

NEWS BEAT

by Kathy Laderman

Jason Case, Rebel Oil, Las Vegas, NV., has been appointed to serve on the Nevada Division of Environmental Protection's



Petroleum Fund Review Board.

Appointed by Nevada Governor Steve Sisolak, Case will serve a three-year term on the Board, which reviews requests for reimbursement for UST cleanups and

approves payments from the Nevada Petroleum Fund. **Want to read the full text?** **Subscribe here!** (http://kalpub.com/subs/oa_subform.html) is the vice president of Operations for Rebel Oil. Also serving on the Nevada Petroleum Fund Review Board is Lee Perks, president of L.A. Perks Petroleum Inc., Sparks, NV., representing "independent retailers of petroleum." Perks' term on the board began January 1, 2020.

"My travel started in March in North Carolina," recalled Michael Davis, NACS, Alexandria, VA. "Then I went to events in Kansas City, Texas, California, Pittsburgh, and Minneapolis by the end of July and Idaho in the beginning of August." Davis continued, "It's great to be traveling because all the action is out there. Nothing happens in an office — and, especially, in my office." He added, "Everyone is excited about the NACS Show in Chicago. The future is still a little scary but we're all fighting the good fight, looking for

continued on page 2

BOYETT ACQUIRES DANIELSON FUEL SERVICES

MODESTO, CA. — Boyett Petroleum has acquired the retail and wholesale fuels distribution business of Danielson Fuel Services (DFS) of Norman, OK. The purchase price was not disclosed.

The sale closed August 3.

Danielson Fuel Services supplied fuel under the Conoco, Phillips 66, Valero, Shamrock, Cenex, and Sinclair brands as well as unbranded fuel and management services in Texas, Oklahoma, Kansas, Missouri, and Arkansas.

"We are very excited about acquiring Danielson Fuel Services as it further expands our existing operations and provides a growth platform for new, opportunistic geographies of our wholesale business," said Dale Boyett, president of Boyett Petroleum, Modesto, CA.

He noted that "[DFS leadership] and their employees have served their customers with dedication and enthusiasm. We are eager to remain on the same path of service with passion and commitment. Bringing the DFS employees to the Boyett team was very important to our leadership team."

"Our core focus with this sale was to find a strategic buyer that would carry on the same high standards and values towards our customers and employees," said DFS President Mike Lawson, announcing the sale. "It has been a privilege to serve and support our loyal customers and local communities and we'd like to thank our team of employees in representing our company with honor."

Boyett officials say they will use the purchase of DFS "as a platform acquisition" to continue to grow Boyett Petroleum "in the mid-continent region."

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Arizona Senator David Gowan was welcomed as he stopped by the recent Arizona Petroleum Marketers Association Convention in Sedona, Arizona to socialize with the group and discuss some of the issues facing the state. Above: APMA Lobbyist Mike Williams, Williams & Associates, Phoenix, AZ.; APMA Executive Director Amanda Gray, Phoenix, AZ.; Senator Gowan, Sierra Vista, AZ.; and 2021 APMA President Jess Miller, Miller Oil & Diamond Trucking, Phoenix, AZ. Additional coverage of the APMA Convention begins on page 7.

HOLLYFRONTIER TO BUY SINCLAIR OIL

SALT LAKE CITY, UT. — In a deal involving two of the major fuel suppliers in the Southwest and Rocky Mountains, HollyFrontier has announced that they will acquire Sinclair Oil Corporation and Sinclair Transportation Company from The Sinclair Companies for approximately \$1.8 billion in stock.

Included in the deal are Sinclair's branded marketing business "and all commercial activities." HollyFrontier will add a footprint of over 300 distributors and 1,500 branded locations across 30 states, with over 2 billion gallons of annual branded fuel sales.

The combined company will have an opportunity to expand the Sinclair brand across all of the Western territory covered by Sinclair — and beyond.

The sale also covers Sinclair's renewable diesel business, which processes soybean oil and tallow into approximately 10,000 barrels per day of renewable diesel that is sold into California, as well as its traditional petroleum refineries in Sinclair, WY., and Casper, WY.

