

FUELI^owa

THE VOICE AND RESOURCE FOR IOWA'S FUEL INDUSTRY



**Why Did PMCI
Change Its
Name to
FUELI^owa? pg. 4**

**FUELI^owa's
Advocacy
Efforts Launch
with Annual
Meeting pg. 6**

**Believing is
Key to Success
in Marketing
Biofuels pg. 16**

VOLUME 73, NO. 1
2019 JAN. / FEB.

ON THE COVER

PMCI is launching a new brand, name and logo. We are proud of the way this name, FUELlowa, exemplifies what our members do every day to support local consumers and Iowa's economy. Learn more on page 4.

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PRESIDENT'S PERSPECTIVE

Welcome to FUELlowa magazine, your resource for Iowa's fuel industry! The former Oil Spout magazine served our industry well for years, communicating timely regulatory and member news. The new FUELlowa magazine is geared to do the same, only better.

In this issue, we focus on setting the stage for exciting things to come. The Board of Directors' 2019-2021 strategic plan, 2019 legislative priorities, and more details on our rebrand are laid out to provide perspective on the road ahead and how it impacts you.

All these efforts are geared at being a stronger voice and better resource for the industry. Some 25 years ago, we didn't have social media, Twitter, and live videos impacting policy decisions as we do today. It is important that our message and method of delivery are heard above the competing voices.

Be sure to read the member spotlight on Quick Oil, recent winner of the Iowa Secretary of Agriculture's Biodiesel Marketing Award. We can learn from one another as we feature more of what is happening around the state and in your businesses. I'm sure you'll enjoy these highlights as much as we enjoy the interactions.

Your association has a rich history of 82 years and our members have an equally impressive pride in their company's history. We can't wait to share your story.

Sincerely,



Dawn M. Carlson, CAE



Dawn Carlson
President
FUELlowa
515-224-7545

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Jim Pauk Director
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Matt Scheetz Director
The Depot Express
Tiffin | 319-545-9514

PMCI IS NOW FUELOWA

FEATURE ARTICLE

By Dawn Carlson,
President & CEO

The Petroleum Marketers and Convenience Stores of Iowa (PMCI) is now FUELOWA! This new name better represents our members and the variety of fuels they provide to Iowans. It also speaks to what our members do every day – fuel Iowa’s economy.

The name change and rebrand was a strategic business decision driven by advocacy objectives that ensure your voice is heard at the statehouse and in the media.

Over the past 82 years, this organization has been the voice for the fuel industry and promoted laws and regulations that help fuel businesses serve Iowans with innovative and quality fuels, while protecting consumers and the environment in a competitive marketplace. The new name helps drive your advocacy agenda.

All members can proudly associate with this new name and will be able to display a new “proud member of

FUEllowa™ door or window decal signifying the role their business plays in fueling the economy, fueling vehicles and yes, even fueling bodies with nutritional and convenient foods. In the future, media visits in communities around Iowa will fortify the message that local members provide value to communities. We look forward to your creative ideas of capitalizing on your association with and membership in FUEllowa. Your input will help shape the initiatives that promote our members who fuel Iowa. During Summerfest in July, we will celebrate this member and community-based initiative that benefits your company.

FUEllowa represents the same types of businesses as before: distributors, retailers, dealers, convenience and grocery stores, cooperatives, refiners, truck stops, and biofuel producers as well as the business affiliates that serve the fuel industry. We are committed to serving you, representing your interests and providing you with the essential services for your businesses.

The new name is already receiving accolades from policy makers, regulators, media and our own membership. We are excited to see where it takes us.

The new name helps drive our advocacy agenda and it positions us well for greater collaboration with other organizations.



**JASON MCDERMOTT,
FUELIOWA BOARD CHAIR,
MCDERMOTT OIL**



IOWA IS A PURPLE STATE

FEATURE ARTICLE

By Reo Menning,
Executive Vice President

FUEllowa's Annual Meeting and Legislative Reception are the association's events focused on the political landscape of Iowa. This year, long-time Iowa political reporter Dave Price shared his insights on the Iowa caucuses, the latest challenges facing Steve King, Trump's mastery of branding, and his reason for staying in Iowa. In Price's opinion, what makes Iowa so intriguing politically is "Iowa is a purple state" and you never know where the voters will lean. He shared that he continues to turn down offers to report in other states where the politics are strongly red or blue saying, "it's just not as interesting." Price is releasing a new book in February titled, "Caucus Chaos: Trump," focusing on how a reality TV star shocked politics and what it means for 2020. For a sneak peek, visit www.caucuschaos.com.



The Annual Meeting and Legislative Reception are held on the same day as the Governor's Condition of the State address. The Governor's Chief Advisor Catherine Huggins shared the highlights of the Governor's speech

given earlier that day. In the speech, the Governor declared the condition of the state is strong. The budget is balanced and the cash reserves are full. Wages are going up while unemployment is at an all-time low.



Huggins then shared some of the Governor's vision for the future, stating that it starts by taking the next step to prepare lowans for dynamic careers and lifelong learning through Future Ready Iowa. Another initiative to enhance the future is Empower Rural Iowa, where efforts will be focused on connectivity (broadband internet), workforce housing and leadership development. Huggins also highlighted the governor's vision for investing in education, children's mental health and changing the state's felon voting ban.

FUEllowa President and CEO Dawn Carlson wrapped up the political overview by reviewing the 2018 election results, FUEllowa's legislative successes in 2018 and the priorities for 2019. In her coverage of the election, she provided further proof that Iowa is a purple state – two of Iowa's four House Congressional Districts in Iowa flipped from Republican to Democrat while the remaining Republican seat only won by a narrow margin. Meanwhile, at the Iowa legislature, Republicans maintained control of the Governor's office, the House and the Senate. Even more interesting in Iowa was that Libertarians were on the ballot for the first time ever. In 2016, they achieved a 2% turnout at the polls to secure a place of the ballot in the 2018 elections.

