

# FUEL MONITOR

SPRING 2013

ARIZONA PETROLEUM MARKETERS ASSOCIATION



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## APMA'S PURPOSES

APMA's primary purpose is to protect and advance its members' legislative and regulatory interests in Arizona and Washington, D.C. APMA's secondary purpose is to provide members with business and social functions. These include an annual conference, workshops, seminars and industry speakers. APMA holds two golf tournaments – one benefitting the APMA Scholarship Foundation and the other in conjunction with the annual conference. In addition, APMA holds monthly membership meetings as well as various association committee meetings. APMA is a member of the Petroleum Marketers Association of America.

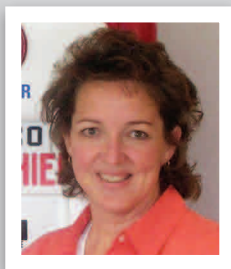
## APMA'S OBJECTIVES

- Encourage members to be actively engaged in association activities and legislative grass-roots efforts
- Provide resources for education, training and the exchange of ideas
- Encourage members to maintain high business ethics and a positive image for the industry
- Advise and educate membership to enable them to run their businesses effectively and profitably

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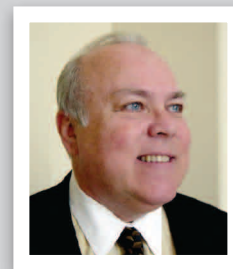
## APMA Executive Committee



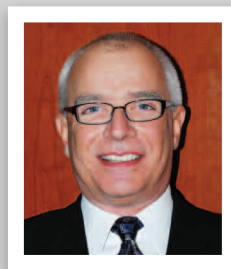
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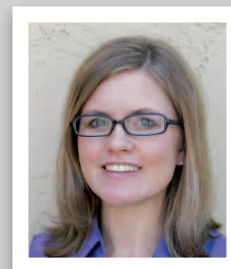
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**Lenora Nelson**  
*President*

Warm greetings to all the wonderful members of the Arizona Petroleum Marketers Association! Already 2013 has leaped ahead with energy and action. Before we let 2012 slip too far out of our reach- it is a great time to step back and evaluate our successes and challenges...personally, from a business standpoint and as an association.

There is a great deal of time and effort focused on the current legislative session. This session is sure to bring us many battles we will have to be prepared to fight. APMA is in good hands with Bill Champlin, Eric Savage and Tom Dorn at the helm of HB 2296.

Many of you have made phone calls, sent emails and promoted the support of HB

## Letter from the President

2296. Cameron Trejo and many others have spent numerous hours putting together a great video that helps explain APMA's position and need for the State Assurance Fund. This is a welcome change from just fighting the negative proposals we have dealt with the past few years. I highly encourage each of you to get involved in the legislative process, both locally and at the state and/or national level. Your individual efforts are the key to our successes as a whole.

Our association has weathered many storms over the past few years and we have come through stronger and better prepared for the future. Our members and Board are re-energized and engaged to the level we enjoyed in our stronger times, and Amanda is doing an amazing job as our Executive Director.

Each one of us has had someone in our lives that has provided the inspiration, motivation and knowledge to help us achieve the successes we have in our industry. Sometimes it is a mentor who has built the business before you and helped teach and show you the way – sometimes it is family- such as your parents or siblings. In my case I have been very fortunate to learn this business from the ground up from the example and leadership of my Dad, Roy Bennett. As a child one of my favorite things to do on a Saturday was to take a ride with my Dad in the tanker to get a load of gas and bring

it back up to Prescott. I loved the feeling of sitting up high in that truck and watching the world from that perspective. I have never known another man that worked harder than him, although my husband Brad keeps up quite a pace too! My dad took a chance on a young girl excited about riding in a gas truck and I will be forever grateful for his leadership and bringing me into this industry over 25 years ago. He is my inspiration and continues to be my cheerleader and source of strength in my life.

As our industry continues to see hardship, fight battles and create strength together as an association- I am so grateful for those who have gone before us and fought the fight that we are now carrying.

Life is too short. That is a small sentence but it is a huge statement. Make sure you do not get so caught up in running your life that you forget to live your life. Unexpected tragedy or illness can change your ability to enjoy life in an instant so make sure you make the most of every minute.

