education. These four areas encompass what FUEllowa does best. They leverage the prime opportunities for advancing the association and the industry itself.

In this issue, we focus on **ADVOCACY**. Our advocacy goal is to secure our position as the leading influencer on fuel issues, capitalizing on our professional and technical expertise. The association rebrand was a first step in achieving this goal. The new name succinctly defines our area of expertise and who we represent. It aligns with our vision to be the voice and resource for Iowa's fuel industry.

Through our mission statement, the Board defined the primary focus of our advocacy. FUEllowa will advocate for innovative and quality fuel options, consumer and environmental protection, and fairness in the marketplace. All areas have come into play with this year's legislative session as FUEllowa pushes for infrastructure grants to equip our industry to offer E15. Articles in this issue detail our advocacy efforts.

Now our focus is on raising awareness and keeping FUEllowa top of mind for legislators, media, regulators and key stakeholders. This effort will involve staff and members alike for it to be successful.

We are excited about this strategic focus and the value it will bring to our members as we influence policy. We appreciate your support and involvement in our efforts.



Dawn M. Carlson, CAE



Dawn Carlson, CAE
President & CEO
FUEllowa
515-224-7545

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2019 ADVOCACY

BOTTLE BILL, TOBACCO AGE, FUELING INFRASTRUCTURE

FEATURE ARTICLE

By Dawn Carlson, President
& CEO and Reo Menning,
Executive Vice President

Three legislative initiatives that impact the bottom line of FUEllowa's members are the advocacy priorities during the 2019 session. Two of the three were part of FUEllowa's proactive legislative priorities. See legislative priorities in the yellow bar.

BOTTLE & CAN REDEMPTION LAW

The Senate and House have both proposed bills that will allow convenience stores to opt out of taking cans and bottles for redemption. At the same time, these bills increase the handling fee paid by beverage distributors to redemption centers from 1 cent to 2 cents per container. The goal of the bill is to ensure this post-consumer waste is handled by establishments designed to take trash. Convenience stores were never designed to handle waste.

Pushback on the bill is from three angles. First, will there be enough places for the public to redeem bottles and cans if convenience stores are no longer in the mix, particularly in rural areas? Second, should the "bottle bill" continue to be in place, or should it be replaced by comprehensive recycling? And third, who will pay the additional penny to the redemption centers?

Beverage distributors have the most to gain from keeping the status quo. Redemption rates continue to decline for various reasons. For every can or bottle that is not redeemed, beverage distrib-

2019 LEGISLATIVE PRIORITIES

E15 Fueling Infrastructure

FUEllowa urges the allocation of resources to assist retailers with first-time access to grant monies to install equipment compatible with E15. All resources available should be considered for a grant program, including promotional tax credits and excise tax incentives currently used to encourage consumer purchases of ethanol-blended fuels.

Remaining UST Funds

As the Iowa Underground Storage Tank (UST) Cleanup Fund continues to operate without new funding, remaining monies should be prioritized to focus on active fuel marketing businesses with UST fund-eligible expenses. Narrowing this focus ensures the rural fuel distribution network is preserved as intended.

Bottle and Can Redemption

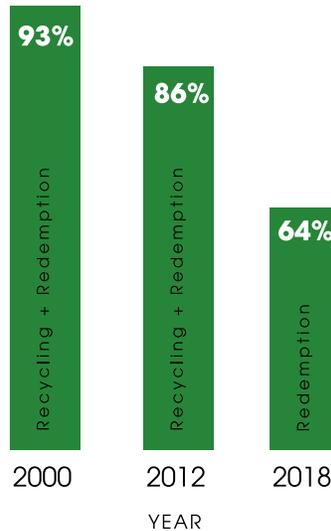
FUEllowa urges lawmakers to allow convenience-type businesses to opt-out of the bottle and can redemption requirements until the law is repealed or substantially overhauled. With redemption outlets closing, stores are bearing the container handling costs while other businesses are profiting from this dysfunctional, outdated law.

Economic Prosperity

FUEllowa supports a competitive business climate with a clear business-friendly tax system, broadband internet access statewide, streamlined permit and tax procedures and future-ready workforce development.

utors keep the nickel. In 2018, beverage distributors pocketed \$28 million in unredeemed money. This is in addition to the recycling value they retain from the bottles and cans redeemed.

RETURN RATE



FUEllowa is advocating for the opt out provision for convenience stores and urging legislators to look to the \$28 million in unredeemed funds to bolster redemption centers or comprehensive recycling. The unredeemed money belongs to the public and should be used for public purposes.

MINIMUM AGE FOR SALE OF TOBACCO PRODUCTS

Eleven states have now raised the minimum age to purchase tobacco and vaping products to 21 in response to the FDA threat to remove vapor products from convenience stores. In April, Senator Charles Schneider proposed a bill to do the same in the state of Iowa. The bill is being pushed by major tobacco and vapor manufacturing companies, who are looking to head off the U.S. Federal Drug Administration's (FDA) proposal to limit the sale of vaping products to vaping shops only. FDA's proposal is aimed at cutting down teen use.

FUEllowa is educating legislators on

the financial impact this will have on convenience stores and is looking for ways to mitigate the impact. One specific idea is to raise the minimum markup to help convenience stores recoup some of the lost profit while discouraging smoking and vaping at the same time.

INFRASTRUCTURE FUNDING

Fact: 85% of the retail sites in Iowa have fueling infrastructure which is not legally compatible with E15.

Fact: Both Federal and State incentives are encouraging the growth of E15, as are private grants.

Fact: FUEllowa supports the growth of E15 as an innovative fuel and urges Iowa lawmakers to rethink State incentives and funding options to provide support for the infrastructure upgrades necessary for all Iowa fuel retailers to safely and legally offer E15 and higher percentages of ethanol-blended gasolines.



As state lawmakers consider incentives to help grow E15 sales, FUEllowa is educating them on the above facts. Infrastructure funding is needed more than increased tax incentives to successfully

ensure access to this fuel and therefore, growth of this fuel. Without the appropriate fueling infrastructure, fueling stations will not be able to offer the product, or worse yet, they will feel forced to offer it through incompatible equipment that would leave them in violation of federal law, without insurance and at risk of causing environmental contamination.

FUEllowa is advocating for a multi-year funding stream from the Department of Transportation's (DOT) "statutory allocation fund" which does not impact road funding. In addition, road funding could see a significant increase if the Department of Revenue's (DOR) excise tax calculation was "recalibrated" to align with the law.

GET INVOLVED

Progress has been made on these three issues impacting members of FUEllowa. The 2019 legislative session is the first of a two-part session, allowing for consideration of most issues that survive funnel deadlines and make it to the Unfinished Business calendar by the time the legislature adjourns in May.



WHAT CAN MEMBERS DO TO ASSIST? FUEllowa members can weigh in on these important issues and convey support for the association's advocacy agenda.

- 1** Stay engaged with the association's agenda, requests and calls to action.
- 2** Develop and maintain a personal relationship with elected lawmakers.
- 3** Send people to the Statehouse when help is needed.
- 4** Invest in your business by giving to the FUEllowa PAC.
- 5** Be kind. Send a thank-you to lawmakers that interact with you.



