

April 25, 2014

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WP-04-25-14

IT'S TIME TO REGISTER FOR PMAA'S WASHINGTON CONFERENCE AND DAY ON THE HILL

PMAA's annual Washington Conference and Day on the Hill will be held in Washington, DC from May 21-23. Please make your plans **now** to attend this important and productive forum, to meet with your members of Congress and openly discuss all the issues facing the petroleum marketing industry, and to network with other marketers from across the country!

The meeting will begin with an Opening Session / Issues Briefing in the early afternoon of May 21. A welcome reception including the popular PAC silent auction fundraiser concludes the day! On the morning of May 22, marketers will head to Capitol Hill for visits with their Congressional delegations after a buffet breakfast and an issues briefing, for those who do not arrive in time to attend the opening session. The PMAA Board of Directors will meet on May 23. If you plan on attending PMAA's Annual Washington Conference and Day on the Hill, **now is the time to make your room reservation, as the room block closes on April 29th at 6pm Eastern Time.**

For those planning to attend this informative conference and have hotel reservations, **please be sure to complete the appropriate Registration Form no later than May 13 so PMAA can make your conference experience smooth and easy.** You can find the registration forms and instructions along with all related details for Washington Conference and Day on the Hill at <http://www.pmaa.org/pmaameetings/upcomingmeetings.asp>.

BID EARLY FOR SIGNED DEREK JETER BAT RAFFLE

The PMAA Small Business Committee (SBC) PAC will hold a raffle during the Washington, DC May 21-23 conference and the raffle winner will be identified during the conference on May 23. The winner does not have to be present to win. If you are not attending the conference, you will be notified the week following the drawing.



Since 2014 will be his final season, this autographed Derek Jeter baseball bat will be a collector's item. It's a Rawlings bat, and he only signed 22 of this specific model. Jeter played 19 seasons for the New York Yankees and is a five-time World Series champion. Jeter is regarded as a central figure for the Yankees during their success in the late 1990s and into the 2000s. He is the Yankees' all-time career leader in hits (3,316), games played (2,602), stolen bases (348), and at bats (10,614). His accolades include thirteen All-Star selections, five Gold Glove Awards, five Silver Slugger Awards, two Hank Aaron Awards, and a Roberto Clemente Award. Jeter is the all-time MLB leader in hits by a shortstop, and the 28th player to reach 3,000 hits. Jeter has been one of the most heavily marketed athletes of his generation, and teammates and opponents alike regard him as a consummate professional and one of the best players of his generation.

The proceeds of the raffle will benefit the PMAA SBC PAC. The money distributed to the PAC is used to benefit federal legislators who support the industry and have a solid record on key industry legislative issues. SBC PAC co-chairs Gerry Ramm and Michael Fields thank the raffle award donor, Mike Rud and the North Dakota Petroleum Marketers Association.

Tickets are \$20 each or six for \$100. Advanced tickets for the autographed Derek Jeter baseball bat are available until May 19, 2014. Ticket sales will continue at PMAA's conference in DC until the drawing on May 23. Tickets must be paid for with personal funds by MasterCard, VISA, AMEX, cash or check (checks should be made out to the PMAA Small Business Committee). To purchase tickets before May 19, contact [Sabrina Pitcher](mailto:Sabrina.Pitcher@wpma.com) at 703-351-8000.

THIS WEEK'S ADDITIONS FOR MAY 22 AUCTION



The Kentucky Petroleum Marketers Association will donate a bottle of Four Roses single barrel Kentucky Straight Bourbon Whiskey. This is a private batch specially selected by the Board of Bourbon Women and the Four Roses master distiller on October 1, 2012. It is aged 11 years and seven months. Four Roses produces ten distillate flavors each year and ages each flavor individually. Each barrel is sampled and carefully selected for its superior quality prior to being processed and hand bottled. Each bottle has a handwritten label noting the warehouse and the racking location in which the barrel was aged. Each barrel fills about 235 bottles with 100 proof Bourbon, and the inventories of this select Bourbon are limited.



A certain hit at the auction will be a Kate Spade Cedar Street Medium Harmony shoulder bag contributed by Emily LeRoy and the Tennessee Fuel & Convenience Store Association.



An exciting addition to this year's auction is a near Mint copy of "The Adventures of Captain America" (published 1991) signed by comic book legend Stan Lee. Officially graded and authenticated by the Certified Guarantee Company, LLC (CGC). PMAA thanks Jim Collura for this contribution.

In order to contribute your items for the Silent Auction, please contact [Sabrina Pitcher](mailto:Sabrina.Pitcher@wpma.com) at 703-351-8000.

SPCC EXPANSION

The Environmental Protection Agency and the U.S. Army Corps of Engineers jointly proposed a rule April 21 that would bring under federal jurisdiction all tributaries of streams, lakes, ponds and impoundments as well as wetlands that affect the chemical, physical and biological integrity of larger, navigable downstream waters. The agencies are accepting comment on the proposed rule until July 21, 2014. PMAA will file comments opposing the proposal.