I enjoy working with all of you and appreciate your friendship. Make sure not to miss our monthly luncheons and the upcoming golf tournament on May 10th! Stay involved!

Sincerely,

*Lenora Nelson*  
President

## Safety Awareness: Protect Your Eyes

Thousands of people are blinded each year from work-related eye injuries that could have been prevented with the proper selection and use of eye and face protection.

Eye injuries alone cost more than \$300 million per year in lost production time, medical expenses, and workers' compensation, according to the U.S. Department of Labor.

The Occupational Safety and Health Administration requires employers to ensure the safety of all employees in the work environment, which means eye and face protection must be provided whenever necessary to protect against chemical, environmental, radiological or mechanical irritants and hazards.

Each year, SCF receives scores of workers' compensation claims from workers who have been injured by debris that has injured their eyes or struck them in the face.

OSHA addresses eye and face protection in specific standards. In general, these standards require that employers provide the kinds of protection, whether it is safety goggles or complete face shield, to ensure safety from flying particles, molten metal, liquid chemicals, acids or caustic liquids, chemical gases or vapors, or potentially injurious light radiation.

OSHA also requires that all eye and face personal protection equipment be marked so the manufacturer can be identified easily.

For full-face protection, face shields are the best choice. They protect the worker from splashes, heat, flying particles and other hazards, while allowing for plenty of ventilation.

Face shields are recommended for activities that involve extreme heat. But remember, face shields won't protect the eyes, so they must be used in combination with safety glasses or goggles. And some face shields are designed specially to be fitted with hard hats.

As far as protecting the eyes, never rely on regular glasses. Workers in areas where there is a lot of airborne dust or grit, flying particles or splashing chemicals, need to choose protective eyewear best suited for the job.

Here are some tips provided by the American National Standards Institute:

- Glasses with impact resistant lenses that have side shields provide adequate protection for most types of work.
- Flexible-fitting or cushion-fitting goggles fit easily over prescription glasses and provide front and side protection.
- Special purpose eyewear, such as chemical or chipping goggles, provides maximum protection from fumes and flying debris.
- Full face shields may be worn in addition to protective eyewear for maximum facial protection.

For more on eye safety, watch the Eye Safety video on SCF Arizona's website, scfaz.com, under Safety Net. You also can order eye safety posters and informational brochures on the SCF Arizona website.



**Tod L. Dennis**  
*Association Coordinator*  
*SCF Arizona*

# Message from the Executive Director

There are many exciting happenings underway for APMA.

In December, I attended the underground storage tank pull that appears on the front cover of this edition. It was eye-opening and brought home the issues this industry faces if the State Assurance Fund in Arizona is not reopened for claims. At the Arizona Capitol, Tom Dorn and the Dorn Policy Group are lobbying in support of House Bill 2296, which would extend the penny per gallon Underground Storage Tank tax and reopen the State Assurance Fund to new claims for compliant owner/operators who experience leaks not covered by insurance. The bill cleared its first hurdles when it passed out of two committees and the House of Representatives.

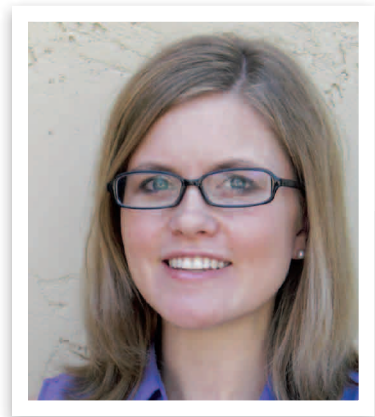
Thanks to everyone who has supported the bill, contacted legislators or participated in the hearing process at the Capitol. Just taking five minutes to email your legislators and committee members makes a big difference!

Please remember to ask your coworkers, employees, industry contacts, friends and family to do the same.

The APMA Scholarship Foundation Golf Tournament is just around the corner on Friday, May 10, 2013. The tournament will be at the McCormick Ranch Golf Club. Proceeds from the tournament benefit APMA members' employees and their children with continuing education scholarships. Scholarship applications are due March 31 and are available on the APMA website on the Scholarship Foundation page. Registration for the Golf Tournament is open, so sign up to sponsor, golf or donate today!!