FUEllowa CEO REAPPOINTED TO IOWA UST FUND BOARD

Governor Kim Reynolds has appointed Dawn Carlson to another four-year term on the Iowa Comprehensive Petroleum Underground Storage Tank Fund Board of directors. Carlson was first appointed to the Board in 2010 and has served the past nine years in this role.

Since 2016, the Board has focused on closing claims with no additional funding. At this time, there are approximately 100 open claims remaining with the Fund and it is projected that the reserve balances will be depleted within two to three years. When the balances are depleted, funding for tank closures and NFA reopener expenses will end. NFA is a term used to describe sites that have received a No Further Action statement from the Iowa DNR. Quite often, these sites are subjected to claim reopening with additional testing or remediation expenses incurred. FUEllowa members uncertain of the status of their claim should contact our office or contact the Fund Administrators office at 515-725-8450.

THANK YOU FUELIOWA MEMBERS FOR PARTICIPATING IN THE LEGISLATIVE BRIEFING AND STATEHOUSE VISITS IN DES MOINES

Participants visited one-one-one with their elected officials and shared important perspectives on bottle and can redemption expenses, fuel retail infrastructure expenses involved in offering E15 and opportunities for retailers to make money on tobacco and vapor products while policymakers consider ways to decrease the number of smokers.

“FUEllowa’s “Day on the Hill” was successful for each member who took the time to drive to Des Moines and meet face to face with legislators. It’s the face-to-face contact and building a relationship with Senators and Representatives that makes the difference on issues that we as an industry care about. It’s our job to help them better understand the industry we all work in and it takes all of us working together to elevate our voice as FUEllowa.”

DOUGLAS COZIAHR,
Nebraska Iowa Supply
Company

“As business owners benefiting from the advocacy efforts of FUEllowa, it is our obligation to support the legislative efforts by connecting with our elected officials, contributing to the PAC and working together to advance our agenda. We’re all in this together and it takes every one of us putting the effort in to be successful.”

DON BURD,
Otter Creek Country Stores





FUEL IOWA PAC/PEF CONTRIBUTION CARD

Personal Contribution (PAC) Corporate Contribution (PEF)

CONTRIBUTOR INFORMATION

Name _____
 Address _____
 City _____
 State _____ Zip _____
 E-mail _____

CONTRIBUTION/PLEDGE LEVELS

Visionary (\$1,500+) Partner (\$500-\$749)
 Leader (\$1,000-\$1,499) Contributor (\$250-\$499)
 Advocate (\$750-\$999) Friend (<\$250)

CONTRIBUTION AMOUNT \$ _____

Credit Card* one-time contribution \$
 Check* enclosed for contribution \$
 Bill Me* \$

*Contributions not drawn on personal funds will automatically be contributed to the FUEL Iowa Political Education Fund (PEF).

PAYMENT INFORMATION

Personal* Check Company* Check
 Personal* Credit Card Company* Credit Card
 MasterCard VISA Discover AMEX

Number _____
 Expiration Date _____ CCV _____
 Billing Address _____
(If different from above address)
 Signature _____
 Date _____

2019 PAC CONTRIBUTORS

CONTRIBUTIONS RECEIVED AS OF APRIL 4, 2019

VISIONARY (\$1,500+)

\$50	Jerry Holt
\$1,500	Don Burd
\$50	Alex Krigen
\$1,500	Dawn Carlson
\$50	Alan Levine
\$1,500	Mark Cobb
\$50	John Meehan
\$1,500	Scott Cornish
\$50	Dick Metzger
\$1,500	Todd Kanne
\$50	Jim Pauk
\$1,500	Jason McDermott
\$50	Shawn Phelps
\$50	Bruce Urman

LEADER (\$1,000-\$1,499)

\$35	Mark Olson
\$1,100	Robert Mast
\$25	John Cress
\$25	Matt Lippincott

ADVOCATE (\$750-\$999)

\$25	Ron Lutovsky
\$25	Dan Toale
\$20	Tom Pearson
\$20	Darin Schlapia

PARTNER (\$500-\$749)

\$600	Dave Reif
\$550	Matthew Scheetz
\$500	Steven Kimmes
\$500	Richard Weiner
\$500	Joe Zietlow

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\$300	Thomas Brooke

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\$150	Lisa Abens
\$150	Mark Nelson
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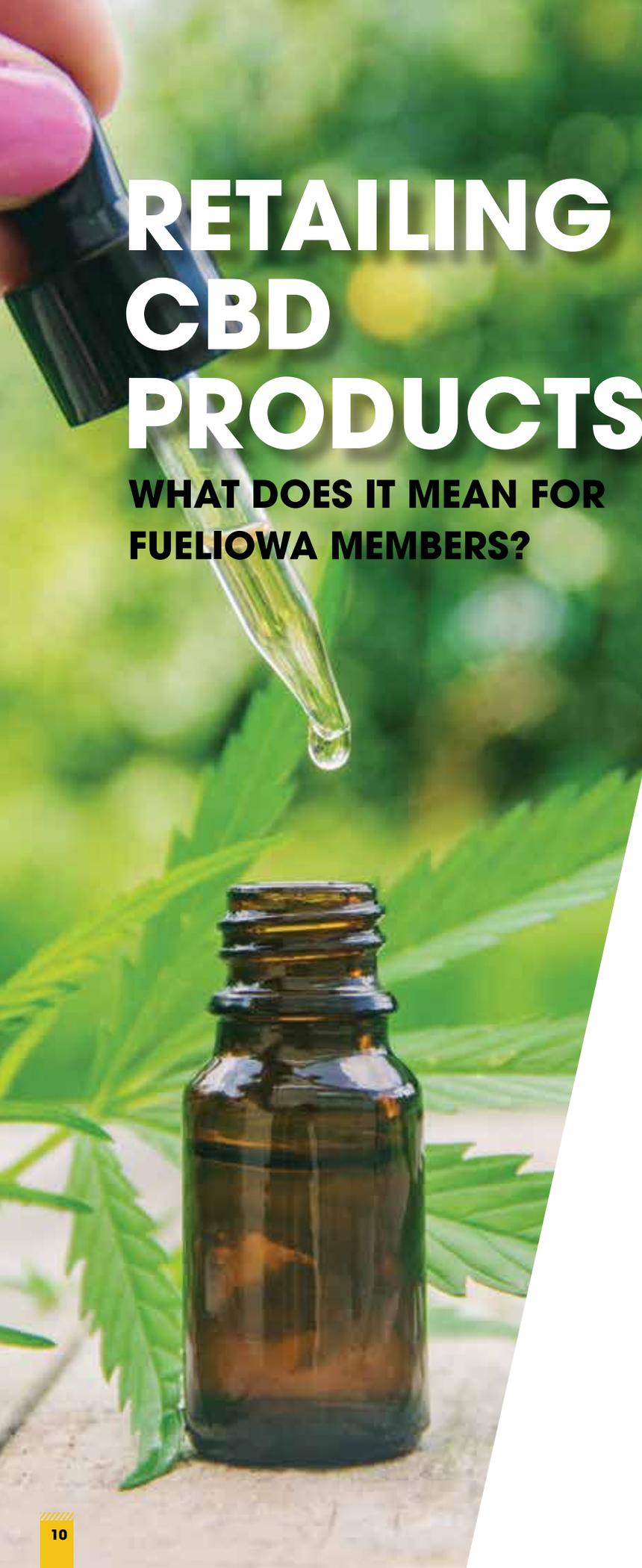
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RETAILING CBD PRODUCTS

WHAT DOES IT MEAN FOR FUELIOWA MEMBERS?

