

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



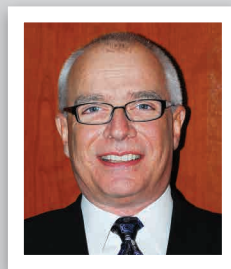
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Lenora Nelson
President

Hello to all the great members of APMA! Can you believe that 2013 is almost half over already? My parents have always said that the older you get the faster time goes by. I'm really starting to understand! It has certainly been a busy and eventful year for APMA.

I recently wrote a short article for another association regarding "The benefit

Letter from the President

of Brand Consistency". It occurred to me that APMA is a "brand" and has an image to uphold. A brand is basically something that is recognized by others to represent and sustain certain expectations. APMA has undoubtedly advanced its brand recognition in the State of Arizona especially in the efforts involved with SB 1080. I have heard many examples of APMA members who have reached out to their legislators and even Troy Little connected directly with Governor Brewer to share his personal plea to get her support of SB 1080!

Of course as with typical "Brands" comes brand loyalty. I was so impressed to witness and be involved in the APMA Scholarship Golf Tournament in May. What a great event and what a treat to see how the membership of APMA joined together, invited friends and associates outside of APMA to participate in a worthwhile affair.

I also enjoyed seeing the genuine enjoyment of members as they spent time together. It was no surprise to observe yet another successful tournament chaired by Bill Champlain and Jason Davis!

I encourage you to find ways to build the APMA brand. Invite other companies and individuals you work with to be a part of APMA. I have met such amazing and able individuals within APMA. As our association continues to grow and expand in Arizona, find a way to be a part of the momentum and action! If you have not been able to attend one of our monthly luncheons lately – find a way!

Sincerely,

Lenora Nelson
President

Acclimatizing Strategy Helps Prevent Heat Illnesses in Workers

By SCF Arizona



Tod L. Dennis
Association Coordinator
SCF Arizona

Most Arizonans know the on-coming summer heat signals a restriction in the amount of time they spend outdoors, but those who regularly work outdoors will need to be used to the heat as it rises throughout the day.

Among laborers who might face Arizona's withering heat are construction and agricultural workers, baggage handlers, electrical power transmission and control workers, and landscaping or yard maintenance workers.

Others who work in direct sunlight, perform strenuous work or who wear heavy protective clothing may also face the dangers of heat-induced illness.

Employers may want to create and implement a worker acclimatizing plan so employees will be able to weather triple digits without succumbing to heat illnesses.

According to the Occupational Safety and Health Administration (OSHA), it usually takes five to seven days for humans to adjust to higher temperatures. During this smaller time frame the body's responses to a hot environment -- body temperature, pulse rate, sweat rate and general discomfort -- all will increase. However, OSHA says it will take weeks for a body to fully acclimatize.

To ensure workers are fully acclimatized to heat, OSHA suggests employers begin with 50 percent of the normal workload and time spent in the hot environment, gradually

building up exposure and workload to 100 percent by the fifth day. Further, OSHA says new workers and those returning from vacations should repeat the five-day minimum adjustment period. Employers also may be aware of how workers who have been out sick react to the heat.

Knowing the signs of heat illness can protect workers from suffering symptoms that quickly can lead to death. Additionally, those workers with health conditions such as diabetes, kidney and heart problems or pregnancy can put them at greater risk of heat-related illness.

Sudden heat waves pose health risks for all workers, so employers should be ready to implement a plan that would protect their employees from exposure to high temperatures. Keeping an eye on the heat index can help employers determine how much time and workload employees should undertake on a hot day. The heat index provides a single value that takes both temperature and humidity into account.

The combination of heat and humidity can be extremely stressful. According to OSHA, the higher the heat index, the hotter the weather feels, because sweat doesn't evaporate and cool the skin. Using the index is a better measure than air temperature alone for estimating risk to workers, a tool that employers might find useful as the monsoon drives Arizona temps upward.