Planning is underway for the 2013 Annual Conference and the Conference Committee is seeking members. If you are looking for a way to get more involved with APMA – this is a perfect opportunity. Contact Amanda Gray or Committee Chair Jason Davis if you are interested.

APMA has hosted a string of successful and informative Monthly



**Amanda Gray**  
*Executive Director*

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Meetings and Luncheons (pictured below). If you have not attended one in a while – please consider joining us.

Best Regards,  
Amanda Gray



# APMA Legislative and Regulatory Victories

## 1. Retaining Dorn Policy Group to lobby for UST/SAF Legislation

Along with a coalition of other interested parties, APMA hired Tom Dorn and the Dorn Policy Group to lobby the Arizona Legislature to pass a law that would continue the penny per gallon UST tax and reopen the State Assurance Fund to new claims. A panel of the UST Subcommittee drafted the UST/SAF position paper and interviewed six lobbyists/firms before unanimously recommending the Dorn Group, which was approved by Board of Directors. APMA worked with the Dorn Group to prepare for the 2013 legislative session.

## 2. Opposition to Excess Taxes

During the 2012 Legislative Session, House Bill 2398 removed the excess tax language from Arizona Revised Statutes Section 28-5925. Under that statute, petroleum distributors who added a charge to cover the taxes paid at the rack would have to remit that entire charge. APMA opposed the excess tax language. Senator Andy Biggs (now Senate President) introduced a floor amendment to remove the excess tax language from statute, which was ultimately signed by Governor Jan Brewer on April 12, 2012.

## 3. Removal of Stage II Vapor Recovery Equipment

APMA supported the decommissioning and removal of Stage II Vapor Recovery systems. In November 2012, the Arizona Department of Weights and Measures (ADWM) and other governmental agencies held a stakeholder meeting to discuss how to implement the Environmental Protection Agency's determination that that onboard refueling vapor recovery (ORVR) is in widespread use. ADWM outlined two options: either decommissioning and removing stage II systems or upgrading stage II systems to be compatible with ORVR. APMA, through its Board of Directors, supported removal of Stage II systems. ADWM is now pursuing a SIP revision to allow decommissioning of Stage II vapor recovery equipment.

## 4. Participation in Emergency Planning Process

APMA attended workshops on fuel supply disruption planning hosted by the Governor's Office on Energy Policy and Arizona State University. The meetings focused on planning using the Arizona Transportation Fuel Energy Assurance Report. APMA shared notes from the meetings with members.

## 5. Opposition to Raiding HURF

Through its membership in the Arizona Highway Users group, APMA continued its opposition to legislative raids on the Arizona Highway Users Revenue Fund. APMA's President and/or Executive Director attended AHU functions to foster contacts with our allies in this related field.

## 6. Involvement in UST Program Stakeholder Process with ADEQ

During the summer months, the Arizona Department of Environmental Quality (ADEQ) held stakeholder meetings to address the UST/SAF program in Arizona. APMA retained Yvonne Hunter to represent APMA in connection with the stakeholder meetings. Ultimately, APMA was not able to reach agreement with ADEQ, which led to the hiring of the Dorn Policy Group.

In a year packed full of transition, APMA accomplished a lot. APMA continues to strive to be a force for the legislative and regulatory good in the industry. Regulators need input from affected companies to make good regulations. If you have suggestions or ideas on issues you would like to help change – roll up your sleeves and get involved!

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# PMAA Legislative and Regulatory Victories

## 1. Opposition to Commercializing Rest Area

During the highway bill reauthorization discussions, PMAA killed a Senate amendment which would allow state governments to commercialize rest areas. PMAA argued that the amendment would have put petroleum marketing companies along interstate highways at a competitive disadvantage and would destroy jobs. Fortunately, the Senate heard our concerns and the amendment was defeated overwhelmingly.

## 2. Futures Market Reform

PMAA continued its work to bring greater transparency to the futures/swaps markets. The CFTC is nearly finished with finalizing most of the proposed rules governing the futures and swaps markets, and exchanges are now moving over-the-counter (OTC) swaps onto transparent exchanges. It will take time before we see the benefits of swaps traded on transparent exchanges. In the meantime, our efforts to shed light on excessive speculation in the oil futures market has helped to prevent federal price gouging legislation from becoming law. Before PMAA's efforts to fight for futures market reform, many lawmakers wrongly pointed the finger at retailers for high prices at the pump and federal price gouging bills would attract over 150 cosponsors. However, in 2012, federal price gouging bills barely garnered 40 cosponsors. Congress now has a better understanding of futures markets and its impact on gasoline prices.

