



Fuel Line Newsletter

THANK YOU TO
OUR ADVERTISERS:



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PETROLEUM
GROUP

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ISSUE 8

AUGUST 2020

Scholarship Winners Announced

On behalf of our Recognition Committee and their Chairman, Marty Postell, we present our 2020 SCCPMA Scholarship recipients, along with their SCCPMA-member relationship, their major and where they will be attending college. The committee had such a difficult task trying to pick only five winners from twenty-eight really good applicants. The voting was so close that it took multiple ballots, as well as a run-off election for the fifth and final winner. The committee very much appreciated the high level of quality applicants that they had to choose from.

Our first-ever SCCPMA scholarship winners are:

1. **John Boyar** - John, whose mom works for Coca-Cola Consolidated, is a rising sophomore majoring in International Business and Accounting at the University of South Carolina Honors College.
2. **Makayla Bradley** – Makayla works for BP-Speaks Oil Co. #104. She will be a sophomore majoring in Baking and Pastry Arts at Johnson & Wales University.
3. **Adrianna Cassada** - Adrianna is a junior majoring in Nursing at Charleston Southern University. Her mom works for Piedmont Petroleum.
4. **Emma Stone** – Emma’s mom works for Bountyland Quick Stop. Emma is an incoming freshman at Clemson University majoring in Nursing.
5. **Alexia Vereen** - Alexia will also be a freshman. She is majoring in English Education at Winthrop University and her mom works for Tiger Mart #20

Each student received a \$1,000 scholarship award from the Association. We also want to thank all of you that contributed to the Scholarship Fund this year. Your generosity allowed the committee to offer an extra scholarship above what they had agreed to do at this year’s Planning Conference. You can find a list of contributors at the bottom of page 12. You can also find pictures of our winners and quotes from them and our members on pages 6, 8 and 10. Recognition Committee Chairman Marty Postell said, “We wish all five of our winners the very best as they work to achieve their higher education goals and I’m thankful that we as an Association can help them in that pursuit.”





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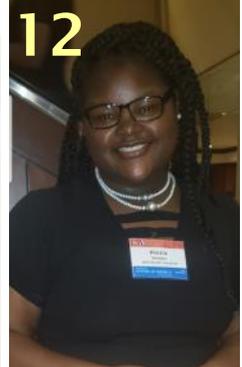
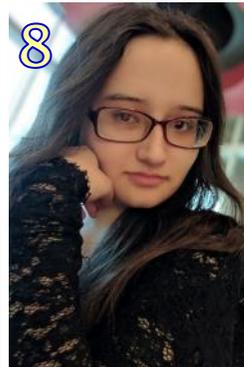
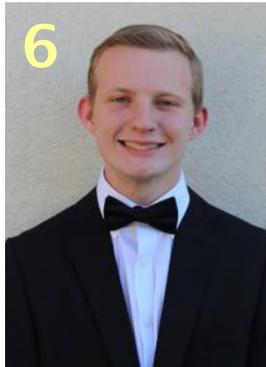
CHARLOTTE

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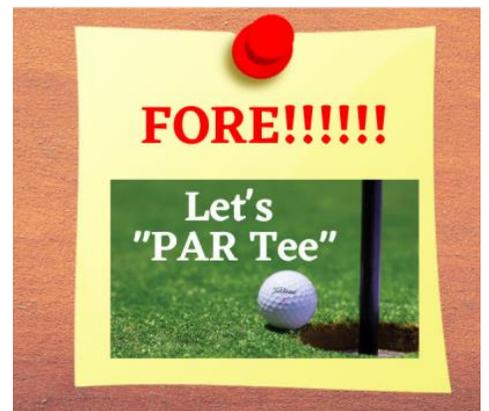
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2020 Calendar of Events

SEPTEMBER

24 Fall Golf Tournament

Blythewood, SC

OCTOBER

28 SCCPMA Board Meeting

North Augusta, SC

28 Committee Meeting

North Augusta, SC

29 Associate Member
Appreciation Clay Shoot

Edgefield, SC

NOVEMBER

10 Fishing Tournament

Charleston, SC

DECEMBER

1 HazMat Training

Columbia, SC



NACS Show 2020



NACS, PMAA & PEI will be going virtual! Announcement to come.

The 2020 NACS Show, scheduled for October 11-14, **cannot** be held due to the ongoing pandemic. In addition to NACS show being canceled, PMAA and PEI have both canceled their fall meetings that are coupled with the NACS Show.