In a recent MedlinePlus online news article featuring research published in the scientific journal *Nature Climate Change*, tests showed that in the last few decades climate

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Message from the Executive Director

APMA Members:

Throughout the spring, the association, through our UST lobbyists the Dorn Policy Group, has been working with the Legislative and Executive branches to negotiate a UST bill that meets everyone's needs. Both houses of the Legislature have passed a UST Bill that extends the penny per gallon UST tax for two additional years and empanels a 17-member study committee. As of this writing, all that remains to be seen is the Governor's signature. If the UST bill is signed into law, the study committee's work will be crucial to a continued State Assurance Fund that assists compliant owner/operators with UST releases not covered by insurance. Thanks to all of APMA's members who have reached out to Legislators, attended hearings and weighed in at Legislative Committee meetings! Thanks to the Dorn Policy Group for all of their work! And many thanks to the UST and Legislative Committees for all of their efforts this session!

As you may know, the Arizona legislature by law sets out to do its work in 100 days, however this legislative session went for 151 days. The end of the legislative session is known as "sine die" – which in Latin literally means "without day" – or adjournment without assigning a day for further meeting. To say the least, it has been an eventful session with many twists and turns for APMA's sponsored legislation.

On May 10, APMA held the 15th Annual Scholarship Foundation Golf

Tournament at McCormick Ranch Golf Course. From the registration table to the awards luncheon, it was a gathering full of laughs and fun. We were beneficiaries of beautiful weather on Tournament Day. Over \$3,700 was raised in raffle tickets alone! All tournament proceeds go to the APMA Scholarship Foundation, which annually presents scholarships to APMA member company's employees and their children. The Scholarship Foundation has awarded over \$130,000 in scholarships in the past seven years. This year, the Foundation received fourteen applications and is currently in the process of awarding scholarships for the 2013-14 academic year. Many thanks to all of the Tournament's sponsors, donors and participants! Special thanks to our Golf Committee Chairs – Jason Davis and Bill Champlin – and all of the Golf Committee Members. (See Golf Tournament Photos on pages 6-7).

From May 15 to 17, the APMA delegation traveled to Washington, D.C. for PMAA's annual Washington Conference and Day on the Hill. This was my first trip to our nation's capitol and also the first airplane trip for my son Jackson, who was four months old at the time. I was awestruck by the grand and moving monuments to our nation's history. In addition to learning more about the foremost national petroleum marketing issues, overall I was very impressed by our federal representatives and their staffs.



Amanda Gray
Executive Director

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One thing I consistently hear when I visit with APMA's members is that the legislative and regulatory work of the association is the most important task. In order to accomplish this task, building and maintaining relationships is paramount. We need to invest in relationships with regulators and lawmakers. I would encourage all APMA members to consider participating or sending a company representative to the PMAA Day on the Hill in 2014. (See Washington Conference Briefing and Photos on pages 8-9).

Best Regards,

Amanda T. Gray

Acclimatizing Strategy Helps Prevent Heat Illnesses in Workers

continued from page 4

change "has already prompted global working capacity to drop, on average, to 90 percent during the peak summer season." As Arizona employers ready their workforces for triple digits, they may want to take advantage of the free checklists and tools available on the Web to create a summer strategy to protect workers.

For more on how to create an effective plan for the summer, OSHA provides information in its campaign to prevent heat illness in outdoor workers. SCF Arizona also offers a free work safety training video, Heat Stress, which teaches viewers the signs of heat illness and the risks of working in summer heat, as well as free printed safety materials for employers to distribute to their workers.

Employers will find informative workplace safety articles, HR advice and workers' compensation insurance information at SCF's blog, SafeAtWorkAZ.com.

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###

SCF Arizona is the state's largest workers' compensation insurer, providing coverage to more than 21,000 businesses and their employees statewide. SCF has operated in Arizona for more than 85 years and holds in excess of \$3.7 billion in assets. Based in Phoenix SCF, has a statewide presence. For more information about SCF Arizona, visit scfaz.com.

15th Annual APMA Scholarship Foundation Golf Tournament

When – Friday, May 10, 2013

Where – McCormick Ranch Golf Course

Who – APMA Members and Scholarship Foundation Supporters

Why – To raise money for the APMA Scholarship Foundation



Claude Larkins, retired from Kinder Morgan, and Gene Carroll, Carroll Calibration, shared a laugh when their foursomes met out on the course.