## 3. Wetlines

The bipartisan reauthorization of the highway bill included PMAA-supported wetlines language which would delay, for two years and call for a study, the Department of Transportation's proposed rule to require jobbers to retrofit the piping underneath their cargo tank truck with a device to purge liquid fuels leftover from a delivery. PMAA worked tirelessly with lawmakers on the House Transportation Committee and Senate Environment and Public Works Committee to prevent the rule from moving forward. If the rule were to go into effect, it would cost individual petroleum marketing companies nearly \$5,000 plus labor costs to retrofit each transport.

## 4. Passage of \$1 per-gallon Biodiesel Blenders Tax Credit

Efforts to reauthorize the \$1 per-gallon biodiesel blender's tax credit were successful when the 112th Congress passed legislation reauthorizing the credit among other energy tax credits just days before adjournment. PMAA opposed an effort to move the blender's credit to the production level due to concerns that the full \$1 production credit wouldn't be passed onto the marketer, thereby, raising biodiesel prices. PMAA was able to maintain the credit at the blender level.

## 5. Opposition to Raiding LUST Fund

During the House-Senate LUST funding discussions, the Senate tried to raid the entire \$3 billion LUST fund and divert 1/3rd of the .001 LUST tax revenues to the highway trust fund. PMAA strongly opposed the \$3 billion transfer and the 1/3rd tax change because if the fund were to be completely raided, state governments would not have received federal LUST funding. If states are unable to access federal LUST dollars, then state DEPs would need to resort to other revenue sources including increased state tank fees. Fortunately, Congress didn't raid the entire fund and also retained the .001 LUST tax after hearing from PMAA.

## 6. Opposition to National Conference on Weights and Measures Motor Fuels Regulations

PMAA continued to be very active and outspoken at NCWM meetings. After helping to defeat the retail automatic temperature compensation (ATC) proposed mandate in 2009 and keeping it off the agenda in 2012, PMAA turned its attention to other NCWM items that could potentially impact marketers. PMAA has been able to delay and/or kill other proposals such as mandating a 10 micron diesel dispenser filters. PMAA questioned whether NCWM was attempting to go beyond their scope of mission, which is the "development and implementation of uniform and equitable weights and measures standards," rather than mandating fuel filters. Another item would have required gasoline and diesel product labels on each dispenser nozzle cover. Given that there are approximately 700,000 motor fuels dispensers nationwide, multiply this number by \$10 per nozzle cover and this would have cost the marketers well over \$10 million despite the fact that the proposal would have done nothing to prevent future misfuelings.

Now more than ever, PMAA's Small Business Committee PAC needs your contributions to make a difference on Capitol Hill. PAC contributions are made to candidates who are strongly supportive of the industry and to key lawmakers in leadership positions where important decisions are made. Significant legislative and regulatory battles were won for petroleum marketers in 2012 and it's important that we hit the ground running in 2013.

Please note that the PMAA Small Business Committee can only accept personal (not corporate) contributions. Checks can be made payable to the PMAA Small Business Committee or PMAA can process a contribution on a VISA or MasterCard credit card. In addition, should you have any specific recommendations about federal candidates to whom the PMAA PAC should consider making a contribution in 2013, please make note of that when you send in your contribution.

# The Affordable Care Act's Employer Mandate – Turning Information In To Knowledge



Joanna Morrow



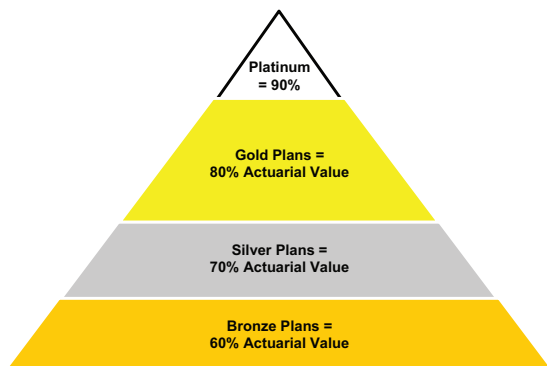
A lot of employers are concerned with the Affordable Care Act and the impact of the employer mandate (which requires employers offer medical insurance to all full time employees or pay a penalty) will have on their costs. As a consultant in the area of employee benefit planning and design I am working with all of my clients to first gain an understanding of how the penalties work and when they will be charged before hitting the panic button.