Also included in the sale are Sinclair Oil's logistics and storage assets, including approximately 1,200 miles of pipelines, two crude oil terminals and eight light product terminals with approximately 4.5 million barrels of operated storage in the Rocky Mountain territory.

HollyFrontier's existing senior management team will operate the combined company.

Sinclair officials say "It is expected that the vast majority of Sinclair Oil employees will be invited to continue in their positions" following the merger.

HollyFrontier will also acquire Sinclair's interests in the Power Flats Pipeline, the Pioneer Pipeline, and the UNEV Pipeline.

The new, combined company will be called HF Sinclair Corporation and it will replace HollyFrontier as the public company trading on the NYSE.

HF Sinclair will be headquartered in Dallas, TX., and maintain Sinclair's current offices in Salt Lake City, UT.

"As the oil and gas industry has evolved in recent years, we have carefully considered how best to position Sinclair Oil's refinery and logistics assets and their related operations for the future," said Ross Matthews, Sinclair Oil Chairman and CEO, announcing the deal. "We're confident these businesses—and the dedicated employees who operate them—will continue to thrive under this new ownership structure.

"Sinclair Oil's employees bring a wealth of talent and capability, including in the production of renewable diesel, which will be an important and growing line of business for HF Sinclair. Sinclair Oil also adds to HF Sinclair an outstanding and extremely successful brand marketing team. The transaction will help accelerate the ongoing rapid expansion of our Sinclair Oil-branded retail sites and the iconic Dino brand."

Matthews added, "We anticipate a seamless transition for our employees, distributors and other stakeholders following the closing of the transaction."

"HollyFrontier was formed through a transformational merger," stated

continued on page 4

SPECIAL ISSUES & SECTIONS FOR 2022

While we plan to feature the events important to the Western industry in our upcoming issues, if shows change their dates or cancel, we will make changes along with them. At the O&A, we choose to be optimistic about the future. We look forward to continuing to share the stories of what's happening as the "hometown paper" of the Western energy industry.

FEBRUARY

A special section about the big Western Petroleum Marketers Association Convention and Convenience Store Expo, to be held Feb. 22-24. The convention is returning to the Mirage Hotel in Las Vegas, Nevada, and the issue will have additional distribution at the show.

APRIL

This issue will offer a preview of the Washington Independent Energy Distributors Convention, scheduled for the Suncadia Resort in Cle Elum, Washington on June 20-22, as well as coverage of recent meetings, including pictorial highlights of events at the WPMA Convention.

JUNE

A preview of the Oregon Fuels Association Annual Conference, scheduled to return to Sunriver, Oregon July 17-19. The issue will have additional distribution at the show as well as photo highlights of recent events.

AUGUST

This issue will offer a preview of the many upcoming Western state shows — with extra distribution at the shows. With the O&A, you can be at all of them!

SEPTEMBER

A huge section devoted to the annual Pacific Fuels + Convenience Summit which will be held September 6-8 at the Manchester Grand Hyatt in San Diego. This is one of the biggest issues of the year and a must to reach fuel distributors, service station operators, and convenience store operators in California and the West.

OCTOBER

The issue will feature a preview of the NACS Show and the Petroleum Equipment Institute Convention, the joint conventions of the convenience store industry and petroleum equipment industry scheduled for September 30-October 4 at the Las Vegas Convention Center in Las Vegas, Nevada. This will be the 21th joint trade show between NACS and the Petroleum Equipment Institute Convex and will be of great interest to all petroleum marketers and convenience store operators as well as petroleum equipment distributors and manufacturers. With the added participation of the Energy Marketers of America, it's an issue you'll want to be in.

DECEMBER

The year-end issue with 100 or more business card holiday greetings and a calendar of events for the year 2023. It is always a well-read issue and a great way to thank your customers and colleagues and to end a successful year.

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NEWSBEAT

continued from page 1

employees. It doesn't matter what you're in. If you have staff, you're looking for employees." **Jeff Gustavson** has been named the president of a new division of Chevron

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photos by Kim White

Caught in the Act!