FEATURE ARTICLE

By John Maynes,
Regulatory Affairs Manager

FUEllowa members participating in the convenience store industry have likely come across one or more articles in an industry trade publication highlighting the growing opportunities in the retail cannabis industry. Cannabis is the parent plant for hemp and marijuana; hemp consisting of the fiber of the cannabis plant and marijuana consisting of the buds and leaves. The cannabis plant contains a wide variety of compounds but the two most relevant compounds to FUEllowa members reading this article are cannabidiol (CBD) and tetrahydrocannabinol (THC).

Marijuana can contain high concentrations of THC in its buds and leaves. THC is the psychoactive compound in marijuana that is appealing to its users. In 2012, Colorado and Washington became the first states to legalize the recreational use of marijuana. Since 2012, eight additional states and the District of Columbia have followed suit and legalized the use of recreational marijuana. 2019 is expected to see the legalization of marijuana continue to gain momentum. A minimum of four additional states, including the state of Illinois, are expected to explore the legalization of recreational marijuana through legislation that has a strong chance of passing through its respective process. The growth outlined above does not take into consideration a similar movement occurring as it relates to state acceptance of med-

ical marijuana. 2018 saw states such as Missouri, Oklahoma and Utah legalize the medical usage of marijuana under varying state laws.

WHAT'S DRIVING THE TREND TOWARDS STATE'S LEGALIZING THE USE OF MARIJUANA?

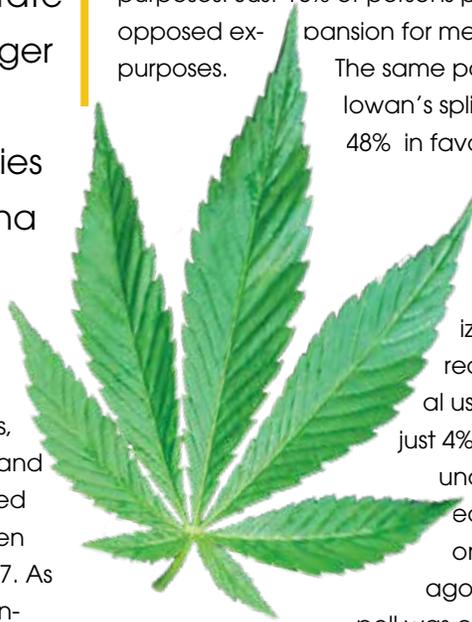
The answer is simple: state lawmakers can no longer ignore the revenue generating opportunities that legalized marijuana presents.

According to research estimates, the combined sales of medical and recreational marijuana generated sales in the United States between \$7.5 billion and \$9.5 billion in 2017. As state's face growing budget constraints, revenues generated from the sale of legalized marijuana may serve as an economic glider for states. Total revenue growth from marijuana is expected to explode as more states take up the issue and high population states like New York and New Jersey appear poised to accept varying forms of marijuana sales.

The opportunity for states to generate revenue through marijuana or CBD related products is bountiful. Growing consumer acceptance and demand for the products is met by the same acceptance for taxation. For example, Washington state has a 37% marijuana excise tax attached to the sale of the

product in addition to a 10% state sales tax. While most state's employ around a 15% tax rate on marijuana sales, consumer demand makes marijuana sales a revenue generator for state lawmakers and that opportunity is drawing their attention.

Although the legalization of medical or recreational marijuana isn't going to happen in Iowa anytime soon, support is growing. A recent poll conducted by the Des Moines Register shows 78% of Iowans support the expansion of Iowa's existing medical marijuana law to allow patients to use marijuana for medicinal purposes. Just 18% of persons polled opposed expansion for medicinal purposes.



just 4% remain undecided. Just one year ago a similar poll was conducted by the Des Moines Register. In that poll 39% of those polled supported legalizing recreational usage while 58% opposed it.

To date, Iowa lawmakers have held no real discussions on the legalization of marijuana. However, hemp derived CBD is a different story. Hemp is a fiber of the cannabis plant containing almost no THC (less than 3%). CBD is a compound capable of being extracted from the hemp plant and contains no psychoactive properties. CBD consumer demand has grown exponentially in recent years because of its medical benefits for fighting anxiety, insomnia, inflammation, arthritis, and

various disorders such as epilepsy. CBD products can be found in many forms including gels, creams, oils, gummies, and more.

In December of 2018, Congress passed the Agriculture Improvement Act, commonly referred to as the Farm Bill. The legislation contained language removing industrial hemp and industrial hemp derived co-products from classification as a Schedule I controlled substance (ex: heroin), punishable as a felony. Although the removal of industrial hemp from the list of Schedule I controlled substances is a step in the right direction for CBD proponents, hurdles remain. The Food and Drug Administration has stated publicly that hemp-derived CBD products remain subject to FDA approval before they can be marketed and sold. To date, no such approval has been granted by FDA leaving the sale of CBD products in a state of regulatory limbo.

Even when the status of CBD products derived from now legal industrial hemp is sorted out on the federal level, FUEL Iowa members must remain mindful of Iowa laws and regulations. Iowa allows the sale of CBD products to persons in possession of a state-issued medical cannabidiol registration card after an exam and consultation by a registered health care practitioner. The manufacturing and dispensing of medical CBD is regulated by the Iowa Department of Public Health. The manufacture of medical CBD is limited to the two licensees approved in Iowa, MedPharm and Iowa Relief. Subsequently, only the five licensees that have been granted licenses for the dispensing of medical CBD may do so with the protection from prosecution afforded in Iowa Code Chapter 124E. Those facilities are in Sioux City, Council Bluffs, Des Moines/Windsor Heights, Waterloo, and Davenport.

Currently, only sales of medical CBD

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REGIONAL LUNCH & LEARNS

BUILDING RELATIONSHIPS WHILE EDUCATING



FEATURE ARTICLE

By Reo Menning,
Executive Vice President

FUELlowa's regional members meetings – termed “lunch and learns” – have been an excellent opportunity for members to educate legislators about issues important to our industry. More than 20 legislators and nearly 150 members attended the seven events held throughout the state this winter.

The most discussed topic with legislators was the bottle bill. Members were able to share the financial and operational challenges they face with the growing volume of bottles and cans being redeemed in their stores.

Members also had the chance to ask questions and share their challenges about other issues of concern, including CDL driver shortages, taxes and even speed cameras. Through the dialogue, legislators walked away with a better understanding of our industry and its importance to their constituents.



While these meetings served as an informal way to enhance relationships with legislators, they also were an excellent opportunity for staff to hear from our members and to share with them the legislative and regulatory

challenges that lie ahead. Topics discussed were the impending UST system testing, fuel quality in Iowa, fueling infrastructure funding, and the minimum age to purchase tobacco products.