The EPA and Corps are proposing to expand the jurisdiction of the Clean Water Act to include nearly every damp patch of land in the United States, Committee Chairman Sam Graves (R-MO) said in a statement.

Graves termed the proposed rule a regulatory overreach, saying this means small businesses and landowners may need costly permits and face lengthy delays for ordinary activities on private property. The change could also increase the number of PMAA member bulk plants subject to SPCC rules because they currently do not impact navigable waters.

BANK OF AMERICA PREDICTS FIVE-YEAR WAIT FOR U.S. TO LIFT CRUDE EXPORT BAN

U.S. Crude Supplies Near All-Time High: Bank of America (BOA) has reported that short of a collapse in oil prices, the federal government will not lift the ban on crude exports for at least five years. A 1975 law that followed the Arab oil embargo prevents most overseas U.S. crude exports. Short of repeal, the government could grant more permits for exports to Canada or Mexico. Congress has held several hearings on the subject and there will be more to come as crude oil supplies reached their highest level since the 1930s, resulting from the shale oil boom in North Dakota and Texas.

According to the Energy Information Administration, crude inventories rose to 397.7 million last week, the highest since 1931, along with crude oil production reaching 8.36 million barrels per day, the most since January 1988. Additionally, since the southern leg of the Keystone XL pipeline became operational, crude oil supplies are now reaching the Gulf Coast from Cushing, Oklahoma at record levels. While this is great news, it has resulted in a supply glut of crude oil in that region and there isn't enough refining capacity to refine the crude.

While many energy policy analysts are calling for a repeal of the U.S. crude oil export ban, some are arguing that the Jones Act should be revised or repealed because companies are finding it hard to locate Jones Act compliant ships. The 94-year-old Jones Act only allows U.S. flagged and manned vessels to ship crude and refined product between U.S. ports. Thirteen tankers can haul crude domestically out of a global fleet of about 2,400, according to the U.S. Transportation Department's Maritime Administration. Analysts are arguing that allowing foreign-flagged vessels to transport the Gulf Coast crude oil to other parts of the country to be refined may help alleviate prices.

NEW DOT DATA REVEALS THE TOP 10 MOST COMMON VIOLATIONS AT ROADSIDE INSPECTIONS

New data released by the U.S. DOT's Federal Motor Carrier Safety Administration (FMCSA) reveals the 10 most frequently cited violations of federal hazardous material transportation regulations issued at routine roadside truck inspections. The data covers more than 154,000 roadside inspections performed in 2012 by the FMCSA. During this period roadside inspectors found more than 35,000 violations of federal regulations. The most common violation was failure to have a copy of the carriers U.S. DOT HAZMAT registration certificate in the cab of the vehicle.

All petroleum marketers operating a placarded vehicle must register with the U.S. DOT and pay an annual fee in return for a HAZMAT operating certificate. A current copy of the HAZMAT certificate must be kept on file at the marketers principal place of business. A copy of the certificate must also be kept in the cab of all placarded vehicles. Three of the top 10 violations involved shipping papers. For example, it is a violation of U.S. DOT regulations to carry shipping papers in a clipboard with a metal cover unless the metal cover clearly states that shipping documents are kept inside (ex. SHIPPING PAPERS CONTAINED INSIDE). In addition, four of the top ten violations involved placard violations, were issued for missing, obscured or damaged hazardous material placards.

The following is the top 10 federal HAZMAT transportation violations issued in 2012:

	Regulation	Violation Description	# of inspections	# of violations	% of total violations
1	49 CFR 107.620	No copy of US DOT hazardous materials registration number	2,822	2,823	8.14%
2	49 CFR 177.834	Package not secure in vehicle	2,603	2,669	7.69%
3	49 CFR 172.516	Placard damaged, deteriorated, or obscured	2,119	2,419	6.97%
4	49 CFR 172.504	Vehicle not placarded as required	1,901	2,044	5.89%
5	49 CFR 177.817	No shipping papers (Carrier)	1,754	1,780	5.13%
6	49 CFR 177.817	Shipping paper accessibility	1,641	1,646	4.74%
7	49 CFR 172.602	Emergency response information missing	1,540	1,547	4.46%
8	49 CFR 172.502	Failure to provide carrier required placards	1,450	1,519	4.38%
9	49 CFR 172.200	Offering a hazardous material without preparing a shipping paper. (None at all)	1,009	1,032	2.97%
10	49 CFR 177.823	No placards/markings when required	912	1,005	2.90%

Marketers should audit their procedures to ensure that these regulatory requirements are being followed.