Montana Governor Greg Gianforte was Caught in the Act as he stopped by the Montana Petroleum Marketers & Convenience Store Association Convention in Fairmont, MT. Governor Gianforte had the opportunity to talk with the members of the Montana association Board of Directors as well as capture the moment with a selfie of his own! Above (from left): Roger Schmechel, CityService Valcon, Billings, MT.; Jim Kenneally, Town Pump, Butte, MT.; Scott Curry, Ben Taylor Inc., Valier, MT.; Dirk Cooper, Hi-Noon Petroleum, Missoula, MT.; Montana Governor Gianforte; Jason Rorabaugh, Rocky Mountain Supply, Belgrade, MT.; Montana PM&CSA Executive Director Brad Longcake, Helena, MT.; Kirk Brumfield, Marketing Specialties Inc., Billings, MT.; and Kary Tonjum, CityService Valcon, Kalispell, MT.

The O&A Marketing News can't be everywhere...but we know you are! We know you have a camera — or a cell phone with a camera — that goes everywhere you do. Send us your photos of your colleagues, your friends, your customers who work in the industry and we'll be happy to feature our favorites in an upcoming issue. Send your favorite "Caught in the Act" photo to Kathy@kalpub.com and look for it in an upcoming issue of the O&A!

Corporation: **Chevron New Energies.** Gustavson had been serving as vice president of Chevron North America Exploration & Production Company, overseeing its Mid-Continent Business

hydrogen, biofuels, and carbon capture and offsets. Gustavson will be based in San Ramon, CA.

Congratulations to **Gregg Lounsbury**, who retired in July after 20 years with ADD Systems as a software application specialist. "I will miss his skills and his knowledge, of course," said **John Coyle**, ADD, Flanders, NJ., "but it's his confidence, belief in ADD,

continued on page 4

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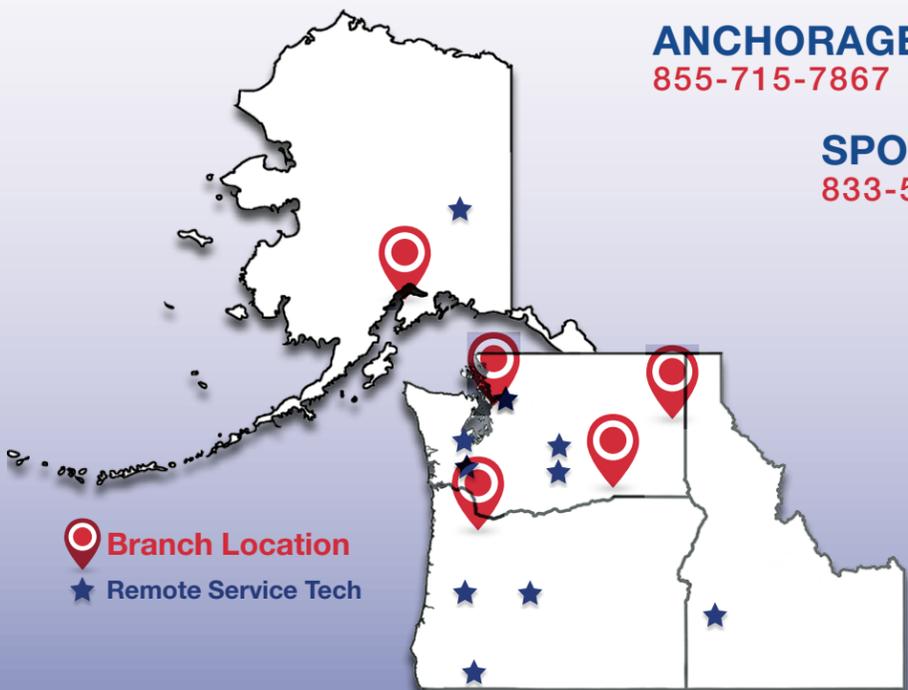
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HOLLYFRONTIER TO BUY SINCLAIR OIL

continued from page 1

Mike Jennings, Chief Executive Officer of HollyFrontier and HEP. With this transaction, “we are adding an integrated marketing business with an iconic brand while building on the strength of our expanded refining network, increasing our scale and accelerating the growth of our renewables business. Together, with Sinclair and the dedicated employees who make it successful, we will be positioned to further build this business.”