As a result of member questions, feedback and concerns, FUELlowa developed a list, diagram and recommendations for members to consider with respect to the impending UST system testing that will begin in 2021. This diagram was shared at the last couple of meetings. See image on page 16.

Staff also had the chance to share some of FUELlowa's initiatives – including the strategic plan, the association's rebranding efforts, our advocacy agenda, upcoming events and our new credit card services program. FUELlowa also used the meeting to raise awareness about the importance of a strong FUELlowa PAC in our advocacy efforts. Through these meetings, members pledged \$7,600 to the PAC.

Thank you to our PAC contributors (see page 8 for a full listing). And thank you to our regional meeting sponsor, Unified Contracting, who helped make these meetings possible.





UPCOMING U.S. EPA-MANDATED UNDERGROUND STORAGE TANK SYSTEM TESTING REQUIREMENTS

Release Detection Testing: Annual Test, First Test Conducted by October 13, 2021.

- Test System Configuration, Alarm, Battery Back-up, and Sensing Devices.
- Review Release Detection Records.
- Probes, Floats, and Sensors Must Be Removed for Inspection.

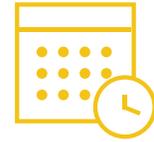
Overfill Prevention Device Inspection: First Test Conducted by October 13, 2021 and Every Three Years Thereafter.

- Overfill Device (Auto-Shutoff, Alarm, Ball Float) Must Be Removed to Confirm Functionality.
- Ball Floats May No Longer Be Installed as a Primary Means of Overfill Prevention.
- Auto-Shutoff Devices Seized in Drop Tubes Will Require Removal for Inspection. Damage is Likely.
- FUELlowa Strongly Recommends Installation of In-Ground Testable Overfill Devices Prior to First Inspection.
 - Audible Alarms May Also Be Installed at an Activation Level Below Existing Overfill Device.
 - Auto-Shutoff: 95% of Tank Capacity - Audible Alarm: 90% of Tank Capacity.

Spill Bucket, Under-Dispenser Containments, and Piping Containment Sumps: First Test by October 13, 2021 and Every Three Years Thereafter.

- Applicable to Sites Using Secondary Containment for Interstitial Monitoring (SCIM) of Piping.
- Test Conducted Using Vacuum, Pressure, or Liquid. Liquid Level = 4 Inches Above Highest Penetration.
- Test Water Will Be Considered Hazardous Waste Upon Removal and Proper Disposal Will Be Required.
- One Hour Test, If Liquid Level Drops 1/8 inch or More the Sump or Bucket Fails.
- Sites Installed After November 28, 2007 Must Use SCIM and are Required to Test Sumps.
- SCIM Sites Installed Prior to November 28, 2007 May Avoid Sump Testing by Changing Piping Leak Detection Method and Conducting an Annual Line Tightness Test.
- FUELlowa Strongly Recommends Installation of Double-Wall Spill Buckets Prior To First Test Date.
 - Double-Wall Buckets are Not Required to Be Tested. ■

CALENDAR OF EVENTS



JUNE 10, 2019 **GOLF BENEFIT FOR** **CAMP COURAGEOUS**

Dubuque, Iowa

Come and join FUELlowa members for a fun filled day of golf among your peers for a great cause - Camp Courageous of Iowa. This year, we will play Lacoma Golf Club, East Dubuque. After golf, we will head down the street to Timmerman's Supper Club for drinks, a prime rib feast, and presentation of the awards. This is an annual tradition and a true, can't miss event.



JULY 25-26, 2019 **SUMMERFEST**

Okoboji, Iowa

Enjoy two days at beautiful Lake Okoboji! Have a drink lake side at Bridges Bay Resort, tour the lake, enjoy 18 holes of golf, hang at the resort or get out and explore all that Lake Okoboji has to offer.



JANUARY 14, 2020 **ANNUAL MEETING &** **LEGISLATIVE RECEPTION**

Des Moines, Iowa

This is your opportunity to hear first-hand from key decision makers on important issues impacting your business, as well as FUELlowa's plans for 2020. Also, receive a legislative briefing and put that knowledge to work as you meet your 2020 legislators in a fun and relaxed setting. Two valuable events packed into a single day.

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To sponsor an event, call FUELlowa at 515-224-7545 or email jim@fueliowa.com



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SUFFERING UNDER IOWA BOTTLE BILL

MEMBER SPOTLIGHT

By Reo Menning, Executive Vice President

AN INTERVIEW WITH MARK NELSON, DYNOL OIL

As more bottle and can redemption centers close around the state, convenience stores are becoming the default redemption centers of the region. Every year, the number of bottles and cans redeemed at the small, minimally staffed stores increases. FUELlowa reached out to Dyno Oil to find out how convenience stores are managing redemption and at what cost.

“We are accepting 30 percent more cans and bottles since the redemption centers in Spencer and Sprit Lake closed,” said Mark Nelson, President of Dyno Oil. He estimates that 100,000 bottles and cans are redeemed each month within his 13 store locations across northwest Iowa.

Taking bottles and cans is not net zero for convenience stores as the law intended. Convenience stores were to be made whole on the nickel they gave out for each redeemed container plus a penny by the beverage distributors. But that is not what is happening. Instead of being a final location where beverage distributors would collect the containers, convenience stores are just another place where the cans and bottles accumulate before going to yet another collection site such as a redemption center or a recycling center. Convenience stores are now lucky to get 2 or 3 cents back per container, if anything,



EXPENSE

MONTHLY COST

Nickel Returned to Consumer	\$5000
Employee Salary to Collect Containers	\$600
Employee Time Sorting Cans	\$1300
Truck Maintenance and Insurance	\$125
Truck Fuel	\$200
Bags	\$52
Redemption Value - Plastic and Aluminum	-\$2250
Redemption Value - Glass	\$0
Total Cost	\$5027



and they have the additional headache and costs of figuring out how to get the containers to the next location.

"We used to pay the local redemption center 3 cents per can to take them," Nelson explained. "We wanted to keep them open and available to us. But even at 3 cents per can, they closed."

Closure of the redemption centers has also made it difficult for convenience store chains like Dyno Oil to manage the redeemed bottles and cans once they have them. Dyno Oil employs a person full-time to drive a covered pickup from store to store to collect the redeemed bottles and cans. He picks up at every store at least once a week. In the summer, that increases to twice per week because of increased volumes.

Once the driver has a load, he takes them to a new redemption center that opened in Milford. But there is a catch - this redemption center does not accept glass bottles, which account for about 20% of what is redeemed at the Dyno Oil locations. This is just a pure loss for the stores -

the only option they have for getting rid of the bottles is to take them to the recycling bin at the Spencer City Recycling Center.

Employee time to manage redemption and to keep sanitary conditions has always been a challenge for convenience stores, especially when only one employee is available. Dyno Oil has resorted to having a small table in their stores stocked with pop can flats. When a customer brings in bottles and cans, they are required to place them on the flats and the number of containers they can redeem at one time is limited. This helps the employee to rapidly count the number redeemed, and then, using gloves, carry the flat back to dump the containers into bigger boxes of aluminum, plastic and glass. But even with this approach, the employee is still pulled away from the counter.