LEGISLATIVE PRIORITIES

Carlson reviewed the 2019 FUEllowa Legislative Priorities. This year, FUEllowa will focus on infrastructure funding, UST funding, the bottle bill and general business issues such as workforce development. More details on FUEllowa's legislative priorities are provided in the yellow bar to the right.

She encouraged participants to get to know their legislators and share specifically how these legislative initiatives could help their businesses and the overall economy. Inviting legislators to tour their places of businesses is a great way to help educate them on the challenges they face.



STRATEGIC INITIATIVES

The Annual Meeting is also a time to share the past year's successes and the future initiatives of the association. The big announcement this year was the rebrand of the association to better represent our members and the variety of fuels they provide to lowans. Changing the name to FUEllowa is a strategic business decision driven by advocacy objectives to ensure our members are heard at the statehouse and in the media.

Jason McDermott, McDermott Oil and 2019 Chair of the Board, best stated how the new action-oriented name represents the value our members bring to lowans. "We fuel vehicles, equipment, airplanes and weed eaters. We fuel our customers with an endless variety of food and drink offerings. We fuel our local communities through

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.

investment, jobs, taxes, volunteering and philanthropy.” He concluded by stating, “If I could be so bold, I dare to say that we are fueling Iowa’s future.”



McDermott also reviewed the association’s new strategic plan. The plan is based on a half-year of evaluation and analysis by the Board. It resulted in a new vision, mission and four strategic areas of focus. A summary is provided in the yellow bar.

AWARDS

Iowa Department of Agriculture Secretary Mike Naig joined the meeting to recognize two marketers for their efforts in advancing renewable fuels with the 2019 Renewable Fuel Marketing Awards. Quick Oil received the 2019 Biodiesel Marketing Award and Casey’s General Stores received the 2019 Ethanol Marketing Award. These awards were initiated 11 years ago by FUELlowa in partnership with the Department.

MEETING THE LEGISLATORS

At the end of the day, members had a chance to meet with their legislators informally at the Legislative Reception. Held in conjunction with several other business associations, the reception is a big draw for legislators to drop by and learn about our issues. FUELlowa had a chance to feature its new name and legislative priorities, both of which drew the favor.

Nearly 100 FUELlowa members participated in the day’s events. Thank you for your support.

VISION

The voice and resource for Iowa’s Fuel Industry

MISSION

To represent Iowa’s fuel industry by advocating for:

- innovative and quality fuel options
- consumer and environmental protection
- fairness in the marketplace

STRATEGIC GOALS

Advocacy

Secure our position as the leading influencer on fuel issues, capitalizing on our professional and technical expertise.

Rebrand, Public Affairs, Member Involvement and Media Relations

Growth

Capitalize on growth strategies driven by member needs, critical issues and sustainability.

Membership, Partnerships, Governance, Services

Communication

Speak to and for industry members in a clear and unified voice that engages internal and external audiences.

Media Relations, Content, Delivery

Education

Offer engaging, best in class industry experience and education, consulting services and entrepreneurial solutions that increase our members’ sustainable profitability.

Ingenuity, Leadership, Knowledge and Goodwill





FUELIOWA ELECTS 2019 BOARD AND OFFICERS



The 2019 Board of Directors has a new member: **Matt Scheetz** of The Depot Express in Tiffin. All other members elected to the Board were incumbents. For a complete list of Directors, see page 3.

Scheetz won the election for the open seat vacated by **Dave Reif**, Reif Oil, who served eight years on the Board of Directors. Please thank Dave for his contributions to FUEllowa over the years!



At its meeting on January 16, the Board elected Jason McDermott, McDermott Oil, to lead the Board as Chair, Scott Cornish, Petroleum Services, to the role of Vice Chair and Doug Cozihr, Nebraska-Iowa Supply, to join the Executive Committee as Treasurer. Mark Cobb, Cobb Oil, will serve as Immediate Past Chair.





2019 PAC CONTRIBUTORS

CONTRIBUTIONS RECEIVED AS OF JANUARY 15, 2019

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 _____

VISIONARY (\$1,500+)

- \$1,500 Dawn Carlson
- \$1,500 Mark Cobb
- \$1,500 Scott Cornish
- \$1,500 Todd Kanne
- \$1,500 Jason McDermott

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

- \$1,100 Robert Mast

ADVOCATE (\$750-\$999)

PARTNER (\$500-\$749)

- \$500 Steven Kimmes
- \$500 Dave Reif
- \$500 Matthew Scheetz
- \$500 Joe Zietlow

CONTRIBUTOR (\$250-\$499)

FRIEND (\$250)

- \$250 James Greer
- \$200 Doug Coziahr
- \$200 John Gilroy
- \$200 Bev Jessen
- \$100 Lisa Abens
- \$100 Ron Burmeister
- \$100 Jennifer Likes
- \$100 Don Montgomery
- \$100 David Scheetz
- \$100 Tia Tiefenthaler
- \$50 Jim Bocken
- \$50 Rod Gittins
- \$50 Alex Kringen
- \$50 Alan Levine
- \$50 John Meehan
- \$50 Dick Metzger
- \$50 Jim Pauk
- \$50 Shawn Phelps
- \$50 Bruce Urman
- \$25 Steve Heuton
- \$25 Scott Hucka
- \$25 Bob Schueler
- \$25 Martha Wade
- \$20 Leslie Nagel
- \$20 Brad Rudolph

POWERFUL BRAND. HOMETOWN FEEL.



**RUNNING YOUR BUSINESS YOUR WAY.
POWERED LOCALLY.**

We know that the true power behind the Cenex® brand comes from our locally-owned retailers – valued partners who are invested in their customers and community. That’s why we’re committed to your success and helping you build your business from the moment you become a Cenex® retailer. From flexible brand conversion and marketing, to convenient payment processing and training programs, we can provide your business with the support it needs to help you grow.