Carol Holding, chairman of The Sinclair Companies, added, “My husband, Earl, and I have always known that employees are the key to our company’s success. I am grateful for the efforts of each of the people who have worked alongside of us. Together, we have dreamed impossible dreams and many came true. Combining our strong and healthy oil business with this great team at HollyFrontier and HEP is our way of providing continued growth and new opportunities for our employees. I am proud of the reputation we have for hard work, honesty and integrity. I know these will be important values at HF Sinclair, where our people will continue to serve.”

The acquisition is expected to be completed by mid-2022, following regulatory approvals.



photos by Peter Kappertz



and four gasoline fueling positions. The facility’s USTs are Containment Solutions double-wall fiberglass storing on-road diesel, off-road diesel, DEF, regular unleaded, super unleaded and super clear. Dispensers were Wayne Select series. The bulk fuel meters were from Liquid Controls with OPW bottom-loading arms that are controlled by a separate cardreader. Peter Kappertz with Architecture Northwest P.C., Gresham, OR., designed the new site and supervised the permitting. Meng Hannan Construction Company, Portland, OR., was the contractor for the project with Brad Trebblehorn as the project manager and Kevin Gunderson as the superintendent. The facility is owned by Peter Nelson, Marc Nelson Oil Products, Salem, OR.

Marc Nelson Oil Products has rebuilt its Pacific Pride cardlock and bulk fuel facility in Gresham, OR. Located at 150 NE Hogan Drive, the project expanded the cardlock, upgrading equipment, and converting the bulk fuel facility from top-loading to bottom-loading. There are four diesel fueling positions with three having master and satellite dispensers



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NEWSBEAT

continued from page 2

and friendship I will miss the most. I am very excited for Gregg and his wife to get the chance to travel the country and spend time with their family. He always put ADD Systems first when he was on the team and now he gets to put himself and his family first. It’s well deserved.”

“The world goes around by diesel,” stated **Todd Shaw, Jubitz, Vancouver, WA.**

“That’s the reality of what happens. There were 300 trucks parked at our truckstop every night during COVID. We are essential, as you know.” He continued, “For the next 10 years, 100,000 new drivers are going to be needed. That’s a million drivers.

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high school seniors interested in going into college interested in going into trades. And truck driving would be one of those trades. A driver today can make \$90,000 to \$100,000 a year. That’s a good living wage and high school seniors need to know that.”

“I joined Invenco in July,” said **Craig Richardson, Invenco, Blackfoot, ID.**

“I used to be in the oil business. I had nothing to do, so I’m helping these guys out. They have things to do. They’re changing the world. And they need a lot of help.” Richardson had retired from leading **Richardson Oil Company of Blackfoot, ID.** Now he is working with **Hank Batte, Invenco, Walla Walla, WA.,** and says the two have been working together for years.

continued on page 6

ROBINSON OIL

corporation circa 1938

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NACS AND PEI TO HOLD CHICAGO JOINT TRADE SHOW, CONVENTION

For the 20th time, two of the largest petroleum industry events of the year have joined together to create one massive convention and trade show. Again the National Association of Convenience Stores Convention and Trade Show has joined with the Petroleum Equipment Industry Convex, combining their events into a huge trade show and several days of educational opportunities and activities which will be held October 5-8 at McCormick Place in Chicago, IL.

Joining the convention in Chicago, the Energy Marketers of America (formerly known as the PMAA) will hold their Fall Meeting in conjunction with the NACS and PEI conventions.

The combined annual convention will showcase virtually everything and anything that a business owner would need to run or stock a convenience store today alongside the most comprehensive petroleum equipment trade show.

The majority of the events will be held at McCormick Place.