"Other customers are frustrated with being delayed," says Nelson. "And we are frustrated, especially when the person is only there to redeem cans and bottles and we don't get any additional business."

Nelson estimates the redemption



"At least the glass is being recycled," says Nelson, who believes the best solution is to replace the bottle bill challenge with a strong recycling program throughout the state. "Giving redemption centers an additional penny isn't likely going to keep them open in rural areas like northwest Iowa. We paid 3 cents and they still closed."

ABOUT DYNOS OIL

program is costing Dyno Oil more than \$5,000 per month, or about 5 cents per can. With margins getting tighter and tighter across stores, this is no small amount.

“Convenience stores are preparing for large capital investments driven by regulatory requirements, and every dollar we can put toward these helps,” explained Nelson. What are these regulatory costs? Soon, stores will need to invest in new EMV systems to ensure secure credit card transactions. They will need to undergo new Federal testing requirements for UST system components, testing that is not likely to provide any incremental environmental protection. And if they want to sell E15 or higher blends of ethanol, many of them will need to replace the older, existing UST tanks and equipment. Altogether, these investments could reach \$500,000 to \$1 million per store location.

“Every dollar we can put toward these required costs helps us to remain viable,” says Nelson. When he’s looking at his impending costs, he’s also noticing how much money the beverage distributors are pocketing because of the broken bottle bill system. According to the latest estimates, distributors are keeping nearly \$28 million per year in unredeemed funds. That’s hard to stomach, especially when he thinks of their profit on unredeemed containers.”

“It doesn’t seem right that we are bearing the costs of the bottle bill,” says Nelson. “We want to focus on what we do best – providing fuel, excellent service and quality, convenient products to our customers. We don’t need the added burden of being essentially unfunded redemption centers.”

Dyno's

Dyno Oil was founded in 1958 by Del Nelson. While an Iowa sales manager for Sinclair Refining Co. Del decided to start his own oil company by leasing a closed bulk plant and four closed service stations from Sinclair Oil. Since 1958, Dyno's has experienced steady growth in sales and has changed its emphasis to keep up with the times. Dyno Oil Co., Inc. was the second in the state of Iowa to market gasohol (gasoline + ethyl alcohol) and distributed ethanol all over Iowa. Today, Dyno Oil is led by Del's son and President, Mark Nelson, along with his wife and Secretary/Treasurer, Nellie, and Vice President of Operations John Long. They operate 13 convenience stores located across northwest Iowa: Milford, Pocahontas, Emmetsburg, Spirit Lake, Spencer, Storm Lake, Hartley, Sanborn, Sibley, Albert City and Sac City, with their main office in Spencer.



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WEIGHTS AND MEASURES ALERTS FUELLOWA TO RISE IN SKIMMING DEVICES

The Iowa Department of Agriculture and Land Stewardship's Bureau of Weights and Measures asked FUELlowa to alert retailers of a rise in skimming devices. Recently, Weights and Measures inspectors uncovered five blue-tooth capable skimming devices placed in-line with the wiring of the card reader inside of the dispensers. Last year, Weights and Measures inspections uncovered approximately a dozen skimming devices.

FUELlowa members are encouraged to remain diligent in the security measures taken at their stores. Routine inspection, security tape, and changing out locks are three of the more common means being used by members to prevent skimmers from being placed in dispensers. Members that uncover a device they suspect to be a skimmer are encouraged to contact the FUELlowa staff or the Iowa Weights and Measure's Bureau before disconnecting the device. In many cases, Weights and Measures staff have more field

experience with skimming devices and can assist law enforcement when a device is discovered.

PROPOSED EPA UST SYSTEM TESTING: DO YOU KNOW THE REQUIREMENTS?

U.S. EPA's 2015 Underground Storage Amendments change the way FUELlowa members will oversee their UST systems in the future. By October 13, 2021, FUELlowa members will be required to conduct their first test in accordance with EPA's guidelines on the following components within their UST system: Release Detection Equipment; Over-fill Prevention Devices; Spill Buckets; Containment Sumps used for Interstitial Monitoring of Piping and Under-Dispenser Containments.

FUELlowa has summarized the testing requirements that are rapidly approaching. See Proposed U.S. EPA-Mandated Underground Storage Tank System Requirements, page 16. Members are encouraged to contact FUELlowa to discuss the details of their site and identify the best path forward for their business.

U.S. EPA RELEASES E15 EXPANSION RULE WHILE UNDERMINING RFS RIN RULES

The long-awaited proposal allowing gasoline blended with up to 15% ethanol to be sold year-round has been

released by the EPA in draft form. This is good news for marketers offering E15 and would allow the blend to be sold year-round to all vehicles 2001 and newer. Currently, during summertime RVP period (June 1-September 15), sales are not allowed in light of the statute limiting the 1-pound RVP waiver only to E10. There was a public hearing March 29 and comments on the proposed rule due April 29. FUELlowa supports the RVP waiver portion of this rule; however, we oppose the RIN reform proposal. RINs represent Renewable Identification Numbers which are the credits the EPA designed to ensure refiners satisfy their obligations under the Renewable Fuels Standard (RFS).

"It is ironic that EPA would propose changes to expand sales of ethanol while simultaneously proposing changes that would undermine the RFS which was designed to expand sales," said Dawn Carlson, CEO of FUELlowa and RINAlliance which is supportive of year-round E15. "The RIN reform proposal would disincentivize marketers who are successfully blending with ethanol and biodiesel and be counterproductive to the nation's pursuit of energy independence. Our office has helped marketers, small and large, across the U.S. to achieve success in blending with biofuels and RIN management as the law intended." With no evidence of RIN market manipulation, EPA clearly is proposing these rules to provide a small number of refiners an opportunity to avoid their obligation under the RFS, as they did when EPA granted the small refinery exemptions. All parties interested in the success of the RFS should come together to oppose the RIN market reform proposal.



FUELS INSTITUTE HOSTS DIESEL FUEL QUALITY WORKSHOP

On February 19-20, FUEllowa was a participant in a diesel fuel quality workshop hosted by the Fuels Institute in Washington, D.C. The Fuels Institute was founded by NACS in 2013 and

serves as a vehicle to bring together fuel supply chain stakeholders in a collaborative setting to address emerging issues within the industry. Diesel fuel quality and related issues have emerged as a strong topic of discussion among industry participants, including end-users. The Fuels Institute's diesel fuel quality workshop was an effort to assess diesel fuel quality challenges by bringing together representatives from all segments of the industry including refiners, pipeline terminal operators, additive manufacturers, biofuel producers, carriers, bulk storage operators, retail operators, and end-users.

As state and federal policies drive down emission standards for diesel engine manufacturers, manufacturers have turned their attention toward the

quality of diesel fuel being supplied to their high-pressure diesel engines. In order to comply with the regulations governing their engines, diesel engine manufacturers argue that they need tighter specifications on the diesel fuel to be consumed in their engines. Engine manufacturers are asking that more strict oversight be given to the diesel fuel moving through the supply chain. This focus has resulted in a number of regulatory initiatives targeting the retail sector of the petroleum industry including tightening the allowable levels of water in storage tanks selling diesel fuel or biodiesel blended fuel; moving from 30-micron filters on retail diesel dispensers to 10-micron filters; and placing the point of compliance for meeting fuel quality standards solely at retail fuel outlets.