John Boyar

John, whose mom works for Coca-Cola Consolidated, is a rising sophomore majoring in International Business and Accounting at the University of South Carolina Honors College.

"I grew up going to the SCACS conventions since I was a baby, and I never could have imagined I would be a recipient of one of these educational scholarships. Thank you all for selecting me." (John)

"Thank you for selecting John as a recipient of the 2020 SCCPMA Scholarship. It is so wonderful to be part of an association that values not only their members, but the education of their member's children. God Bless" Margie Boyar, Customer Development Director for Coca-Cola Consolidated (parent)



Continued on page 8

A close-up photograph of a hand holding a blue surgical mask. The mask has a large green dollar sign printed on the front. The mask is hanging from the handle of a grey, textured bag. The background is a blurred office setting.

**NEW
WEBINAR!**

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Follow up on the Coin Shortage

By: Representative Jeff Duncan

As you are aware, due to the COVID-19 pandemic many banks and retail outlets have been experiencing low inventories of coins in recent weeks caused by the dramatic decrease in coin circulation through the normal supply chain. As of April 2020, the U.S. Treasury estimates that the total value of coin in circulation is \$47.8 billion, up from \$47.4 billion as of April 2019. While there is adequate coin in the economy, the slowed pace of circulation has meant that sufficient quantities of coin are not readily available where needed.

In an announcement made, the Federal Reserve will be convening a group of industry leaders for a limited-scope, limited duration task force, **the U.S. Coin Task Force**, to work together to reduce the consequences and duration of COVID-19 related disruptions to normal coin circulation. This follows the implementation on June 15th of a [temporary strategic allocation methodology](#) intended to help resolve the near-term supply issues while ensuring fair and equitable distribution of existing coin inventories.

The coin supply chain includes many participants, from the U.S. Mint who produces new coin, to the Federal Reserve who distributes coin on the U.S. Mint's behalf, to armored carriers, banks, retailers and consumers, all of whom have a role to play in helping to resolve this issue.

Latest Update

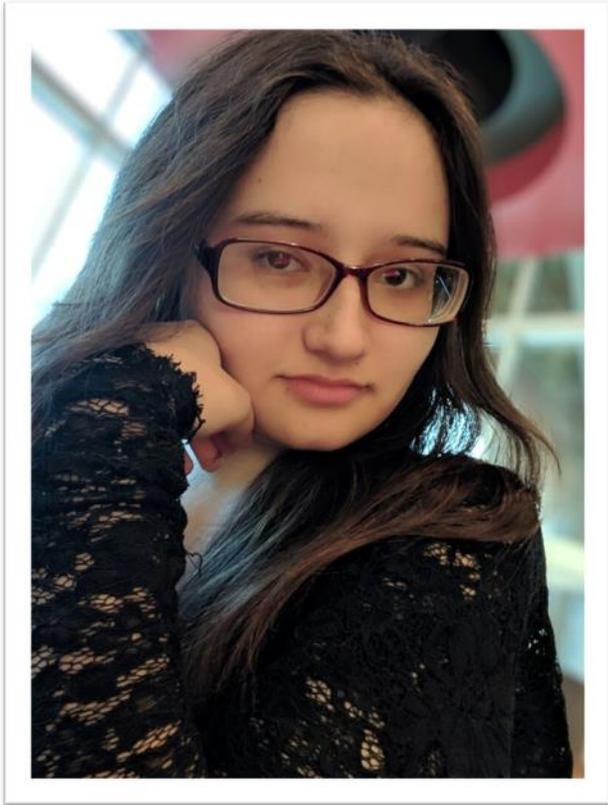
The Federal Reserve, which acts as the in between for the US Mint and the distributors, made it clear that there is not a shortage of coin, but a circulation problem directly associated with the slowdown in the economy. Right now, it seems the most they are able to do is work with distributors to more efficiently allocate the coins already in circulation, but the circulation problem will last so long as the economy stays in a lull.

Statement from NACS on Coin Shortage:

The nationwide coin shortage continues to be a substantial problem for our members. The Fed relies on the U.S. Mint to produce a small percentage of new coins annually and relies on American consumers and businesses to recirculate the remaining coins in circulation. The Fed has informed us that the U.S. Mint is now operating at full capacity to produce new coins. However, many Americans are sitting on coins and not recirculating them, resulting in an estimated \$25 billion shortfall. NACS is working with a group of retail associations to urge the Treasury Department and the Fed to run a public awareness campaign to encourage Americans to redeem their coins.