Events will begin on Monday, October 4 with the opening of the EMA Fall Meeting at the Intercontinental Chicago including executive committee meetings, EMA state executives meetings, and an issues briefing to the EMA Board of Directors.

The annual EMA/NACS Reception and Salute to State Association Leaders and EMA Chair Aaron Littlefield will gather leaders and executives from both associations for beverages and networking.

Registration will open at 7:30 a.m. on Tuesday, October 5 for both PEI and NACS attendees. The PEI Board of Directors will meet at 8:00 a.m. For those not on the PEI Board, a PEI 10-Group breakfast and general session will begin at 8:00 a.m. at the Hyatt McCormick Place Hotel.

The 10-Group general session will feature a presentation by Danny Bader on "Back to Life: The Path to Purposeful Productivity."

The PMAA will begin their day of meetings with Regional meetings at 8:30 a.m. and committee meetings at 10:15 a.m.

The Distinguished Service Award Luncheon will begin at noon, offering an opportunity to gather together as a group and honor an outstanding leader for a career of service to the industry.

Following the EMA Distinguished Service Award Luncheon, the EMA Board will reconvene at 1:30 p.m. under the leadership of EMA Chairman Aaron Littlefield, Littlefield Oil, Fort Smith, AR., for meetings throughout the afternoon.

NACS will open their convention activities at noon with the first series of NACS workshops, offering an opportunity in the afternoon to jump-start the learning process with 16 different one-hour educational sessions to choose from.

NACS will hold its first General Session at 3:45 p.m. Tuesday afternoon, featuring keynote speaker Jennifer Powers.

The networking group, PEI Women, will meet at 1:00 p.m. with a session on "Collaborate: Collaborate, Communicate, Create Results" led by Maxine Shapiro. In addition, the session will also offer the opportunity to network with female professionals in the equipment industry.

The PEI Young Executives will hold a session with Andrew Johnson, beginning at 3:30 p.m., looking at "The Modern Distributor: It's About Digital Transformation."

The Young Executives session will be followed by the Young Executives Reception. Current Young Executive members or anyone interested in Young Executives may attend the PEI Young Executives session. There is no extra charge to attend the event; however participants must be between the ages of 21 and 45.

NACS attendees will gather together at the end of the day for the NACS Show Kick-Off Party, which will be held from 5:00 p.m. to 6:30 p.m. at the McCormick Place Lakeside Center. The hosted event will offer an opportunity to mingle and network with fellow show attendees and enjoy an open bar and entertainment.

PEI convention attendees will have the opportunity to gather at the PEI After Hours Lounge at the Hyatt McCormick Place Lobby Bar from 5:30 to 7:30 p.m. The Lounge will offer as a place "to meet up with old acquaintances or make new ones before venturing off to dinner or nightlife."

The remainder of the evening will be free for supplier hospitality and visiting Chicago attractions.

Events will begin on Wednesday, October 6 at 7:30 a.m. with the PEI Kick-Off breakfast featuring a keynote address by Josh Linkner on how to "Unlock Innovation: How the World's Most Innovative Leaders Think and Act."

A series of 13 different one-hour NACS workshops will begin at 8:00 a.m., offering a variety of educational opportunities to launch the day.

The NACS General Session will begin at 10:30 a.m. The session will begin with a welcome and address by 2020-21 NACS Chairman Kevin Smartt, CEO of Kwik Chek and McCraw Oil Company, McCraw Transport, and Texas Born, a food company, all based in Bonham, TX.

Smartt's address will be followed by the Opening General Session Keynote Speaker Kendal Netmaker.

The PEI convention will continue at 9:15 a.m. with three concurrent educational sessions. Mike Marks will discuss how to "Innovate to Dominate." Chris Kuehl will share "Economic Analysis, Trends, and Forecasts." The third session will examine "What Do You Need To Know To Be in the EV Marketplace?"