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In addition to the initiatives outlined above, ASTM Standard D975 (Standard Specification for Diesel Fuel Oils) is currently being evaluated for its applicability with today's marketplace realities. The Fuels Institute's diesel fuel quality workshop brought perspectives from each supply-chain stakeholder on the challenges they face as diesel fuel moves through the chain of sale to consumers. Although no single source was identified as the problem during the workshop, the overall outcome of the meeting was positive in that attendees were able to come to a consensus that in order to truly address the quality of diesel fuel moving through the chain of sale, each segment of the distribution chain must do its own work to ensure the quality of the product being passed on to the next supply-chain participant.

The Fuels Institute is currently in the process of collecting diesel fuel sampling data from members of the industry. Once the data is collected and analyzed, the Fuels Institute will release a report documenting their findings. It's likely that the information supplied will be used in future discussions about revisions to ASTM Standard D975 and other regulatory initiatives.

OSHA WORKPLACE INJURY AND ILLNESS POSTING REQUIREMENTS

The posting cycle for OSHA's workplace injury and illness reporting rule began February 1. OSHA injury and illness recording and posting requirements apply to most establishments (workplaces) with more than 10 employees. OSHA requires employers to record and post all work-related injuries occurring during the previous calendar year.

The state of Iowa has its own state OSHA program for private sector employees. As a result, the state of Iowa has its own posting requirements. The following link will direct FUELlowa members to a copy of the posters required by Iowa's OSHA office. At a minimum, posters must be 8.5 x 14 or larger. INSERT Image: Iowa OSHA Workplace Injury and Illness Poster



FDA PRESENTS FLAVORED E-CIG BAN TO WHITE HOUSE

BY NACS

According to Axios sources, Food and Drug Administration Commissioner Scott Gottlieb handed White House officials a plan to ban the sale of flavored e-cigarettes in c-stores. Gottlieb has described the surge in teen vaping as an "epidemic" and an important public health crisis.

The agency's plan would limit the sale of flavored e-cigarettes (other than mint/menthol and tobacco flavors) to adult only stores or stores with an adult-only section, essentially banning the sale of these products in most convenience stores. The agency would still allow these products to still be sold in vape stores (or other adult-only stores) and the Internet. Under the new FDA enforcement policy, a store that sells flavored e-cigarettes must ask customers for ID cards before they enter the store. To make this happen, the c-store or gas station would need to build a

separate room and ask people for their IDs before they enter the room.

FDA announced these plans in November 2018, but this is the first time the agency presented plans to the White House. The guidelines have already been cleared by the Department of Health and Human Services.

\$6.24B SETTLEMENT IN VISA, MASTERCARD ANTITRUST SETTLEMENT

Visa, Mastercard and other bank defendants have agreed to a record-breaking settlement in a class-action lawsuit. The defendants have agreed to a \$6.24 billion settlement subject to agreement at a hearing scheduled for November 7, 2019. Eligible class participants include merchants accepting Visa and/or Mastercard between January 1, 2004 and January 25, 2019. For more information on the settlement, including your options under the terms of the settlement, visit www.PaymentCardSettlement.com.



VISA AND MASTERCARD TO RAISE FEES IN APRIL

BY PMAA

According to a Wall Street Journal report, Visa and Mastercard will raise fees

in April. Increases on interchange fees, which retailers pay their banks when accepting a card transaction, and fees that the banks pay to Visa and Mastercard for processing payments, will also increase.

The companies justify the increases by claiming security measures must be enhanced to prevent fraud and theft, and they continue to point out that retailers receive more sales if they accept card payments. Yet both saw 33 percent increases in their fourth quarter 2018 net income as compared to Q4 of 2017.

Increasing fees could also cover the cost of the \$6.25 billion settlement the companies face after losing a U.S. antitrust case. Although that money had supposedly already been set aside, fees may be increased to also offset costs of antitrust investigations in Europe.

CONGRESS REINTRODUCES BIPARTISAN BILL TO LOWER DRIVING AGE FOR TRUCKERS

During the week of February 25, Senators Todd Young (R-IN) and Jon Tester (D-MT) reintroduced the bipartisan "Developing Responsible Individuals for a Vibrant Economy Act," also known as the "DRIVE-Safe Act," and Rep. Trey Hollingsworth (R-IN) reintroduced a companion bill in the House. The bill would allow drivers 18 and older to operate across state lines if they meet rigorous training requirements. The training requirements would include at least 400 hours of on-duty time with 240 hours of driving time with an experienced driver training them. Training would also be restricted to trucks equipped with active braking systems, video monitoring systems and speed

limiters set to 65 mph or slower.

Also, that week, House Transportation and Infrastructure Chairman Peter DeFazio (D-OR) and Senator Tom Carper (D-DE), the Ranking Member on the Environment and Public Works Committee announced their support for an increase in the federal motor fuels tax to support the Highway Trust Fund (HTF) in the short-term while Congress determines how to pay for the nation's infrastructure. A new surface transportation authorization bill, which authorizes the HTF fund, must be passed before the current law expires September 30, 2020.

Chairman DeFazio has called on Congress to bring back earmarks, which he refers to as "Article I projects" bringing back congressional ability to request funding for specific projects in their states or districts. "Why shouldn't elected representatives, through a transparent process, be able to spend a small amount of money, bring it home, and show people what they're going to get for a small increase in their gas tax?" Earmarks have been banned since 2011 and will require leadership to allow for them again.



ILLINOIS RAISES MINIMUM WAGE TO \$15 BY NACS

In February, Illinois Gov. JB Pritzker signed into law a higher state minimum wage. Starting in 2020, the minimum

wage will increase every year until it hits \$15 in 2025.

On January 1, 2020, the minimum wage will rise from \$8.25 an hour to \$9.25 an hour, then to \$10 an hour on July 1, 2020. Starting in 2021, the minimum wage will jump \$1 each January 1 through 2025, when it will reach \$15 an hour.

The new law gives businesses with 50 or fewer workers a tax credit of 25% of the higher wage cost next year, with that percentage declining over the next few years before eventually reaching zero. Companies can also give those under the age of 18 a lower minimum wage, provided those workers do not exceed 650 hours annually.

Illinois, which joins New York, New Jersey, California and Massachusetts with setting a \$15 an hour minimum wage, hasn't raised its minimum wage in nearly a decade. Chicago had already begun to increase the minimum wage above the state minimum wage. ■

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FEATURE EVENT

By Gary Koerner,
Executive Vice
President

BENEFIT FOR CAMP COURAGEOUS

REGISTER NOW FOR THE FUELOWA GOLF BENEFIT FOR CAMP COURAGEOUS

If you like golf, prime rib, and serving your community, (and who doesn't) this is the event for you. It is truly a great event for a great cause. Over the years, FUELOWa has raised nearly TWO MILLION dollars for Camp Courageous through our golf benefit, cent-a-gallon day, and generous donations from FUELOWa members and families.