SC Representative Jeff Duncan,
District 3



Makayla Bradley

Makayla works for BP- Speaks Oil Co. #104. She will be a sophomore majoring in Baking and Pastry Arts at Johnson & Wales University.

"Getting this scholarship means I might actually have enough funds to afford a meal plan this year." (Makayla)

"I am honored that one of our store employees was selected, Makayla is well deserving, and she was notified on her Birthday. What a special surprise, Thank you SCCPMA!" Richard Clark, Vice President of Speaks Oil Company, Inc. (employer)

Continued on page 10



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Out and About the Industry

July 17, 2020

Coronavirus provides marketers a convenient EMV upgrade respite.



By Mark Radosevich

Prompted by the COVID-19 pandemic, the major credit card companies have further delayed the deadline for EMV fuel dispenser compliance to April 2021. This has conveniently provided marketers with some valuable time to tailor a turnkey EMV dealer development program to proactively provide upgrade guidance and support without breaking the bank.

Pragmatism is a virtue for marketers today when considering whether to brand a site or extend a fuel supply contract, as many dealer locations may not survive through the term of the agreement due to increasing competitive pressure. When that happens, the marketer is financially responsible for any unamortized branding monies or lost profit recapture provisions contained in their branding agreements. The delicate balance between solvency and insolvency can be disrupted by one sophisticated retail petroleum operator entering a given market. The cost to upgrade dispensers to meet the EMV mandate adds a further element of uncertainty to the long term prospects for a given dealer account. Failure to become EMV compliant has a direct impact on the fuel supplier, and thus marketer inaction leading up to the deadline is really not an option.

For average dealer sites being supplied under a rack-plus pricing formula, the cost to replace or upgrade fuel dispensers pushes the investment payback period beyond traditional expectations. That, combined with the other previously mentioned dealer viability risk factors, makes the overall EMV situation somewhat dicey. The financial requirements to upgrade multiple sites in a dealer book-of-business become quite daunting and overwhelming for many marketers. As such, having this corona-induced additional six months to proactively address the situation is unexpectedly fortuitous.

A customized dealer EMV upgrade program provides tangible added-value benefits by providing guidance and assistance through the entire EMV upgrade process. In exchange for this assistance, a dealer will agree to extend their fuel supply agreement out to a full ten or fifteen year term plus other considerations to be determined based upon specific accounts and situations. The program is not officially rolled out until it has been fully developed including custom presentation materials and relationships established between the equipment manufacturers and installers.

A program can be designed to address three types of dealer situations with three tailored solutions. For example:

- For Gold level dealer accounts with fuel volume of over 100,000 gallons per month, a direct investment may be considered utilizing equipment financing options that will limit the amount of direct cash outlays, while yielding valuable equipment depreciation benefits and further lock-in the account by retaining direct ownership of the equipment.
- For Silver level dealer accounts with fuel volume between 50,000 to 100,000/gals/mo., a credit enhancement program can be established whereby the marketer provides a credit backstop to enable the dealer to obtain necessary credit, at sometimes lower interest rates, to facilitate the needed dispenser upgrades.
- For lower level Bronze dealer accounts, the marketer will proactively coordinate the various facets of an EMV upgrade, help source available EMV brand monies and introduce the dealer to the program's approved equipment lender. The goal is to provide turnkey support to enable the account to become EMV compliant at a nominal expense, commensurate to the value of the account.

Assuming that it will take ninety days to put together a comprehensive program, that still leaves five or six full months for implementation before the April 2021 EMV compliance deadline. Marketers that proactively use this time to design and deploy a customized dealer development program will help solidify their dealer business relationships, extend the ratability and value of their dealer book-of-business and mitigate the risk of dealer attrition. Feel free to email me if you'd like a recommendation on a reliable equipment lender that can help you jumpstart a program by providing content, structure and relationships.

Mark Radosevich is a forty year petroleum professional and active industry advocate. He is president of PetroActive Real Estate Services, LLC, offering confidential mergers & acquisition advisory support and financing services exclusively to petroleum wholesalers. Contact him at mark@petroactive.net or call 423-442-1327. Additional company info can be found at www.petroactive.net.