At 10:30 a.m., a second series of PEI educational sessions will begin. Mike Marks will look at "Where's the Money in the New Normal?" Panelists Stacy Irons, Art Sodermark, and Ben Stallings will



Jason Blake has been named the new executive vice president of the Petroleum Equipment Institute, effective as of Oct. 18. Blake succeeds Rick Long in the post; Long will be retiring from the association at the end of the year. Blake brings 12 years of association management experience, most recently serving as executive vice president, COO, and CFO of the Associated Equipment Distributors Foundation and executive vice president of the Technology and Manufacturing Association. He will be formally introduced to the PEI membership during the 2021 PEI Convention at the NACS Show in Chicago in October. "I look forward to meeting and collaborating with the members as PEI continues to flourish, adjust and succeed to serve the industry," said Blake. "PEI is a great organization, and I am honored and excited to lead this association."

discuss the "Safety Trio: Fire Triangle, Trench Safety, and Confined Space." And Leslie Beyer and Rick Long will look at "The Transformation of Energy."

The NACS Expo/PEI Convex will open

for its first session Wednesday afternoon, from 11:30 a.m. to 5:30 p.m. The 2021 show will feature more than 1,200 exhibitors in a 420,000+ square foot exposition.

The PEI will offer a series of its "1-On-1" roundtable discussions in the Maple Point Lobby at the trade show from noon to 4:00 p.m., offering opportunities to ask further questions of session speakers as well as discuss industry issues.

The PEI After Hours Lounge will reopen at 5:30 p.m. at the Hyatt's Lobby Bar at the close of the trade show for the day.

Educational sessions again will begin the day on Thursday, October 7. NACS workshops will begin at 8:00 a.m. on a variety of topics with 12 different seminars to choose from.

For PEI convention participants, sessions will begin at 8:15 a.m. with the annual PEI Membership Meeting and breakfast. 2021 PEI President Stephen Dixon, CEO of P.B. Hoidale of Wichita, KS., will open the membership meeting, delivering his address to the crowd, and PEI Executive Vice President Rick Long will present his State of the Association report.

PEI President Dixon will preside over a short membership meeting where a slate of new officers and board of directors for the PEI will be inducted.

A NACS General Session will begin at 10:30 a.m., led by NACS President and CEO Henry Armour, NACS Chairman Smartt, and 2021-2022 NACS Chairman Jared Scheeler, who will look at "Reinventing Convenience and Reimagining Our Future."

PEI events will continue at 10:30 a.m. with the closing general session, "Un-Hackable: Blockbuster Cybersecurity for the Petroleum Equipment Industry." The session will be presented by John Sileo.

The Expo will open at 11:30 a.m. for another session, closing at 5:30 p.m.

A second series of PEI "1-On-1" roundtable discussions will be held at the trade show from noon to 3:00 p.m.,

A special PEI Reception will be held from 5:30 to 7:00 p.m. In addition to traditional reception fare, the group will

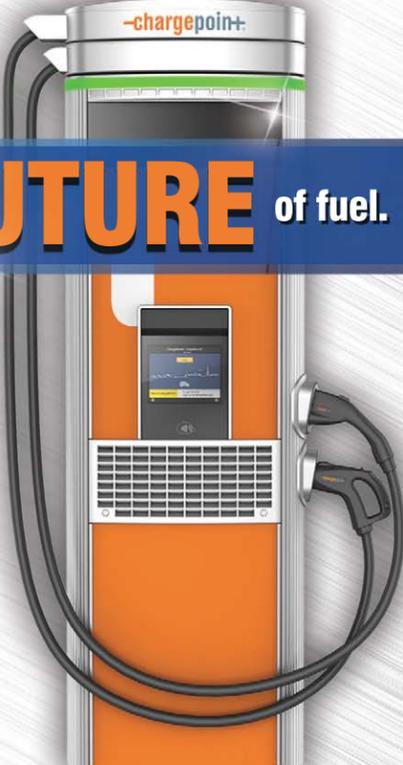
continued on page 19



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COLORADO NEWS

DENVER — Some Coloradans last summer must have thought they had been transported “Wizard of Oz”-like to California as an unprecedented surge in the state’s gasoline prices came to exceed the national average.