After record turnout and donations last year (120 golfers helped raise \$32,500), we've decided to hold the event in Dubuque again this year. We will play the challenging Blue Course at Lacoma Golf Course followed by the cocktail reception and prime rib dinner at Timmerman's Supper club just down the street. This was an incredible success last year, and so much fun. We are truly grateful to everyone who participated and the tremendous sponsorship support.



For those who may be new to this great event, you will enjoy 18 holes of golf with industry peers and friends of the camp in a four-person scramble, with shotgun start at 11 a.m. Enjoy a grilled lunch and then compete for the pin prizes for longest drive, longest putt, and closest to the pin. Stay cool with the beverage carts and compete in the putting contest. We will once again have tremendous prizes, like Yeti Coolers, fine scotch and wine, Amazon firestick, PROv1 golf packages and more. Plus, everyone will get to compete for the highly coveted, FUELOWa Golf Benefit Traveling Trophy. Last year, the winning group of Dan Ganahl, Jacque Hager, Russ Crooks, and Jeff Olson took home the trophy and they will be keen on defending their title - so put together a

foursome and let's have some fun and raise money for the camp.

Charlie Becker, Executive Director of Camp Courageous, will be on hand to meet you and your team and to thank you for your generous support, manage the putting contest, and hand out the latest collectible model car, a 1967 Chevy Camaro SS in metallic blue!

After you complete your round, we'll head just down the street to Timmerman's Supper Club for a cocktail reception overlooking the beautiful Mississippi River Valley, followed by a delicious Prime Rib Dinner and presentation of the awards. This is a great way to spend a day building relationships, rewarding your team, and raising money for the camp.

HOW TO REGISTER

Complete the registration form to the right and email to Jim Ewing, Jim@fueliowa.com, or fax to 515-224-0502.



You can also find the registration form at fueliowa.com – under EVENTS.

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ABOUT CAMP COURAGEOUS

Camp Courageous of Iowa is a year-round respite care and recreational facility for individuals of all ages with disabilities. The camp was established in 1972 and has grown to serve over 8,000 individuals with disabilities in a year-round program.

MISSION STATEMENT

The mission of Camp Courageous is to provide exceptional year-round recreational and respite care opportunities for individuals with special needs and their families. The camp is run primarily on donations, giving all individuals the opportunity to give through gifts of time, materials, money, and other means that support the camp.

RISK MANAGEMENT INSURANCE

BUSINESS SERVICES

By Gary Koerner, Executive Vice President

\$1.68 MILLION DIVIDEND PAID TO FUELOWA INSURANCE PARTICIPANTS

FUEllowa members taking advantage of FUEllowa Risk Management Insurance, powered by EMC, received great news recently, with the announcement of a \$1.68 million dividend for 2018. Dividend checks were mailed out to FUEllowa members in late February, rewarding members for another stellar year of safety in the workplace. The dividend amount itself is based upon the claims experience of all FUEllowa members in the program, so continuous improvement in safety and managing worker's compensation helps fuel the dividend. In fact, the 2018 dividend nearly eclipsed last year's record dividend amount of \$1.76 million, an incredible performance.

"We are pleased to have another phenomenal year providing the best Property & Casualty Insurance for fuel marketers, convenience store owners and all of our qualifying members," said Dawn Carlson, President and CEO of FUEllowa. "We hope this dividend helps fuel your business and that you

continue to value FUEllowa and the great advocacy, regulatory consulting, and business programs designed to help members succeed."

FUEllowa Risk Management Insurance is an exclusive benefit to FUEllowa members. If you are not in the program, please speak to your agent to learn more about it and to get a quote. You can also call Jim Ewing of FUEllowa at 515-224-7545 or email him at jim@fueliowa.com and he can put you in touch with our agency partners.

"We hope this dividend helps fuel your business and that you continue to value FUEllowa and the great advocacy, regulatory consulting, and business programs designed to help members succeed."



The 2018 FUEllowa Insurance dividend of \$1.68 million being announced at the FUEllowa Annual Meeting. Pictured from left to right, Bob Schueler, LMC Insurance, Dale Anderson, EMC Insurance, Jason McDermott, FUEllowa Board Chair, and Dawn Carlson, President and CEO, FUEllowa.



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MEMBER HAPPENINGS



WELCOME NEW FUELIOWA MEMBERS

In 2018, we added 50+ new members, a record! Please join us in welcoming our most recent new members to the FUEllowa family. Together, we make a big difference.

West Lake General Store out of Storm Lake

Andy's Quick Stop out of Kiron

Colony Point located in Williamsburg

Faircast out of Fairfield

WELCOME NEW FUELIOWA HEALTH TRUST MEMBERS

We are pleased to welcome several new members to our Health Trust! We look forward to serving you!

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Larson Oil & Distribution Company, Inc

Kramers Inc.

In these times of rising medical costs, do yourself a favor, call us and get a quote! 515-224-7545

Growmark Energy offers pre-blended E15 at more terminals (courtesy of Ethanol Producer Magazine)

GROWMARK Energy has started offering pre-blended E15 at 17 additional terminals.

Effective immediately, Growmark will offer pre-blended E15 at several Magellan Terminals: Bettendorf, Iowa; Carthage, Missouri; Des Moines, Iowa; Doniphan, Nebraska; Enid, Oklahoma; Fort Smith, Arkansas; Heyworth, Illinois; Kansas City, Kansas; N. Little Rock, Arkansas; Oklahoma City, Oklahoma; Omaha, Nebraska; Palmyra, Missouri; Scott City, Kansas; Sioux Falls, South Dakota; Springfield, Missouri; Topeka. Materials will be available only Sept. 16-April 30, unless a formal rulemaking allowing a one pound RVP waiver is issued.

Shell Buys U.S.-Based Electric Vehicle Charging Company (courtesy of NACS)

Royal Dutch Shell PLC is expanding its electric vehicle footprint in the U.S. with the acquisition of Greenlots, an EV-charging and power management company based in Los Angeles, according to PR Newswire. Greenlots serves EV owners with charging infrastructure and offers charger hosts and grid operators software-based products to manage and optimize grid power flows. The acquisition is aimed at making EV charging more accessible and more attractive to utilities, businesses and communities.

"As power and mobility converge, there will be a seismic shift in how people and goods are transported," Brett Hauser, CEO of Greenlots. "Our

technology, backed by the resources, scale and reach of Shell, will accelerate this transition to a future mobility ecosystem that is safer, cleaner and more accessible."

Kwik Trip partners on Wisconsin Biogas Project (courtesy of NACS)

Kwik Trip will become one of the primary dispensers of national gas vehicle fuel for the landfill, biogas project. The project, slated to go online later in 2019, will transform cow manure and trash into renewable fuel. That fuel will be injected into an interstate transmission pipeline, and in turn be sold to power fleets of compressed national gas (CNG) vehicles. Kwik Trip will dispense the CNG fuel from the pipeline and offer it at Kwik Trip's own CNG fueling stations across the Midwest.

Inside Hy-Vee's New Hybrid Concept - Fast & Fresh

Grocery and convenience store retailer Hy-Vee Inc. combined elements of what it knows best — supermarkets and c-stores — to introduce its newest concept: Hy-Vee Fast & Fresh.