FDA PLANS TO REGULATE E-CIGARETTES

On Thursday, FDA announced that it plans to regulate the three billion dollar market for e-cigarettes as well as cigars to limit sales to minors, ban free samples, and require nicotine addiction warnings as well as ingredient lists. The public comment period will be open for 75 days. If the current proposal is finalized, it is likely to be heavily litigated because e-cigarettes have no tobacco content.

PMAA's Convenience Store Committee will be reviewing the proposal over the coming weeks and plans to submit comments.

MERIDIAN ASSOCIATES, INC. AND R.J. REYNOLDS TOBACCO COMPANY VOTED BEST IN U.S.



In a nationwide survey of petroleum marketing executives conducted by PMAA, Meridian Associates, Inc. and R.J Reynolds Tobacco Company have earned the title "Best in the U.S.". Meridian Associates, Inc. was voted best "Family Petroleum Business Advisors" and R.J Reynolds Tobacco Company was voted best "Tobacco Companies".

[Meridian Associates, Inc.](#), headquartered in Weatherford, Texas, is a team of dedicated professional petro consultants with extensive experience providing valuable industry knowledge and advice to petroleum-based businesses, helping them grow and expand their market share. Currently the leading provider of petro business valuations to the industry, Meridian maintains the most trusted and complete database of privately held family petroleum businesses throughout the nation.

[R.J Reynolds Tobacco Company](#), headquartered in Winston-Salem, North Carolina, is the second-largest tobacco company in the United States and is committed to addressing the issues regarding the use of and harm associated with tobacco products in an open and objective manner. R.J. Reynolds has approximately 27 percent of U.S. cigarette sales. The company offers products in all segments of the market and makes many of the nation's best-selling cigarette brands, including: Camel, Pall Mall, Kool, Winston, Salem and Doral.

MARK YOUR CALENDARS FOR UPCOMING EVENTS IN 2014

May 8-9, 2014 – NPM&CSA Big Dog³ Shootout . Red Rock Hotel & Casino Las Vegas, Nevada

June 3-5, 2014 – MPMCSA Convention . Hilton Garden Inn . Missoula, Montana

June 16-19, 2014 . WOMA Convention . Suncadia Lodge . Cle Elum, Washington

June 19, 2014 . UPMRA Summer Golf Classic . Davis Park Golf Course . Kaysville, Utah

August 6-8, 2014 . IPM&CSA Convention . Coeur d'Alene Resort . Coeur d'Alene, Idaho

August 19-20, 2014 . NMPMA Convention . Marriott Pyramid North . Albuquerque, New Mexico

August 25, 2014 . HPMA Golf Tournament . Oahu Country Club Course . Oahu, Hawaii

September 10-12, 2014 . UPMRA Convention . Park City Marriott . Park City, Utah

2015 WPMA CONVENTION & CONVENIENCE STORE EXPO LAS VEGAS, NEVADA

Mark your calendars for February 17-19, 2015. Make plans now to attend the 2015 WPMA Convention and Convenience Store Expo. It will be held once again at the Mirage in Las Vegas, Nevada.

NPP A NEW WPMA MEMBER SERVICE

WPMA has partnered with NPP to provide members discounts on many products and services. NPP negotiates the rates, and makes them available to WPMA members. Membership with NPP is free, and there is no obligation to purchase. Discounts through Verizon, Expedia, Fastenal, Cradlepoint, and more.

Register Now: <https://associations.mynpp.com/myNPP/memberSavings.xhtml?guid=RB3WUOFG>

WPMA MEMBER SERVICES



Petro Pete: "What disease did "cured ham" have?"

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Classified Ads

FOR SALE:

Bulk Oil and Gas distributor with C-store serving a 200-mile radius supplying fleets, international exploration and production companies as well as local farmers with fuel and related products. Company was established in 1976 and has been providing superior service in the Williston Basin of North Dakota since. Capabilities range from Bulk Fuel Delivery, to Propane Delivery, to onsite high-speed retail fueling islands. Specialty focuses on the Agricultural industry as well as the Oil and Gas Field Service industry. Company is dedicated to timely, onsite fuel and propane deliveries. 2010 - 3 million gallons sold; 2011 - 4.1 million gallons sold; 2012 - 4.6 million gallons sold; 2013 - 4.7 million gallons sold.

FOR SALE:

Non operating truck-stop on .82 acre with commercial kitchen and current rental income. Tanks inspected and pumps certified for 2013. Phase 1 complete on property located in Culbertson, MT.

For More information please call Tom Nelson
406-256-7470 or
email t.nelson@murphybusiness.com

FOR SALE:

Idaho Petroleum Equipment Inc. has two new Containment Solutions fiberglass fuel tanks for sale with warranty

One of each *12,000 Gallon and **6,000/6,000 Split 12,000 gallon double wall tanks
dry interstitial, 42+sump, non-water tight lid and includes deadmen straps
*12,000 Tank- \$11,972.40 ** 6,000/6,000 Split Tank - \$18,289.20

Contact Juan @ 208.724.3390 or ipejuan3@gmail.com