A BRAND OF 

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2019 RESOLUTIONS

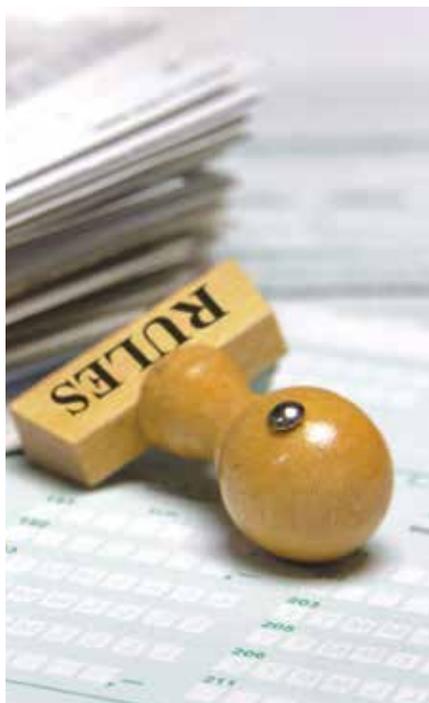
BUSINESS SERVICES

By Gary Koerner, Executive Vice President
& John Maynes, Regulatory Affairs Manager

Excellence & “In Compliance”

The new year is always a good time to review your operation and ensure everything is in order. It is also a great time to set goals. Certainly, one goal is to ensure that you are meeting your compliance obligations. FUEllowa can help. Using the buying power of the FUEllowa member base, we offer affordable, turnkey ways to meet your compliance requirements.

To learn more about any of these programs, call FUEllowa at 515-224-7545.



STORAGE TANK LEAK DETECTION

Leak detection standards are required for all UST installations. Leak detection must be performed in a manner that will alert the operator to a suspected release from any part of the tank system. Failure to comply with federal leak detection requirements can result in crippling penalties, the loss of inventory, and costly environmental remediation.

For many FUEllowa members, Statistical Inventory Reconciliation provides the most economical means of meeting federal and state leak detection monitoring requirements. SIR allows an owner/operator of a UST facility to comply with mandated leak detection requirements without an extensive capital investment.

SIR utilizes simple equipment to track tank volumes, deliveries, and sales. Most of the equipment used to meet SIR requirements can be found at any UST facility.

Tank inventory readings are collected and documented daily and you will receive a pass/fail each month, and an annual summary for your insurance provider which is required.

UNATTENDED SITE MONITORING

The Iowa DNR UST Section has documented spill events that have gone unnoticed and unreported. Major, and even minor system leaks, that go unresolved, can have a catastrophic impact on the environment and your business.

Sites that are not attended during all hours of operation pose a risk that may go unchecked or unnoticed until product has been released to the environment. Unstaffed pressurized systems pose the greatest risk of loss. State rules have been enacted that focus on creating a response to a leaking pressurized fuel system operating while unattended. These rules are in effect and all operators of unstaffed pressurized sites selling fuel while their facility is unattended must have their sites in compliance.

FUEllowa has developed a cost-effective solution that gives our members the ability to meet the requirements via a 24-hour emergency response phone number. Once the site is registered with you will receive a unique site identification number and respective Iowa DNR approved decal label for your dispensers. The response phone number will be accessible to your customers and

monitored by a professional emergency response company.

Taking a long time to fill up your vehicle? There could be a problem with the underground piping.

Stop dispensing fuel, return the nozzle. Call the number below.

1-800-756-7000
Facility ID: **XXXX**
Dispenser #: **XX**

 **FUEL@wa**

24 HOUR EMERGENCY RESPONSE

Any FUELlowa member transporting hazardous materials MUST provide an emergency response telephone number for use in the event of an emergency involving a hazardous material (49 CFR §172.604). Fines for carriers operating without a proper 24-hour emergency response number may run up to \$50,000.

The telephone number must be monitored continuously while the hazardous material is in transportation. The person monitoring the number must be knowledgeable of the hazardous material, have a comprehensive emergency response and incident mitigation information for that material, or have immediate access to a person who possesses such knowledge and information.

FUELlowa has partnered with Infotrac (www.infotrac.net), a state-of-the-art chemical emergency response system endorsed by the U.S. Department of Transportation, to provide 24-hour emergency response to members who ship hazardous materials.

DRUG AND ALCOHOL TESTING

ALL drivers holding a commercial driver license (CDL) are subject to federal drug and alcohol testing rules. This applies to both interstate and intrastate drivers with no exemptions. Because of this requirement, FUELlowa has partnered with Doctors Review Service to provide members with access to a drug and alcohol testing program that meets the requirements mandated by the DOT.

FUELlowa is proud to offer a low-cost program for members to comply with drug and alcohol testing regulations. TESTING is required under the following circumstances:

- ▶ Pre-employment drug testing.
- ▶ Post accident following an accident where a combination of a moving violation is issued to the driver of your vehicle and any vehicle is towed or a person is medically treated, or an accident in which a death occurs.
- ▶ Reasonable suspicion testing if a supervisor has reason to believe the driver is under the influence.
- ▶ Return-to-duty and follow up for drivers who violate prohibitions and are returning to work.
- ▶ Randomly, 10% of the total number of drivers must be randomly tested for alcohol during the year while 50% of the total must be randomly tested for drugs.

CONTACT US WITH QUESTIONS ON ANY OF THESE GREAT PROGRAMS

FUELlowa prides itself on providing turnkey compliance solutions. To take advantage of these great programs, please call us at 515-224-7545. ■



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UPPER MIDWEST CONVENIENCE STORE & ENERGY CONVENTION

FEATURE EVENT

By Gary Koerner, Executive Vice President

This April, will mark the third year of FUEllowa's partnership with the Minnesota Petroleum Marketer's Association in hosting the Upper Midwest Convenience Store & Energy Convention (UMCS).

Since the two states have come together, the show has grown tremendously, with a sold-out show floor, nearly 2,000 attendees, and an investment in great speakers and educational workshops. UMCS attracts industry leaders who are interested in the latest products, industry trends, education, and great networking including our hospitality tents, casino night, and much more. We encourage all FUEllowa members to take advantage of this terrific show.



APRIL 8-10, 2019
SAINT PAUL, MN

Join us for the largest show for fuel marketers and c-store professionals in the Upper Midwest!