Scholarship Winners

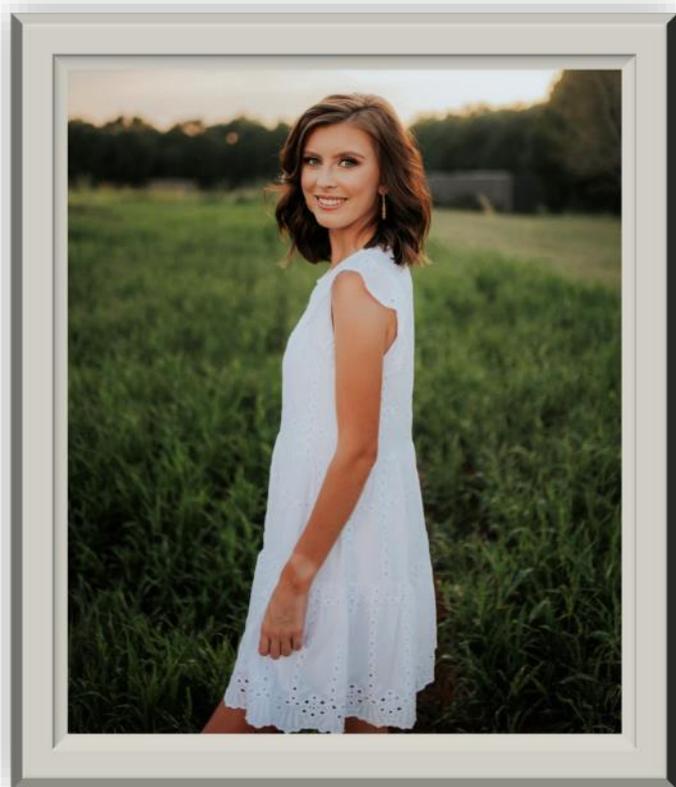
Adrianna Cassada

Adrianna is a junior majoring in Nursing at Charleston Southern University. Adrianna's mom works for Piedmont Petroleum.

"I am deeply appreciative to have been chosen for this scholarship! Thank you so much!" (Adrianna)

"We are so excited for Adrianna. She is so deserving and we are so grateful for SCCPMA supporting her pursuit of her nursing degree, especially during this season when nurses are so important for all of us!"

Kenneth Cosgrove, Vice President of Piedmont Petroleum Corp. (employer)



Emma Stone

Emma's mom works for Bountyland Quick Stop. Emma is an incoming freshman at Clemson University majoring in Nursing.

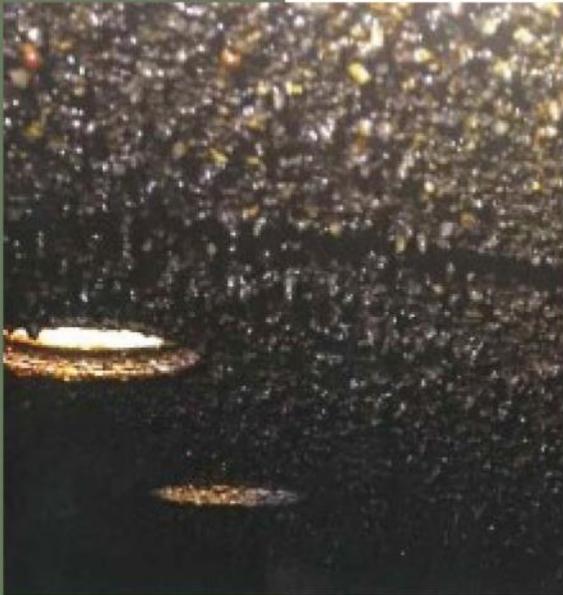
"I am honored to have received this gift and I appreciate the value that your organization places on helping aspiring students in our state to advance their education." (Emma)

"Bountyland Quick Stop is very proud of Emma Stone for achieving the 2020 SCCPMA Scholarship. We are so excited to watch her flourish at Clemson starting this Fall. This scholarship is well deserved, and Emma will make an amazing nurse!" David Land, II, Project Manager of Bountyland Quick Stop (employer)