Let's be visual for a moment. The Health Insurance Exchanges will be set up like a virtual shopping mall with 4 different stores each selling medical insurance plans. The difference in these 4 stores will be the type of medical plans sold. Each store will sell plans that replace a certain percentage of healthcare costs for an individual— referred to as “actuarial value”. See below:

Store 1 (think Wal-Mart) will sell bronze plans, which will have an actuarial value of 60%. Store 2 (think Target) will sell silver plans, which will have an actuarial value of 70%.

Store 3 (think Macy's) will sell gold plans which will have an actuarial value of 80%.

Store 4 (think Neiman Marcus) will sell platinum plans which will have an actuarial value of 90%.



## Subsidies Tied To Silver Plans

If you are an individual shopping for medical insurance in the Health Insurance Exchange, you can purchase any one of the metal tiered plans outlined above but you will only be eligible for a federal subsidy if the premium in the Silver Plan or lower exceeds 9.5% of your annual household income. So to clarify, if you receive a subsidy it will be based off your ability to afford one of the lowest value plans in the Exchange and you will still have to pay something.

## Offering Medical Insurance - What Does It Mean For Large Employers?

If you're an employer with more than 50 full time employees, and you choose to continue to offer medical insurance to your employees, you will only pay a \$3000.00 penalty, per employee per year (or \$250.00 per employee

per month) if an employee goes to the Exchange, and qualifies for a subsidy. Those two events have to occur. The penalty is not tax deductible, and you will only pay it for each person who follows through with those two steps. If you have a large portion of full time employees earning Medicaid-eligible incomes it is important you identify and track those, as those employees will not be entitled to Exchange subsidies. Remember, subsidies are the trigger for employer penalties. No subsidy granted, no penalty charged.

## Your Safe Harbor

A qualified benefit consultant will help you design a solid safe harbor, proposing a plan and contribution structure that will enable you to avoid the penalty. You just have to:

- 1) ensure that the lowest cost plan you offer is equivalent to or better than a bronze plan in the Exchange (60% actuarial value) and
- 2) ensure that the employee's portion of the medical premium on the lowest cost option you offer does not exceed 9.5% of his annual income.

Remember as an employer who chooses to offer benefits – the key word is OFFER. You only have to offer it. As of the date this article is written we are still waiting for further guidance from insurance carriers as to adjustments they are making in their participation guidelines to accommodate the new rules.

## Not Offering Medical Insurance - What Does It Mean For Large Employers?

If you're an employer with more than 50 full time employees, and you choose not to offer medical insurance to your employees then you will pay a \$2000.00 penalty, per employee per year (or \$167.00 per employee per month), on ALL of your full time employees, less the first 30 if even just ONE employee goes to the Exchange, and qualifies for a subsidy. This amount is not tax deductible.

Because of this penalty structure, in most of the analysis we have done so far dropping benefits is the least attractive option in terms of reducing costs. When you start to work through it, many of my clients are realizing that with the right plans and contribution structure, they can continue to offer affordable medical insurance to their employees and be much further ahead than if they abolish the benefit plan completely and pay the penalty on all employees. You won't know until you go through the exercise.

If you would like more information regarding the Affordable Care Act and how the employer mandate will specifically impact your business, please call me at 602-903-4047 or email at: [jmorrow@abcllc.org](mailto:jmorrow@abcllc.org)



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# Preventing UST/AST System Release

By Brian Wiegert, PMMIC Insurance

Petroleum storage tank owners have to interact with various regulatory agencies. Regulatory interaction takes time and resources. It makes business sense to reduce unneeded regulatory issues and regulatory response actions and remain focused on operating a profitable business. Time away from business hurts the bottom line. Responding to a petroleum release is a regulatory interaction that can be avoided by implementing a release prevention program.