INDUSTRY WORKSHOPS

- State of the Industry & Beyond
- A Passion for Life & Officiating (Prayer Breakfast)
- Driving Change in an Evolving Fuel Industry
- Delivering Value to Energy Companies - Like Yours
- Are You Ready for UST Regulatory Changes?
- Key Strategies for Workforce Success

**REGISTRATION
NOW OPEN**

www.umcs.energy

FIVE OF THE BEST REASONS TO ATTEND



1

STAY AHEAD OF THE COMPETITION.

Focusing on what you do best is great advice, but shouldn't you keep track of your competitors?



2

NETWORK, NETWORK, NETWORK.

Whatever style of networking you prefer, exhibit floor, hospitality tents, casino night, or the silent auction & reception, you will have every option available for your customers and future customers, all in one place.



3

REWARD YOUR TEAM.

Keep your best talent by investing in their careers. A visit to UMCS will energize and educate your team and is great for morale.



4

CONNECT WITH EXHIBITORS.

With over 250 exhibitors, you can see the best new products, services, and technology all under one roof. See what's out there and build a relationship with exhibitors who can help you take your business to the next level.



5

GET INSPIRED AND INFORMED.

John Eichberger will keynote, keeping you up to date on industry trends, fuels, automobiles, and the future. Terry McKenna will educate you on how to navigate an evolving fuel industry. Doug Milner will help you evaluate strategies due to consolidation. Are you planning to grow, shrink or sell? Plus attend our Prayer Breakfast with Rick Hartzell. Rick has officiated over 4,000 NCAA basketball games working with some of the greats; Bobby Knight, Coach K, and more. Enjoy his stories and lessons in leadership.

See you in St. Paul, April 8-10, 2019. Visit umcs.energy to register or learn more.

SCHEDULE

MONDAY, APRIL 8

Brand Meetings
Welcome Reception & Silent Auction
Supplier Company Dinners
Hospitality Night & Silent Auction Silent

TUESDAY, APRIL 9

Keynote Address - John Eichberger
State Meetings
Exhibit Hall Open
Lunch
Driving Change in an Evolving Fuel Industry - Terry McKenna
Educational Workshops
Happy Hour on Show Floor
Dinner Banquet & Comedy
Hospitality & Entertainment
Casino Night

WEDNESDAY, APRIL 10

Prayer Breakfast - Rick Hartzell
Registration Desk Open
Exhibit Hall Open

HEADQUARTER HOTEL

InterContinental St Paul Riverfront
11 East Kellogg Boulevard
St. Paul, Minnesota | (651) 292-1900

Located in the heart of downtown and atop the bluffs of the Mississippi River, this hotel offers unrivaled access to the best of the Twin Cities and easy access to the UMCS convention at the Saint Paul RiverCentre.



YOU HAVE TO BELIEVE

MEMBER SPOTLIGHT

By Reo Menning, Executive Vice President

AN INTERVIEW WITH ROD GITTINS, QUICK OIL

FUELlowa sat down with Rod Gittins after Quick Oil received the 2019 Biodiesel Marketers Award to find out what has made his company so successful in marketing biofuels.

"You have to know you are selling a superior product and that you would use it yourself," stressed Gittins. When it was introduced, his company immediately used biodiesel in their trucks and it worked great. They had no problems whatsoever.

There are so many mixed messages in the marketplace about the benefits of biodiesel. "You will never be able to market it if you don't believe in and have experience with the benefits of soy diesel," Gittins stressed. Quick Oil primarily sells biodiesel to the farm and construction industries.

Biodiesel, like any fuel, is subject to factors that can impact fuel quality such as dirty tanks and water in fuel. When quality is in question, Gittins emphasized the importance of finding the source of the fuel-related problem. "It's easy to point your finger at soy in biodiesel and say it's the problem,"

says Gittins. "But you need take the time to identify the root issue to continue to overcome the misperceptions about biodiesel. Any issues seen in biodiesel are the same ones inherent in all diesel fuels where tank maintenance is lacking or totally ignored."

Quick Oil first started selling blends of B2 when state incentives to sell biofuels became available. These incentives offset the investment in infrastructure, helping to pay for tanks and equipment. Quick Oil's operation is set up to splash blend onsite, and the company has progressed from offering B2 to B5 to B10 and now B11.

"Tax incentives have encouraged us to continue to blend at higher percentages," explained Gittins. "Blending is profitable, especially in Iowa where state tax incentives are significant."

With a background in farming, Gittins said it was only natural for his company to become involved in marketing biofuels. When Quick Oil entered the market, OPEC was dictating the cost of fuel and the United States was seeking energy independence. Creating a market for Iowa's homegrown crops

while supporting U.S. policy just made sense.

Gittins believes entering the market today would be much harder. "There is a big learning curve when it comes to offering biofuels," he said. "You have to understand blending, supply, infrastructure requirements, federal and state tax incentives and how RINs play into the equation." He believes it was easier for his company since they learned these things along the way as the market developed. Diving in now means you have a lot to learn in a short period of time.

Offering biofuels is work and can sometimes be unpredictable with the every changing federal and state policies. RIN prices are constantly changing. There is uncertainty on whether a biodiesel tax credit will be available, and suppliers are constantly changing how they price and offer the product based on these external forces.

"Even though it takes more management and time, selling biofuels is worth it. It supports Iowa's agricultural community, it is profitable, and I feel good about it," concluded Gittins.



1951



1963



TODAY



**ABOUT
ROD GITTINS**

President Rod Gittins of Quick Oil grew up on a family farm three miles west of Perry, IA. After high school, Rod attended Iowa State University and completed the two-year farm operations program. Rod farmed with his dad until 1987, when he then had the opportunity to purchase Quick Oil from Roy and Ruth Bathel. Roy and Ruth started Quick Oil in 1951, in a tiny service station by the Hotel Patee in downtown Perry, IA. They later moved to West Willis Avenue, where they built a new gas station in 1963 as well as a bulk fuel plant. Quick Oil moved to its current location, a few blocks further west on Willis Avenue, in 2005.