Continued on page 12



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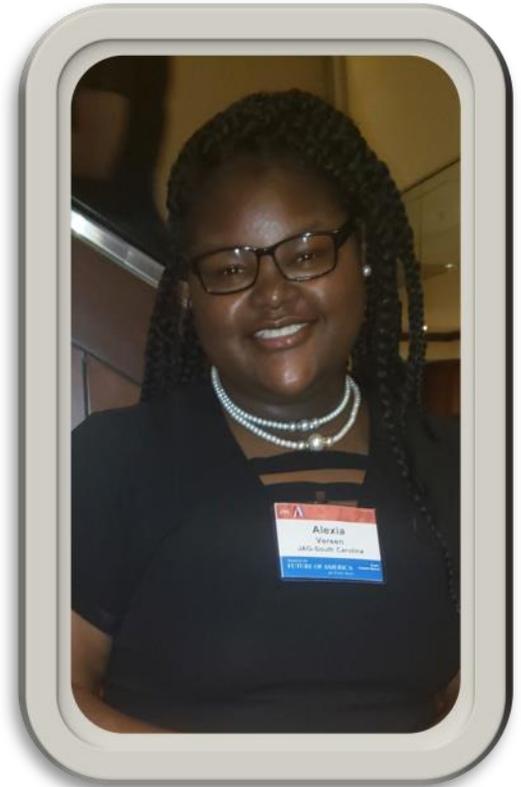
Scholarship Winner

Alexia Vereen

Alexia's mom works for Tiger Mart #20. Alexia will be a freshman majoring in English Education at Winthrop University.

"This scholarship represents hard work and dedication. I know it will take me far in life." (Alexia)

"Tiger Mart is excited to announce our 2020 Scholarship Winner, Alexia Vereen! Alexia is such a well deserving and a good kid. It means a lot having an association support our employees' as well as their children's education. We believe education is so important, and are excited that Alexia agrees as her major is in English Education." Richard Little, Operations Manager for Smith Rogers Oil Company, Inc. (employer)



Thank You 2020 Scholarship Contributors

(sorted by Company Name)

Ace Energy Corporation	JF Petroleum Group
Ameris Bank	Keenan Energy Company
Anderson Oil Company, Inc.	Lindsay Oil Company, Inc.
Blythewood Oil Company, Inc.	Meco, Inc. of Florence
Bountyland Quick Strop	Michael & Lisa Fields
Buck Management Corporation	PepsiCo.
Bunnell-Lammons Engineering, Inc.	PGB Petroleum
Calhoun Oil Company, Inc.	Piedmont Petroleum Company
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Carolina Convenience Corporation	Reynolds American Trade Marketing Services
Cel Oil Products Corporation	Smith-Rogers Oil Company, Inc.
Coca-Cola Bottling Company Consolidated	Southco Distributing Company
Colonial Fuel & Lubricant Services	Speaks Oil Company
Core-Mark Distributors, Inc.	Swisher International, Inc.
Curtis Oil Company	TERRY Environmental Services Inc.
Drake Convenience, LLC	The H.T. Hackney Co.
Echols Oil Company, Inc.	Tucker Oil Company/Corner Pantry
J.L. Gaddy	Winnsboro Petroleum Company



TSA Issues 90-Day Extension of Exemption that Allows States to Extend Validity of Expiring Hazardous Material Endorsements

The Department of Homeland Security’s Transportation Security Administration (TSA) issued an extension of an exemption that allows states to recognize the validity of expired hazardous materials endorsements (HME) through October 29, 2020. Without the TSA exemption, drivers with an expired HME could not drive after July 31, 2020.

PMAA worked closely with the TSA to obtain the extension because many drivers are still unable to renew their hazardous material endorsements due to COVID-19 related closures and operational delays experience by state motor vehicle licensing agencies nationwide.

The TSA exemption only applies in states that adopt the extension and only for HMEs expiring between March 1, 2020 and October 29, 2020.

The TSA expiring hazardous materials endorsement exemption can be [downloaded here](#).

The PMAA Regulatory Alert describing the TSA exemption in detail may be [downloaded here](#).

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PAC Golf Tournament

Thursday, September 24, 2020

Cobblestone Golf Course • Blythewood, SC

Covid-19 cancelled our inaugural convention as a new organization, an event that surely would have been a PARTY that rocked the very foundation of the Sonesta Hotel heretofore never seen. I bet some of you are equally hurt that some pretty cool education sessions got cancelled too, so we don't want to overlook or take for granted your disappointment.

Now, it's time to see if we can ease the pain of missing out on Hilton Head with a big "PAR TEE" coming on Thursday, September 24th at Cobblestone Golf Club in Blythewood, SC. You don't want to miss out on our inaugural SCCPMA PAC Golf Tournament! Here are the details:

Cobblestone Park Golf Club
1298 University Parkway
Blythewood, SC 29016
803-714-2620

Thursday, Sept. 24, 2020

8:30 AM	Check-In (Purchase Mulligan/Raffle Tickets)
9:30 AM	Breakfast
10:00 AM	Announcements
10:15 AM	Captain's Choice -- Shotgun Start (w/ Box Lunches)
3:15 PM	Putt for Cash Finals
3:30 PM	Awards Banquet

You can register to play, sponsor, and volunteer NOW by clicking below.