Responding to a confirmed or suspected release from a storage tank can lead to many negative effects on a business. Often times, the symptoms of a release go unnoticed until it is too late. A minor, undetected leak can eventually become a release that requires reporting to the regulatory agency, triggering actions necessary to confirm the release and expenses to conduct corrective action. The cost of corrective action associated with a petroleum release can exceed \$100,000 in Arizona. Even if insurance covers the loss, you may spend from \$10,000 to \$50,000 on your deductible. A suspected release can cost in excess of \$10,000 just to investigate and some insurance policies will not cover the investigation cost. When you add in the cost of managing the process and addressing possible public relations issues, avoiding a release makes good business sense. Preventing a release is a much better use of resources.

A release prevention program can help you avoid a release. As tank equipment ages, conditions can develop that require repair and/or replacement in order to enable that equipment to perform properly and to prevent releases. Walk through inspections, paying attention to your equipment, and maintaining required monthly leak detection records are key components in all release prevention programs. Also, when repairs or component replacement become necessary, it is important to have an experienced, certified, licensed, and insured service technician or installer on your team to keep your system maintained and operating properly.

Observations that should be considered in your release prevention program include:

- Liquid in containment areas such as spill basins, dispenser pans and STP sumps. Liquids limit the capacity of the containment and may indicate a breach in some portion of the containment system. Also look for damage to the containment. Damaged containment is not containment!

- Small leaks from dispenser equipment. Small leaks tend to become large leaks. Dispenser leaks can also lead to public safety issues. Fix them when you find them.
- Required leak detection equipment that is not working properly. Non-operational equipment provides a false sense of security that your tank system is not leaking. Check your tank and line leak test results at least on a monthly basis. If you are not getting all of the required testing, find out why and return the system to normal operation.

As UST equipment maintenance issues are identified, it provides you with the opportunity to schedule repair down times to correct these issues rather than inconveniencing customers and paying additional charges for untimely “emergency” service calls. A preventative maintenance plan that focuses on release prevention can save you from costly regulatory interaction and reduce your service expense line.

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## Scholarship Foundation

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## Golf Committee

Jason Davis, Bill Champlin, Jess Miller, Brian Cook, Scott Fast, Michael DuCharme

## Conference Committee

Jason Davis, Bill Aust, Andy Rodriguez - We are seeking members.

## Fuel Monitor Committee

Brian Wiegert - We are seeking members.

Email [amanda@apma4u.org](mailto:amanda@apma4u.org) if you are interested in joining any committee.

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- Have access to an array of other value-delivering supply chain management services
- Expand access to capacity during peak demand times
- Significantly reduce your liability and risk
- Free up capital for better use in your core business activities
- Receive an additional payout for your fleet's enterprise value
- Eliminates the headaches of CARB compliance and the expenditure to re-capitalize your fleet
- Take advantage of our advanced technology, including KAG Connect – [www.kagconnect.com](http://www.kagconnect.com) - a web-based platform that gives you **real-time** visibility to both order tracking and delivery information including gross/net gallons & bol number

**CONTACT JOHN JOLLY AT 800-969-5419, ext. 2365 FOR MORE DETAILS**

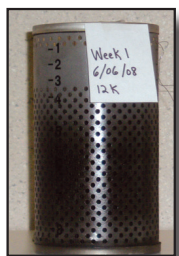
**CUSTOMER TESTIMONIALS**

Downs Energy – Mike Downs, President Downs Energy stated "Their [KAG's] size, safety record and that their core business is the delivery of fuels made them an excellent partner, while we focused on the marketing side". Further he stated "it was almost seamless, with the same drivers, same trucks and same dispatcher. There was no interruption, and it was the same team who would continue to successfully serve our customers".

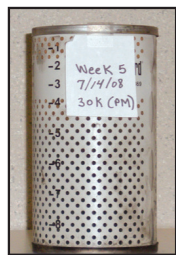
Coast Oil Co – Mark Mitchell, Owner of Coast Oil Company emphasizes "We're not in the fuel delivery business. We're in the marketing and sales business and we're good at it, so it made sense to focus on what we do best and join together with someone who is the best at what they do. This will help us remain even more competitive in what is probably the most volatile fuel area in the United States".