INDUSTRY INSIGHT



FARM BILL INCLUDES FIVE YEAR SNAP REAUTHORIZATION

BY PMAA

The Farm Bill passed in December 2018 reauthorizes the Supplemental Nutrition Assistance Program (SNAP) through 2023. The measure largely maintains existing SNAP work requirements. The agreement requires the creation of a clearinghouse to prevent individuals from receiving SNAP benefits in more than one state simultaneously, and USDA must review group facilities to ensure they aren't receiving nutrition benefits from multiple programs.

Most significantly for retailers, the bill prohibits electronic benefit transfer processing fees through fiscal 2023. Specifically, it prohibits fees assessed by State benefit issuers related to the switching or routing of electronic benefit transfer transactions; requires a GAO study to examine EBT fees, outages and intermediaries providing services in-between redemption at retail food store and state-contracted EBT processors; requires USDA to review state EBT contract service agreements

and compatibility of such systems with USDA fraud monitoring systems and the use of third-party applications that access EBT systems; directs the Secretary to issue guidance and regulations as appropriate based on the findings of the GAO study and USDA review; requires the Secretary to issue guidance to retail food stores on selecting EBT equipment and service providers that are able to provide sufficient transaction information to minimize the risk of fraudulent transactions; it also allows the Secretary to require applicant retailers to provide certain EBT-related information to the Secretary during the retail authorization process.

The final Farm Bill also legalizes hemp by removing it from the list of controlled substances. Hemp is classified as a schedule I drug -- those deemed to have a high abuse potential and no medical use -- along with marijuana and tetrahydrocannabinol (THC), making it largely illegal at the federal level. The measure excludes hemp, which comes from the same plant species as marijuana but has low THC, from those definitions. The bill allows states and American Indian tribes to have primary regulatory authority over hemp production. USDA would have to approve their plans to regulate it in advance.

EPCRA REPORTS DUE MARCH 1

Tier 2 Emergency and Hazardous Chemical Inventory reporting is approaching. The Emergency Planning and Community Right to Know Act (EPCRA) of 1986 was implemented to

help communities plan for emergencies involving hazardous substances. EPCRA requires hazardous chemical emergency planning by federal, state and local governments, Indian tribes, and industry. It also requires industry to report on the storage, use, and releases of hazardous chemicals to federal, state, and local governments. The primary group of FUEllowa members impacted by the reporting requirements will be bulk plant operators, but marinas and fleet fueling facilities may also fall within the scope of the regulation. Most C-stores are exempted from the reporting requirements unless storing more than 75,000 gallons of gasoline or 100,000 gallons of diesel fuel in underground storage tanks. When analyzing whether your facility is subject to Tier 2 reporting requirements, combine all grades of a single product to determine whether your facility meets the applicable threshold.

The following classification numbers will be requested from facilities:

CAS Numbers

Gasoline- CAS 8006-61-9

Diesel Fuel - CAS 68334-30-5

Kerosene - CAS 8008-20-6

Fuel Oil - CAS 68334-30-5

Aviation Gasoline, Jet A, JP 8 -

CAS Mixture NAICS Code

(SIC no longer adequate):

Petroleum Bulk Plants: NAICS 424710

Heating Oil Dealers: NAICS 454310

Retail Gasoline Stations with

Convenience Stores: NAICS 447110

Retail Gasoline Stations without

Convenience Stores: NAICS 447190

Information Required on EPCRA Forms

EPCRA forms now require information on the physical hazards and health hazards of each product stored on site meeting the minimum reporting threshold (10,000 lbs). This information must be obtained from Safety Data Sheets (SDS) provided by your supplier. Suppliers are required to provide a copy of the most recent SDS for product sold to downstream petroleum marketers. Suppliers often have a copy of their SDS on their website.

Physical and health hazard categories appear as two separate columns on the new Tier 2 Form. Under each column, a series of hazards are listed next to check off boxes. For physical hazards check the boxes marked **ex-**

plosive and flammable. For health hazards check the following boxes:

- Skin corrosion or irritation
- Serious eye damage or irritation
- Respiratory or skin sensitization
- Carcinogenicity
- Reproduction toxicity
- Aspiration hazard

Dun and Bradstreet Number Locator

The financial officer of your facility should be able to provide the Dun & Bradstreet number. If you do not have this information, the following link to the Dun & Bradstreet website will get you started. <https://www.dnb.com/>

Toxic Release Inventory (TRI) and Risk Management Program (RMP)

Tier 2 forms now ask whether the facility is subject to emergency planning

under Section 302 of EPCRA (TRI) or the chemical accident prevention requirements under 112r of the Clean Air Act (RMP). Typically, small petroleum bulk plant operators located downstream from a terminal rack are not subject to TRI or RMP.

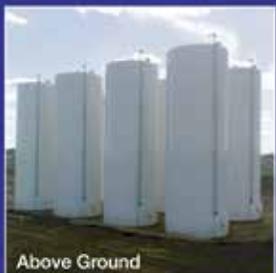
Iowa Reporting Requirements

FUELlowa members can access applicable forms and instructions at <https://iowa.tier2online.com/> the Iowa DNR website. The same link can be used to access an updated county emergency management listing. Tier 2 reports are required to be completed and submitted to the Iowa DNR by March 1, 2019. As a reminder, reports filed by March 1, 2019 cover the 2018 calendar year.

Continued on page 20...

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DNR GUIDELINES FOR UST SYSTEM INSTALLATION

Iowa DNR has specific guidelines applicable to the installation of underground storage tank systems that will contain petroleum fuels or a hazardous substance. Although licensed installers and inspectors handle most of the work and reporting requirements, underground storage tank (UST) owner/operators need to understand the administrative process accompanying the installation. In fact, Iowa Administrative Code 567-134.24(4) and 135.3(3)h places the responsibility to ensure that all necessary forms for UST installation are submitted complete and on time to the Iowa DNR UST Section.