[CLICK HERE TO REGISTER, SPONSOR AND/OR VOLUNTEER](#)

By participating and/or sponsoring this event, you are supporting those elected officials that have a proven track record of the petroleum and convenience store issues at the State House. To win at the State House, you've got to first win at the ballot box.

We know that some companies do not allow PAC contributions, so we've got you covered. We've set up a separate account within our operating account that will allow you to play and/or sponsor without any of your funds being deposited into our PAC account. You'll see the non-PAC option at checkout.

Space is limited, so don't wait to register. Click here:

[CLICK HERE TO REGISTER, SPONSOR OR VOLUNTEER](#)

We'll see you on September 24th. It's PAR TEE time!



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Protect Your Equipment & Your Business from Power Surges

You don't often think about electricity until there's a problem, but you need it for even the most basic functions of your business. The reason most of us are able to take electricity for granted is because it often does its job without causing damage. But what happens when it doesn't? Your business halts, your productivity crashes, and your profits start to sink. While the continuity of power at your facility is dependent on a number of factors outside your control — weather and infrastructure strength among them — you can help avoid costly damage to your equipment by installing the proper safeguards in your electrical system.

What Could Go Wrong?

Power surges are among the most common causes of interruption and damage in a building's electrical system. These incredibly short bursts — also called spikes or transients — come from external sources like high-power switching at substations or lightning strikes and internal sources like equipment activation. The extra current or voltage damages the complex and fragile circuitry in modern electronic equipment, having effects that can be immediately apparent, or that can cause less visible harm to the longevity of a piece of equipment.

What Are Zones of protection?

Power surges are largely preventable. Surge protection devices (SPDs) are designed to decrease the electrical load from power surges. Most electrical professionals employ a zoned approach to divert extra energy before it reaches outlets.

Zone 1 — SPDs at the service entrance panel discharge extra energy as it enters the system. The main function of this zone is to reduce energy from external sources.

Zone 2 — SPDs at the distribution panel continue to reduce energy as it travels through the system and branch circuits. These handle surges from internal and external sources.

Zone 3 — SPDs at the points of use, such as power strips or devices built into equipment, reduce energy from internal sources.

Continued on page 13

Protection from Power Surges continued...

Who needs SPDs?

The total U.S. cost of sustained power interruptions is estimated at about \$44 billion per year with a majority of these costs in the commercial sector.* While the majority of power surges are generated internally, most businesses could benefit from all three zones of protection — especially ones that use computer-controlled equipment.

Consider hiring an electrical professional to assess your business's surge protection. While installation costs can vary widely depending on equipment requirements, the price could prove small in comparison to ignoring power surges until it's too late.

"Improving the estimated cost of sustained power interruptions to electricity customers." Kristina Hamachi LaCommare, Joseph H. Eto, Laurel N. Dunn, Michael D. Sohn. Energy Analysis Department, Ernest Orlando Lawrence Berkeley National Laboratory, June 2018. <https://doi.org/10.1016/j.energy.2018.04.082>.

This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Qualified counsel should be sought with questions specific to your circumstances. © 2020 Federated Mutual Insurance Company.

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ABOUT **UV-CLEAN** TECHNOLOGY

What is UV-C?

Ultraviolet (UV) light is a component of the electromagnetic spectrum. The UV-C is the frequency that is the most germicidal.



How Does UV-C Disinfection Work?

UV-C disinfection technology has been in use for over 50 years. When biological organisms (such as bacteria and viruses) are exposed to UV light, it is absorbed. Absorption leads to the inactivation of the cell replication process in viruses and bacteria, which prevents them from multiplying and causing any infection.

UV-Clean technology provides a strong line of defense against the spread of infectious microorganisms on high-touch surfaces. UV-Clean's powerful UV-C light is 99.9% effective inactivating pathogens that cause infections.

Isn't UV light harmful?

Overexposure to UV-C light can cause skin and eye irritation, but no permanent damage, though it is still recommended to avoid overexposure.

To prevent this, UV-Clean units are designed with automated ultraviolet disinfection cycles and a built-in motion sensor for safe operation, making it is easy and safe to use.



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- ◆ Genuine Factory Replacement Parts
- ◆ Tank and Line Testing
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