Don Kodl, IPC USA, watched as Matt Johnson, Pro Petroleum, sunk his putt beautifully.



Charlie Babcock, Freightliner of Arizona, drives his ball on hole #1.



Master of Ceremonies and Golf Committee Co-Chair Jason Davis, Arizona Fuel Distributors, awards Sam Bagby, Groendyke Transport, with one of the raffle grand prize items – a Range Finder donated by Western Refining.



Jess and PJ Miller, Diamond Trucking, Jami Moore, HollyFrontier Companies and Nick Limson, Jaco Oil Company, loaded up in their carts.

Thank You Golf Tournament Sponsors!!

St. Andrews Sponsors:



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Tournament Winners



First Place Team: Cliff Cogswell, Cochise Companies; Eric Savage, Circle K Stores; Tyler Herzog, Cochise Companies. Not Pictured: Andy Peccia.



Second Place Team: Dan Schultz, Phillips 66; Mike Siner and Kevin Goode, Western Refining; Jack Keller, retired from Western Refining.
The Second Place overall prize was a tie that had to be broken with a scorecard playoff.



Closest to the Pin: Randy Nelson, Bennett Oil/ American Transport
Women's Long Drive: Jill Gallaher, RDO Fleet Shield Services
Men's Long Drive: Colt Brogdon, Caljet (accepted by Jim Brown)



The beautiful McCormick Ranch Golf Club view.

PMAA Washington Conference

The annual PMAA Washington Conference was Wednesday, May 15 – Friday, May 17. This gathering of marketers from around the nation provides an opportunity to dialogue on top issues nationwide and in each state and region. Then, each state's delegation brings their top concerns to its elected officials in the halls where congressmen and women and senators do their work. It is crucial for APMA to maintain and build relationships with our federal representatives. The conference is beneficial to APMA's members because it provides important information on federal issues impacting our industry.

In the Opening Session, Bob Gough, OPIS' content manager, presented on the Renewable Fuel Standard and the approaching "blend wall". Mr. Gough's presentation highlighted the oil lobbyists' positions versus the ethanol lobbyists' positions about certain claims relating to the blend wall. In conclusion, with the ethanol industry asking for the RFS to remain unchanged and the oil refining industry asking to repeal or reduce the ethanol mandate, OPIS advised that the best solution to the blend wall is for the EPA Administrator to exercise her power to make adjustments to RFS2 ethanol mandate levels if severe economic or environmental harm would result. Whether the new EPA Administrator will choose to exercise that option remained an open question as nominee Gina McCarthy's confirmation was not complete. During the Opening Session, attendees also received a briefing from Dan Gilligan on hot issues for meetings on the Hill and heard from North Dakota Senator John Hoeven.

The actual day of meeting with Representatives and Senators and their staff - the Day on the Hill - was Thursday May 16. The Arizona delegation led by PMAA Director **Warren Lueth of Union Distributing**, included **Mark Ellery of Caljet**, **Terry Trendler of Environmental Technology** and **Amanda Gray from APMA**. The APMA group met with **Representative Trent Franks** and his legislative director, **Representative Paul Gosar** and his legislative director as well as staff for **Representative Ann Kirkpatrick**, **Representative Ed Pastor** and **Senator Jeff Flake**.

The top issues raised by the Arizona delegates were:

1. **EPA's new proposed regulations on Underground Storage Tanks.** These new regulations are overly burdensome and carry a high cost, particularly for small owner/operators. An EPA study found that the cost of compliance would be \$900 per year. The PMAA UST Task Force found that the compliance costs would be over \$6,000 per year. This high cost necessitates a small business study that EPA has refused to conduct. The APMA del-

egation asked our representatives to sign on to a "Dear Colleague" letter encouraging EPA to form a small business advocacy panel before the rule is finalized.