Documentation Required to be submitted to the Iowa DNR UST Section:

- Intent to Install Notice – Required 30 days prior to installation
- Iowa DNR Form 148 with attachments – Required 30 days after the final 3rd party installation inspection
- Payment of \$10 registration fee and \$65 per compartment tank management fee
- Detailed site diagram including tank layout, piping runs, street references, and dispensers
- UST system tightness test results to confirm the system is tight with no damage incurred during shipping or installation
- Copy of class A/B operator training certification
- Third-party installation inspection checklist – must be submitted by the installation inspector within 14 days after the final inspection
 - o Signed and dated by both the certified installer and owner
- Certification of financial responsibility (maintain communication with your financial

responsibility provider throughout the process

Iowa DNR issued guidance for UST installations along with relevant UST related forms required by the Iowa DNR UST Section can be found at on the DNR website.



DRUG AND ALCOHOL TESTING FREQUENCIES FOR 2019

The Federal Motor Carrier Safety Administration (FMCSA) announced their annual drug and alcohol testing rates for 2019. FMCSA drug and alcohol testing rates are the minimum percentages at which employees involved with handling hazardous materials must undergo random drug or alcohol testing during the calendar year. The 2019 testing percentages are set at a minimum of 25 percent for drugs and 10 percent for alcohol.

Employees subject to testing include persons employed by a HazMat employer and who in the course of employment directly affects hazardous materials transportation safety. Covered employees include:

- An owner-operator of a motor vehicle transporting hazardous material in commerce.
- An employee that loads, unloads, or handles hazardous materials
- Manufactures, tests, reconditions, repairs, modifies, marks, or otherwise

assures containers, drums, or packagings are qualified for use in HazMat transportation.

- Prepares HazMat for transportation.
- Responsible for safety of HazMat transportation.
- Operates a vehicle to transport HazMat.

FMCSA's random drug and alcohol testing requirements are applicable to both intrastate and interstate drivers required to have a commercial driver's license (CDL). Employers are responsible for implementing and conducting driver drug and alcohol testing programs. Employers may meet this requirement using their own employees, contract services, or through a testing consortium that provides the service.

FUEllowa has partnered with Doctor's Review Service to meet your drug and alcohol testing compliance demands. Through our partnership with Doctor's Review Service, FUEllowa members have the option to join a consortium with hundreds of other drivers or, if eligible, for their company to be considered its own testing pool which eases budgeting and oversight. For more information, contact FUEllowa at 515-224-7545.

2019 UNIFIED CARRIER REGISTRATION FEES LOWERED

BY PMAA

Unified Carrier Registration fees for trucking companies, brokers and freight forwarders are going down for 2019. The UCR applies to petroleum marketers operating cargo tank vehicles across state lines to deliver fuel. The fees are being reduced in order to not exceed the total amount collected nationwide as set by Congress. Under the UCR Plan and Agreement, the

maximum amount of revenues that can be collected from carriers is established at \$107.78 million. Fees collected in 2017 exceeded this maximum by \$7.3 million. The fee reductions for 2019 and 2020 are to ensure registration fees don't exceed the maximum in the next two years. UCR fees will increase in 2020 from 2019, but still stay below levels from 2010-2018.

UCR requires individuals or companies that operate commercial motor vehicles (CMVs) in interstate or international commerce, or individuals or companies that make arrangements for the transportation of cargo and goods, to register their businesses and pay an annual fee based on the size of their fleet. UCR applies to CMVs with a gross vehicle weight (GVW) or gross vehicle weight rating (GVWR) of 10,001 pounds or more or is used to transport hazardous materials in a quantity that requires placarding. Motor carriers, motor private carriers, freight forwarders, leasing companies, and brokers based in the United States, Canada, Mexico, or any other country that operate in interstate or international commerce in the United States must register under the UCR program. For for-hire carriers, UCR replaced the Single State Registration System (SSRS) program. SSRS was not renewed for 2007. The UCR program is similar to SSRS in that UCR is a Base-State system, under which a carrier pays UCR fees to one state on behalf of all participating states.

Please see the the chart to the right for UCR fees for the next two years, compared to previous fees.

More information is available at: <https://www.ucr.gov>.



U.S. DEMOCRATS INTRODUCE LEGISLATION TO INCREASE MINIMUM WAGE BY PMAA

Speaker Nancy Pelosi (D-CA) and incoming Democratic Education and the Workforce Committee Chairman Bobby Scott (D-VA) list raising the minimum wage as a top House priority for Democrats in the new congress. Senator Bernie Sanders (I-VT) and Rep. Bobby Scott (D-VA) announced the Senate and House versions of the "Raise the Wage Act," which would raise the federal hourly wage to \$15 per hour by 2024. The current minimum wage of \$7.25 was set by Congress a decade ago, and the last increase (from \$5.15 to \$7.25 per hour in July 2009) was a tough win for Democrats. It was part of an Iraq supplemental spending bill signed by President George W. Bush.

President Trump endorsed a \$10 hourly wage minimum near the end of his

presidential campaign, but he has not shown interest since then, and it's doubtful that an increase would be approved by the Republican Senate. Scott will likely hold oversight hearings over the Labor Department and National Labor Relations Board, including a potential review of the pending joint employer rules, which would make it harder for businesses to be held liable for labor violations committed by their franchisees and contractors.

PMAA along with many Republicans and business advocates have concerns that a high wage hike could cause hardships for some employers and that market or state and local governments should set wages, not the federal government. An example of employers setting wages is Amazon which has increased the minimum for their employees. Furthermore, twenty-nine states and Washington, D.C. have minimum wages higher than the federal \$7.25.

CONGRESS URGED TO OPPOSE RETRO-ACTIVE RENEWAL OIL SPILL LIABILITY TAX

On January 24, PMAA and like-minded associations sent a letter to Congressional tax writing committees to renew the Oil Spill Liability Tax (OSLT) on a prospective basis after the date of enactment. *Continued on page 22...*

NO. OF TRUCKS	2010 - 2017 FEE	2018 FEE	2020 FEE
0-2	\$76	\$69	\$68
3-5	\$227	\$206	\$204
6-20	\$452	\$410	\$407
21-100	\$1,576	\$1,431	\$1,420
101-1,000	\$7,511	\$6,820	\$6,766
1,001+	\$73,346	\$66,597	\$66,072

ment. Applying an excise tax to 2019 transactions that have already been processed and the associated products sold multiple times would create significant transactional concerns and potential legal implications within the entire fuel supply chain.