The average street price of a gallon of unleaded reached \$3.63, with at least one city — Colorado Springs — topping off at \$3.69, \$1.24 higher than the same time last year. The highest street price was \$3.99. The national average was \$3.18.

Industry experts blamed it partly on Colorado’s success in luring back tourists.

“As travel demand comes back, increasingly, Americans are heading westward,” said Skyler McKinley, regional director of public affairs for AAA Colorado. “Denver was in the top three destinations listed over the Fourth of July weekend. Americans are road-tripping here, demand is way up, and we’re pretty far from supply.”

He predicted prices would come down in the Fall with the end of the travel season. So did Patrick De Haan, head of petroleum analysis for GasBuddy. “The tide may soon

turn on gas prices, so long as we don’t see hurricanes target the country.” Soon after his statement a hurricane was making its way up the East Coast.

Another factor specialists cite is the inability of gasoline retailers to get product because of a supplier driver shortage. A fuel trucking company executive blamed it on the extra unemployment benefits people are receiving, lessening the incentive to go to work. “I’m okay with unemployment benefits in certain situations like being laid off. The problem with the State of Colorado is they give unemployment for any reason at all and it gets taken advantage of,” said Mike Knowles, owner of Knowles Transportation.

He estimates his company is spending around \$10,000 a month to recruit help. In 18 years in business he said he has never had so much trouble finding drivers.

“Right now, not having the drivers, we’re turning away work. If you have no one to drive and you can’t get people to maintain the vehicles it is a losing situation.”

When pipelines shut down it aggravates the problem, he said.

He had to increase salaries, which raised the cost of his fuel and resulted in higher prices at the pump.

DENVER — Well, here’s a first.

Colorado Republican leaders held a press conference at a Sinclair gasoline station to

outline their new state agenda and blame Democrats for high fuel prices and polluted air in the state.

While some questioned the advisability of unveiling the Republican platform at a gasoline station with a dinosaur for a logo, the party chair said the site was chosen to highlight what Democrats had done to the average person’s budget.

“In November of 2020 a gallon of gas at this station cost \$2.19,” said Kristi Burton-Brown. “It is now \$3.69.” The press conference was overshadowed by air so foul that she said the day before Denver received a ranking of the most polluted city in the world and she asked, “Who’s in charge of Denver? Who’s in charge of Colorado? The Democrats. They have been in control for a decade. It’s their problem.”

Station owner Scott Paulson, a former Republican now registered as unaffiliated, disputed both claims. “It’s not that simple. I don’t think you can blame today’s air quality on any political policies. It’s smoke from the forest fires.” And, he said, “Democrats are not solely responsible for prices. It’s complicated. The economy shut down, more people are driving, and demand has cranked up so much the industry has had a hard time catching up.”

He also said if fuel distributors can make more money in one state than another they will focus on it.

The state lawmakers ranked three goals as topping their agenda: rolling back new fees, taxes, and regulations; more funding for public safety; and school choice. Conserving the environment was listed as a fourth goal.

Legislation aimed at funding the infrastructure crisis raised the gasoline tax by two cents a gallon, increasing each year. The state also allowed for tightening of regulation of the oil and gas industry.

State House Minority Leader Hugh McKean said, “It is warm, but that’s what Colorado does in the summer. It gets warm.” Asked by a reporter if that is his message on climate issues, he replied, “Climate change is real. We have to figure it out and what we actively can do to effect that.”

Burton-Brown added, “We believe in clean air and water, but don’t believe in kicking the energy industry out of the state.”

Station owner Paulson said he struggles to make a decent profit even with the high price of gasoline. Of the \$3.69 cents motorists pay for a gallon of regular unleaded gasoline he said he makes only 25 cents. That is further reduced by other expenses related to the sale.

Paulson said some have suggested that if the price is lowered he could just sell more candy bars. “You can’t make a good profit by selling candy. You have to make money

continued on page 19

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NEWSBEAT

continued from page 4

“When Tesoro bought Salt Lake City Refining, he was my sales rep,” recalled Richardson, “and I was a Tesoro jobber. We were stuck in Alaska together on 9/11 to fight the ‘oil hoarding.’” But he added, “Craig is a fictional partner, a ‘guy with a pretty face.’ He told us that at a meeting. He’s the model of a salesman, direct to the station owner.”