2. **RFS2 "blend wall".** At the time of our meetings on the Hill, the PMAA Board of Directors had not yet taken a position on the blend wall. The APMA Board of Directors was divided between whether PMAA should advocate for repeal of RFS2 or petition the EPA Administrator to exercise her power to reduce ethanol mandate volumes. Ultimately, in the PMAA Board Meeting on Friday, May 17, PMAA adopted the position to petition the EPA Administrator and if she fails to act, to collect support in the House and Senate asking her to adjust the blend volumes.
3. **Credit card swipe fees.** Credit card processing fees are the second highest cost for petroleum retailers other than payroll. In 2011, the gasoline retail industry paid \$11.1 billion in interchange fees. These exorbitant fees cry out for reform. The APMA delegation asked lawmakers to oppose efforts to repeal the Durbin amendment on debit interchange fees and to support future legislation to address skyrocketing credit card interchange fees.
4. **Approval of the Keystone XL pipeline.** When and if completed, the Keystone XL Pipeline is expected to carry 830,000 barrels of North American crude to U.S. refineries every day. Moving forward with pipeline will support American jobs and reduce American dependence on overseas oil.



The Honorable Trent Franks shakes hands with Mark after our meeting and before dashing off to a floor vote.

and Day on the Hill Recap



Mark Ellery, Caljet, Warren Lueth, Union Distributing, The Honorable Paul Gosar, and Terry Trendler, En Tech, posed after discussions on energy issues.



Warren and Mark next to the U.S. Capitol Building.



PMAA Chairman Benny Hodges of New Mexico speaks to the Board of Directors.



Terry and Warren discussed the issues before a meeting began.

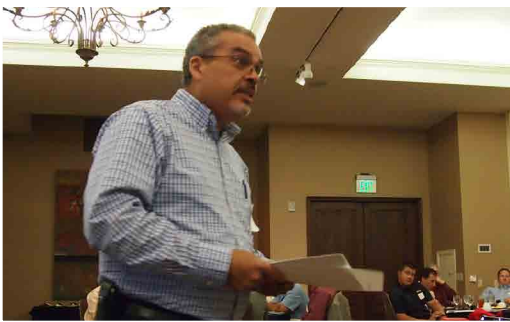
APMA Spring Luncheons:



Attendees listening up at the March Meeting and Luncheon.



Scott Fast, Freightliner of Arizona, and Craig Kerezman, US DOT, presented on emissions and hazmat issues.



Carl Hamilton, SCF of Arizona, talked about hazard identification at the April Luncheon.



Brian Wiegert, PMMIC, and Sally Voyles and Tiffany Stultz, Pioneer Distributing, along with other attendees, listened closely.



Tyler Herzog, Cochise Companies, James Marker, Western Refining, and Tod Dennis, SCF Arizona, enjoyed their meals.



Travis Qualls, ADOT, presented on Arizona HazMat incidents at the May Luncheon.



The APMA Board of Directors met before the April luncheon.

Active APMA Committees

Executive Committee

Lenora Nelson, Bill Champlin, Dave Alexander, Warren Lueth, Jason Davis

Legislative Committee

Bill Champlin (Chair), Bill Bunch, Bruce Robinson, Cameron Trejo, Dave Alexander, David Armstrong, Eric Savage, Jason Davis, Jess Miller, John Kennedy, Jon Trejo, Lynn Niewiadomski, Mark Ellery, Mike Mathers, Sally Voyles, Troy Little, Warren Lueth

UST Subcommittee

Eric Savage (Chair), Bill Bunch, Bill Champlin, Bill Havard, Cameron Trejo, Don Whitehead, James Marker, John Kennedy, Jon Trejo, Mark Ellery, Renee Hudson, Richard Petrus, Rick Fuscardo, Roger Burton, Sally Voyles, Warren Lueth, Matthew Schuessler

Safety Committee

Apryl Erekson (Chair), Tod Dennis, Josh Wall, Jeff Drysdale, Kevin Bennett, Blane Moore

Conference Committee

Jason Davis (Chair), Bill Aust, Andy Rodriguez, Apryl Erekson, Brian Wiegert/Jennifer Steffen - Seeking members.