The 9 cents per barrel Oil Spill Liability Tax (OSLT) expired at midnight December 31, 2018. The OSLT is imposed on crude oil at the refinery gate and the collections are used to support the Oil Spill Liability Trust Fund (OSLTF). The OSLT has no tax related impact on downstream marketers, it is simply a cost passed through on finished product. The OSLT is paid by the refiner upstream. Unfortunately, some terminals break out the OSLT as a separate line item on bills of lading and invoices. This practice causes confusion downstream because the tax is paid by refiners on crude oil. The OSLT is not imposed, remitted or refunded downstream.

There are no OSLT floor stock taxes or OSLT tax exempt parties downstream. However, breaking out the OSLT as a separate line item gives it a perception of importance downstream. Some downstream wholesale petroleum marketers who break out the OSLT on invoices to their end user customers may need to adjust their accounting practices and software to reflect the recent expiration. However, there is no regulatory requirement to breakout the OSLT downstream of the terminal rack on invoices.

2019 A/B OPERATOR TRAINING DATES ANNOUNCED

R&A Risk Professionals has published the class dates and times for FUELlowa members in need of A/B Operator

Training. All training sessions are slated to begin at 8:30 am at FUELlowa, 10430 New York Avenue, Suite F, Urbandale, Iowa 50322.

Dates include:

March 7, 2019, 8:30 a.m.

June 6, 2019, 8:30 a.m.

September 12, 2019, 8:30 a.m.

December 5, 2019, 8:30 a.m.

Register now at <http://training.round-sassociates.com/ust/operator/explanation.aspx> ■



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CALENDAR OF EVENTS



MAR-APR 2019 REGIONAL MEMBER MEETINGS

Apr 8, 2019 | Carroll

Mar 15, 2019 | Dubuque

Mar 29, 2019 | Riverside

Apr 5, 2019 | Des Moines

Location Near You | 11 A.M. - 1 P.M.

FUEllowa is coming to your area. This is your opportunity to share business challenges and learn about key industry issues as they relate to infrastructure, fuel quality and UST management. You also will engage with local legislators in industry's priority issues.



APR 8-10, 2019 UPPER MIDWEST CONVENIENCE STORE AND ENERGY CONVENTION

InterContinental Saint Paul Riverfront
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UMCS is the largest show in the Upper Midwest, bringing more than 2,000 professionals together for networking and education in a fun and relaxing atmosphere.



JUNE 10, 2019 CAMP COURAGEOUS GOLF BENEFIT

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.



JUNE 25-26, 2019 SUMMERFEST

Okoboji, Iowa

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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 FUELIOWA family. Together, we make a big difference.

Cresco Mart a convenience store serving Cresco residents with fast, friendly service on 2nd avenue southwest. We look forward to serving you.

Ericson Oil of Hawarden has re-joined the association. It is great to have you back!

Richman BP & Towing has been in business for over 25 years at the same location it is today, just to the south off the I-235 8th Street exit, at 1272 8th street, West Des Moines, IA. Richman's offers auto repair and care, towing service, and a convenience store, because of the level of service they give customers including full service at the pump at self-serve prices.

Three Star Investments – DBA Flash Mart – Opening new sites in Perry, Iowa, after purchasing from Kum & Go, these new sites go along well with their similar business interests in Texas. We are excited to have you as new members.

Shumate's Pit Row – A c-store on Southern Street in Boyden has joined. Be sure to stop in and say hi to John and Brenda.

Midwest Petroleum Equipment – For 30 years and counting, Midwest Petroleum Equipment has served its customers well. Midwest's mission is to be the premier petroleum service and construction leader in the Midwest by providing clients and partners with timely customer service, unprecedented industry experience and an unwavering commitment to excellence.

WELCOME NEW FUELIOWA HEALTH TRUST MEMBERS

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

Chem Gro of Houghton Inc

Hancock County CO-OP Oil Association

L & M Gas & Grocery

Fuller Standard Service Inc

Prairie Ag Commodities Inc.

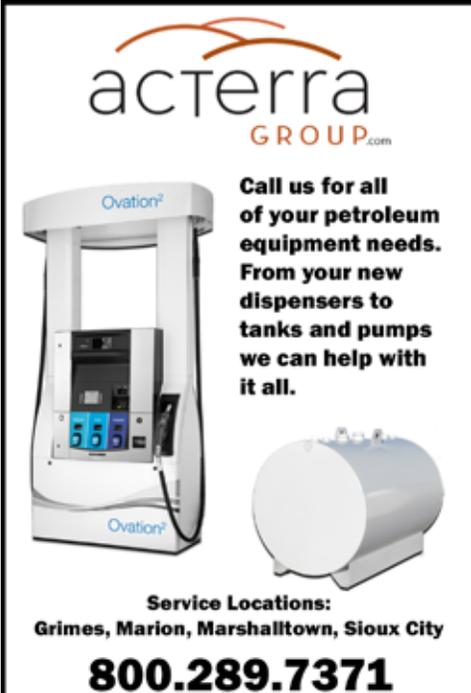
QuikTrip offers "Safe Spaces" for public market exchanges

QuikTrip is experimenting with a pilot program for those who want to meet to buy and sell goods after connecting online. The zones include 24-hour video security surveillance, designated signs, extra lighting and are marked with red paint. The new program will be evaluated every six months.

Bucky's defeats Buc-ee's in court fight over convenience stores' similar names (from Omaha World Herald)

The second name-related court fight between similar-sounding convenience stores in Texas and Nebraska ended here, much like the first.

A federal judge in Nebraska tossed a lawsuit alleging trademark infringement filed by Texas-based Buc-ee's,



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known for its Bosselman-like highway rest stops, against Nebraska-based Bucky's, a gas station and convenience store chain.

Buc-ee's sued Bucky's in 2017, after the Nebraska chain began work to open stores in the Houston area, including one within 15 miles of a Buc-ee's. Now that the suit has been thrown out, Bucky's is free to open stores under its own name in Texas.