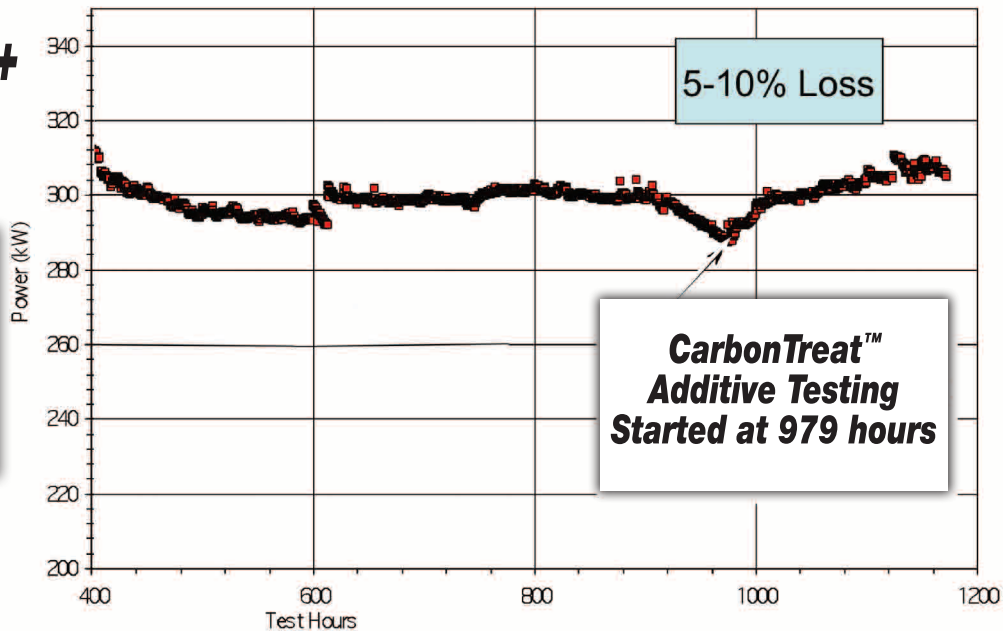
**Specifically designed for 2010+ EPA engines.**



Fuel filter casing before CarbonTreat™ Premium.



Same fuel filter casing after 5 weeks with CarbonTreat™ Premium in the fuel system.



As shown, after almost 900 hours, this engine is beginning to lose power based on the dyno. After using Schaeffer's CarbonTreat™, the engine effectively gained 5-10% horsepower.

## Prevent Carbon Buildup In the First Place.

CarbonTreat™ is the solution to your sludge and plugging issues with ULSD.

ULSD is better for the environment, but costly on an unprotected engine. Carbon buildup creates a sticky sludge that plugs fuel injectors and chokes filters. The remedy used to be 'Repair and Replace.' Thanks to Schaeffer's new CarbonTreat™ Premium diesel additive, the cure is prevention. Adding CarbonTreat™ shows your customers that you're on their team. You can provide them with a solution that will reduce their downtime and overhead. With regular use of CarbonTreat™, your customers will clean up their existing problem and prevent it from happening in the future. You can see the results. Find out more about CarbonTreat™ online at [schaefferoil.com/carbontreat](http://schaefferoil.com/carbontreat) or call Phil Hamilton to arrange an appointment.



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# Precision versus Accuracy

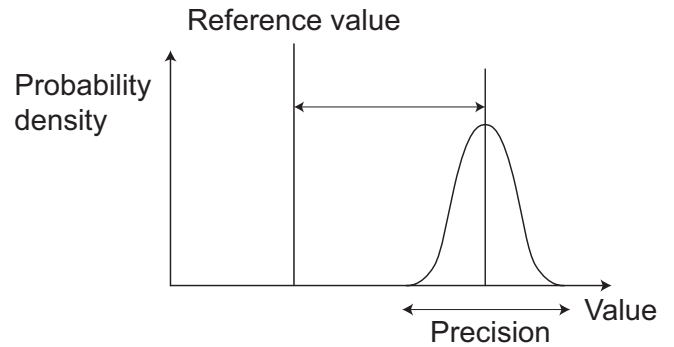
Michael DuCharme, Inspectorate America (A Bureau Veritas Group Company)

## Accuracy

In simplest terms accuracy is the ability to determine the 'true' value of a test result by any test method. ASTM methods and interlaboratory studies provide a means for determining if the result your lab produces is 'accurate'.