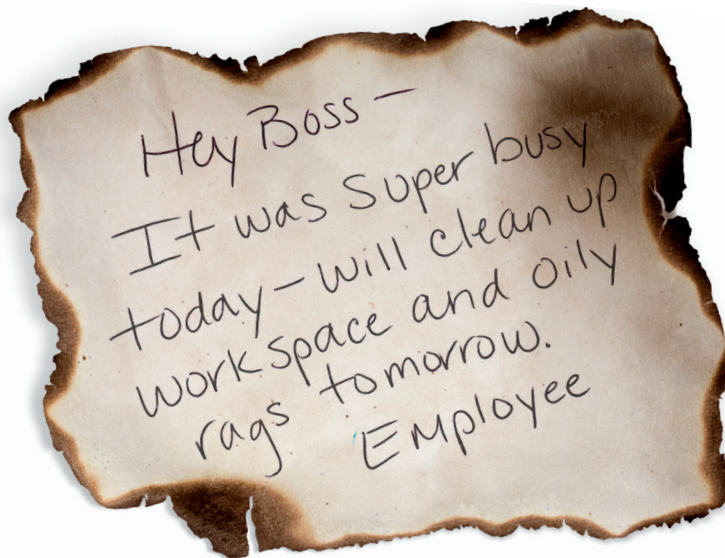
Fuel Monitor Committee

Brian Wiegert - Seeking members.

Scholarship Foundation

Dave Alexander, Bill Aust, John Clark, Lenora Nelson, Amanda Gray

Email amanda@apma4u.org if you are interested in joining any committee.



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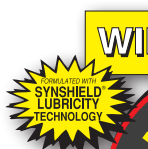
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New Member Spotlight

February - May 2013 New Members

Transtar Insurance Brokers, Inc.

Crystal Guarin
serviceteam@transtarinsurance.com
Transtar Insurance is an associate member working in insurance.

AVI-Phoenix Insurance Group

Jerry Guttman
jguttman@avi-phxinsurance.com
AVI-Phoenix is an associate member who provides insurance coverage.

Davidson Tank

Rob Davidson
rob@davidsonstank.com
Davidson Tank is an associate member who deals in sales, manufacturing, parts and repair for the liquid transport industry.

Usalco

Jim O'Connor
joconnor@usalcoltd.net
Usalco is an associate member specializing in store equipment and custom cabinets.

WorldPay

Betsy Berlin
Betsy.Berlin@worldpay.us
WorldPay is an associate member who provides credit card processing services.

Tank Tech, Inc.

Jonathan McNeely
jonathan@tanktech.com
Tank Tech is an associate member who specializes in tank inspection, lining and upgrading.

US Bank

Ramon Perez
Ramon.perez@usbank.com
US Bank is an associate member working in commercial banking.

Welcome to APMA!



HOLLYFRONTIER

Jami Moore

SW Regional Manager
480-256-1992
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Mike Hardy

SW Marketing Representative
480-256-1986
michael.hardy@hollyfrontier.com



SAVE THE DATE

FOR THE APMA 2013 ANNUAL CONFERENCE

October 6-8

The APMA 2013 Annual Conference will be held Sunday, October 6 – Tuesday, October 8 at The Enchantment Resort, a five star resort nestled in the breathtaking red rocks of Sedona, Arizona. The Enchantment is located at 525 Boynton Canyon Road, Sedona, AZ 86336.

The
Enchantment
Resort



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*In addition to daily room rate, there will be an **\$18 per room daily resort fee** based on single or double occupancy, plus applicable taxes. Porterage fee (for golf cart transportation) is at each guest's discretion.

Registration and
Sponsorship Forms
Coming Soon



Annual Conference

Each year, APMA holds a three-day annual conference and golf tournament where members can develop relationships with fellow marketers, fuel suppliers and vendors. The conference provides a forum to exchange ideas and discover new ways to increase your bottom line through one-on-one networking and education workshops and seminars. Attending the conference is a great way to learn and build relationships. Sponsoring at the conference allows you to build your company's name and reach the entire APMA membership.

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