Renewable Energy Group announces Cynthia Warner as new CEO

REG has named Cynthia (CJ) Warner to the position of President and Chief Executive Officer effective January 14, 2019, at which time she will also join the Board of Directors. Randy Howard, who has served as President and Chief Executive Officer since July 2017, will remain on the Board and assist in the transition.

"After completing a thorough and deliberate succession planning process, we are pleased to welcome CJ Warner as our new President and CEO," said Jeff Stroburg, Chairman of the REG Board of Directors. "Her background and success, coupled with her passion for developing renewable fuels that transform the transportation fuels market to a cleaner and sustainable future, makes her an exceptional choice to lead REG."

Ms. Warner brings more than 35 years of experience in the energy industry, including an extensive background in refining. Most recently she served as

Executive Vice President, Operations for Andeavor (formerly Tesoro Corporation), an integrated marketing, logistics and refining company. Prior to her most recent role, Ms. Warner served as Executive Vice President, Strategy and Business Development of Andeavor. Before joining Andeavor, Ms. Warner served as President, Chief Executive Officer, and Chairman of the Board of Sapphire Energy, a biofuels company. Prior to Sapphire Energy, Ms. Warner served as Group Vice President of Global Refining and Group Vice President of Health, Safety, Security, Environmental and Technology for BP (British Petroleum). Ms. Warner serves as a member of the Board of Directors for IDEX Corporation and serves as a member of the National Petroleum Council.

Yesway debuts private-label candy and baked goods

Yesway has unveiled its newest private-label products, Yesway Candy and Yesway Baked Goods, both of which are available in their stores nationwide.

Yesway Candy features loose-bag candies such as Mini Sour Gummi Worms and Gummi Bears, while Yesway Baked Goods includes Powdered Donut Holes, Blueberry Muffins and fried pies. Both categories arrive with eight to 10 SKUs and several trial offers for single and combo deals, such as two for \$2. This follows the chain's first private label brand, Yesway Water, which arrived in June 2018. Yesway looks to bolster its private-label line in early 2019 with salty snack chips, meat snacks, nuts and trail mix offerings.



Seneca's Chris Biellier named VP of Environmental Services and Strategic Partnerships

In addition to divisional oversight of Seneca's Environmental Services and Remediation & Process Controls divisions, Biellier is now responsible for the cross divisional development of business growth opportunities in markets served by all of Seneca's divisions.

"Chris is uniquely qualified to help us foster and grow relationships in the industries we serve," said JC Risewick, president and COO of Seneca Companies. "His technical background in these industries is second to none, and his operational experience creates a winning combination to help us develop the right value proposition and then bring it to the market." ■

RISK IMPROVEMENT

GUEST ARTICLE

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

HIRING SAFE DRIVERS: A GUIDE HOW-TO

Despite the challenging hiring conditions right now, it's important to stay selective when deciding who to put in safety sensitive positions like drivers—especially if your driving positions involve operating very large vehicles full of hazardous materials.

Driver error is responsible for up to 94% of auto accidents, so the most effective way to prevent collisions is to carefully choose the people in the driver's seat.

DECIDING WHICH DRIVERS ARE ACCEPTABLE

If you don't already have one, start by creating a comprehensive fleet safety program that includes consistent standards for both experienced and potential employees. Your driver criteria should include who is eligible to drive a company vehicle, how to handle accidents and the training required for company drivers.

EVALUATING A DRIVER'S HISTORY TO PROTECT YOUR FUTURE

A driver's past behavior is a strong indicator of how they will behave in the future, so it's important to evaluate each candidate's motor vehicle record (MVR) during the hiring process. The driver criteria in your fleet safety program should clearly list which offenses are cause for disqualifying an applicant. For instance, beware if:

- The driver's license is currently suspended or revoked
- The driver does not have at least one year of verifiable driving experience— it's preferable to have at least two years' experience with the kind of vehicle they will be operating
- In the past three years, the driver has had more than two at-fault accidents, three moving violations or two moving violations plus one at-fault accident

Candidates with any of the following violations on their MVR within the last five years should be disqualified from the hiring process:

- Driving under the influence of drugs or alcohol

- Vehicular manslaughter
- Using a vehicle to commit a felony
- Hit and run/leaving the scene of an accident
- Fleeing/eluding police or resisting arrest
- Reckless driving
- Speeding more than 15 mph over limit
- Open container violations
- Operating vehicles with a suspended/revoked license
- Passing a stopped school bus
- Refusing a field sobriety test





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REG has been at the forefront of the biofuel evolution since the beginning — and we continue to fuel the industry into the future.

For more information and terminal locations in your area, contact **Tony Spuzello** at **(844) 405-0157** or **tony.spuzello@regi.com**



ONBOARDING PRACTICES FOR DRIVER SUCCESS

Every new hire should read your fleet safety program and have a chance to ask questions, and it's a good idea to provide initial and ongoing training to all drivers on topics such as defensive driving, driver fatigue and distracted driving. For tank truck drivers, information about preventing rollovers is valuable.

For new drivers, or existing drivers who will be driving a different type of vehicle for the first time, offer ride-alongs with an experienced, safe company driver. After these demonstrations, some hands-on practice operating the vehicle while an experienced driver observes and provides feedback is also a great way to ensure your trainees are prepared for the open road.

MAKING A LIST

Keeping track of your qualified drivers is much easier if you maintain an actual list. Include the following information:

- Driver name
- Driver license number
- Driver license type(s)
- Endorsements
- Date of hire
- Date of last MVR check
- Date of driver trainings

Include on this list any employees who use their personal vehicle for company businesses. Recheck the records of all drivers at least annually, or consider subscribing to a driver monitoring service so you are up-to-date on driver eligibility at all times.

DEALING WITH DISQUALIFIED DRIVERS

Existing drivers may incur a violation

during their employment that prevents them from meeting your established driver criteria. These drivers should be disqualified from driving company vehicles until they once again meet your driving history standards. When disqualified drivers regain their eligible status, they should complete a driver improvement class before being placed on your active driver list.

For more information, go to www.em-ins.com and select Loss Control. ■

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