Making its debut in Davenport, Iowa, in December, Hy-Vee Fast & Fresh is similar to a c-store in that it has fuel pumps and grab-and-go items, but it is unique because it also functions as a smaller-scale grocery store, according to Hy-Vee Director of Public Relations Christina Gayman.

"Hy-Vee Fast & Fresh stores are a new concept intended to serve the busy

customer who needs a more convenient grocery and meal experience while on the go," Gayman explained.

Seneca Companies Invests in Automated Tube Bundle Hydroblasting Technology

Seneca Companies' Waste Solutions Services division is pleased to announce their investment in automated hydroblasting technology. "Automated equipment is changing the water blasting industry by making it safer and more efficient," said Chris Biellier, vice president of Environmental Services and strategic partnerships.

The remote operation of cleaning tools allows the operators to distance themselves from the nozzles and potentially hazardous confined space environments. The controls, with the aid of high-quality mounted video cameras, allows the Seneca operator to control the hydroblasting tools inside the confined space while being located safely outside. Operators no longer need to enter the confined space except for initial setup for enclosed evaporator units.

New Cooperative Continues to Grow

Careful consideration and lots of strategizing is what it takes to keep growing a cooperative.

NEW Cooperative, Inc., which is made up of more than 40 locations, continues to see growth, even in times of an agricultural economic downturn. Whether it is within their feed division, agronomy or grain departments,

general manager Dan Dix said they carefully plan each growth effort performed within the company. It has been the growth of the ethanol industry, that has helped to spur growth within New Cooperative. "Back before the age of ethanol, we thought everything was going out on a train. We really considered how long some of these facilities were going to be able to be open all year long," he said. "Ethanol really helped continue to grow grain assets in communities without rail service for NEW Co-op. There was a period we were unsure if we should be investing in some of those little elevators." Said Dix.

REG Biodiesel Refueling Station Coming to Seneca

The Seneca location for Renewable Energy Group is going to be a testing ground for a new concept for the company. REG revealed its new diesel fueling station it plans to open up in spring. The company's leaders said the plan has been in the works for some time.

"We've been talking about having a diesel fuel retail project since 2010 or 2011," said Jon Scharingson, executive director of sales and marketing for REG. "It makes great sense to build our first fueling station in Seneca."

QuikTrip named Best in Customer Service 2019 for Cstores by Newsweek

20,000 Cstore Shoppers were surveyed with a score awarded on:

1. Quality of communication: measures whether the contact was friendly or polite.
2. Technical competence: measures whether questions were answered correctly and in sufficient detail.
3. Range of services: measures whether one's personal expectations and requirements were fulfilled.
4. Customer focus: measures whether a personal concern was addressed with a tailored/specific solution.
5. Accessibility: measures the availability of customer service in store



Kwik Trip's Joseph Zietlow named to Fuels Institute Board of Advisors

The Fuels Institute has announced new members to its Board of Advisors, including FUEllowa member Joseph Zietlow of Kwik Trip. "We are excited to welcome experienced individuals to the Board of Advisors to help lead the organization," said John Eichberger, executive director of the Fuels Institute. "Each advisor brings with them a wealth of knowledge and unique perspectives that will help guide the Institute's agenda and strengthen its ability to deliver value to the transportation energy community." ■

RISK IMPROVEMENT

GUEST ARTICLE

Article courtesy of the Risk Improvement Department, EMC Insurance Companies, Des Moines, Iowa

THREE WAYS YOUR FUEL DELIVERY COULD GO WRONG

Mishaps during fuel delivery tend to be expensive, but most of them are preventable if your drivers are following industry best practices. Here are three of the most common ways that deliveries can go wrong and some tips for avoiding them.



DELIVERING TO A TANK THAT'S NO LONGER THERE

As consumers have migrated from fuel oil to propane for home heating, many have removed their unused basement fuel tanks. But if the oil lines on the outside of the house aren't capped or cemented closed, it may not be obvious to a delivery driver that the fill spout leads directly to the open basement.

Or sometimes there is a tank at the end of the line, but it's in poor condition and likely to leak oil once filled. Depending on the amount and type of fuel released, accidentally contaminated homes may require extensive environmental remediation or even demolition.

Help prevent deliveries to inadequate or non-existent tanks by conducting annual indoor tank inspections and requiring drivers to double-check the product and location on the delivery ticket before they begin filling.



DROPPING THE WRONG PRODUCT IN THE TANK

Filling up a tank with the wrong type of fuel could put an entire fleet of vehicles out of commission while racking up a lot of expenses. To avoid misdelivering fuel at a convenience store or other multi-product location, connections should be identified clearly by product (we like color coding and written labels).

Clear labeling on fill connections is especially important as more deliveries are completed by a common carrier, which may send a different transport driver each week who is unfamiliar with the facility's setup.

Remember, brokering fuel to a common carrier doesn't get you off the hook if there's a mistake—that custom-

er is still going to call the fuel provider for a fix, so it's up to you to get the delivery right in the first place.



OVERFILLING A TANK OR UNINTENTIONALLY SPILLING FUEL

Spilled fuel—even a small amount—can be a big deal if it's not handled correctly. Start by making sure delivery rates are limited to the tank vent capacity to reduce the chance of a spill or tank rupture.

Drivers should also double-check the purchase order and stick the tank to ensure they aren't overfilling. In the event of a small spill, drivers can usually clean it up quickly and easily by spreading a sorbent material on any free liquid that can't be pumped up.

Make sure your drivers are prepared for spill response by stocking trucks and bulk plants with spill response kits, protocols for containing a spill and a list of emergency phone numbers.

For more information, go to www.emcins.com and select Loss Control.



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IN MEMORIAM

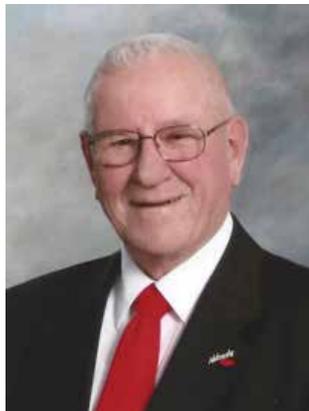
REMEMBERING THE SAPP BROTHERS



WILLIAM SAPP

1932 - 2019

Veteran



LEE SAPP

1929 - 2019

Veteran

Brothers William "Bill" Sapp and Lee Sapp, co-founders of the chain of Sapp Bros. travel centers, died early April 2019 within days of each other. Bill Sapp was 86 and Lee Sapp was 90. Both resided at the Ashland Care Center.

In 2015, Bill and Lee Sapp were inducted into the Omaha Business Hall of Fame. Bill and Lee, along with late brothers Ray and Dean, founded Sapp Bros. Inc. by purchasing a car dealership in Ashland. They owned several other dealerships but were best known for their truck stops with the signature coffee pot-shaped signs. The first one was built in Omaha in 1971, and there are now 17 locations in nine states.

The Sapp Family has been in business and members of FUELlowa since 1971. Today, the company is led by grandson, Andrew Richard who serves as CEO of Sapp Bros., Inc. and President of Sapp Bros. Petroleum, Inc.

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