## Precision

Precision is by its simplest definition, what range of results a lab can expect from its test equipment or what range of results can be expected on the same sample run by multiple laboratories. ASTM ILCP Programs provides a method to determine if your results are 'precise'.



### Precision

Accuracy	Y-Y	Y-N
	N-Y	N-N

These numbers are usually called repeatability  $r$  (same lab, equipment, and same test specimen) and Reproducibility  $R$  (different labs, different equipment, and identical test specimen).

A result can be any combination of accuracy and precision, you can have both, one and not the other, or neither. The purpose of interlaboratory participation is to establish that you can produce accurate numbers with precision as established by the test method used. Each method, piece of analytical equipment, and test procedure has many variables which to consider when stating you have both accuracy and precision. The goal of any laboratory is to be both 'precise' and 'accurate'.



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# New Member Spotlight

## 2012 New Members

### **Renewable Energy Group**

Jon Scharingson  
Renewable Energy Group is an associate member who is a biodiesel producer.

### **Petroleum Card Services**

Liz Concannon  
Petroleum Card Services is an associate member who specializes in credit card processing.

### **Horizon Insurance Group**

Brian Cook  
Horizon Insurance is an associate member who specializes in property, casualty and workers compensation insurance for petroleum marketers and convenience store owners.

### **Freightliner of Arizona**

Scott Fast  
Freightliner of Arizona is an associate member who is a Freightliner and Western Star truck dealer.

### **New West Oil Company**

“Products you Know, People you Trust”  
Tim Genrich  
602-759-5559 tgenrich@newwestoil.com  
www.newwestoil.com  
New West Oil Company is a marketing member who is Arizona’s distributor of the Valvoline Family of Brands and Unbranded Fuel.

### **Arizona Benefit Consultants**

Joanna Morrow  
Arizona Benefit Consultants is an associate member specializing in employee benefits – services and products.

### **Safety Compliance Professionals LLC**

Jean Hysell  
Safety Compliance Professionals is a safety consultant firm with expert experience in all aspects of DOT Regulations and Fleet Management.

### **Gilbarco Veeder-Root**

Gilbarco Veeder-Root is an associate member who sells fuel dispensing technology and equipment.

### **Apex Envirotech, Inc.**

Thomas Paul  
Apex Envirotech is an associate member who specializes in environmental consulting, investigation and remediation in AZ since 1993.

### **CarterEnergy / Division of World Fuel Services**

Teri Physioc  
913-660-6679 teri.physioc@carterenergy.com  
600 Metcalf Ave., Suite 200, Overland Park, KS 66202  
CarterEnergy is a marketing member who is a wholesale marketer.

## January – February 2013 New Members

### **First Community Bank**

Small Business Lending  
Aaron Hodgkins, Vice President  
ahodgkins@fcbconnect.com  
First Community Bank is an associate member who specializes in financial services for gas stations.

### **Carroll Calibration**

Gene Carroll  
Carroll Calibration is an associate member who works in meter calibration.

### **Barnicle Enterprises**

Patrick Rook  
Barnicle Enterprises is a marketing member who is a retail/convenience store marketer.

## Welcome to APMA!

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**POLAR SERVICE CENTERS**

Polar Service Centers is the only national repair and parts supplier dedicated to the tank truck market. With Service Centers throughout the United States, we provide convenient, consistent access to aftermarket parts, field service, and technicians who can work on any brand of tank truck or trailer.

**NATIONWIDE SUPPORT**

Our technicians are tank specialists and our parts departments distribute a wide range of replacement parts and components for your tank truck or trailer.

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Polar Service Centers are set up to perform everything from a complete re-barrel to a simple brake job. Ask us about tractor rip-outs; customization and refurbishment; fabrication work; PTO, pump, and metering systems; and other specialized services for tank trucks and trailers.

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www.polarservicecenters.com

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Service Center  
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Phoenix, AZ 85041  
PH: 480-719-7953  
Fax: 602-323-0273  
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