Paige Jewell is working as the new Retail Solutions sales manager for the Western territory for Gilbarco Veeder-Root. “I replaced Peter Ransford in the post,” explained Jewell. “I’m in charge of Passport, Express Lane, and consumer solutions. I love it,” continued Jewell. “I love getting out to trade shows and meeting customers.” She added, “I came from the software world, so it’s nice to be back in the software space.” Jewell is based in Sacramento, CA.

Rod Smith, R.H. Smith Distributing, Grandview, WA., has launched a consulting firm, Smith Petroleum Services. “I’m busy because there’s a lot of EMV, new tanks, you name it,” said Smith. “I’ve been doing this for a long, long time. People are actually listening to me and paying me.” He continued, “I’m also working on electric charging stations. People want to add infrastructure.” Smith Petroleum Services is working with clients “across Washington.”

continued on page 8

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ARIZONA PETROLEUM MARKETERS ASSOCIATION GATHERS FOR ANNUAL CONVENTION IN SEDONA



Arizona Petroleum Marketers Association Executive Director Amanda Gray moderates panelists John Kennedy, EnTech, Phoenix, AZ., Pam Nicola, UST Section Coordinator, Arizona Department of Environmental Quality, Phoenix, AZ.; and Mike Williams, Williams & Associates, Phoenix, AZ., discussing “State Legislative, UST, and TSIP [Tank Site Improvement Program] Issues.”



The crowd listens at one of the APMA educational sessions at the convention.



Arizona State Senator David Gowan, Sierra Vista, AZ., speaking at the APMA Welcome Reception.



The APMA Board of Directors honors Executive Director Amanda Gray (fourth from the left), thanking her for her service and presenting her with a “Statue of Responsibility” created by keynote speaker Gary Lee Price.



APMA President Jess Miller, Miller Oil and Diamond Trucking, Phoenix, AZ., welcomes the crowd to the convention at the Hilton at Bell Rock in Sedona, AZ.



Shawn Frate, Jackson Energy, Phoenix, AZ., is presented the Past President’s Service Award by APMA President Jess Miller, Miller Oil, Phoenix, AZ.



Josh Kinsey, Offen Petroleum, Phoenix, AZ., is presented an award in Recognition of his Service to the APMA by APMA President Jess Miller, Miller Oil, Phoenix, AZ.



Detective Brian Kornegay, Phoenix Police Department, speaking on “Situational Awareness for C-Stores and Beyond.”

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APMA Tournament participants enjoy the golf tournament awards luncheon at the Sedona Golf Resort. At left: Rick Owens, UPT, Phoenix, AZ., and Mike Schmelling, Fossil Fuels, Scottsdale, AZ., prepare to tee off on the Sedona Golf Resort's signature hole.



First place golf tournament team Ron Trengove, Boston-McDermott, Folsom, CA.; Paul Tucker, Aztech Petroleum, Kingman, AZ.; and Howard Smith, JF Petroleum Group, Phoenix, AZ.



Men's long drive winner Ricky John, Sunoco, Dallas, TX.; Women's long drive winner Julie Jordan; and Closest-to-the-pin contest winner Dave Burgoon, Rice-Christ, Peoria, AZ.



Tony Ontiveros with his foursome, picking up the second place golf tournament prize.



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NEWSBEAT

continued from page 6

Tooley Oil has opened a new Shell service station with a Circle K convenience store in Elk Grove, CA. "It's 4,300 square feet," reported David Tooley, Tooley Oil, Sacramento, CA. "It has a Thrifty Ice Cream, a Krispy Krunchy Chicken, a beer cave — all the bells and whistles." The service station includes vehicle charging stations, "Anthem dispensers, and a pretty clean car wash." Tooley said they opened the station in April on the intersection Boulevard. "There are no complaints."

"I gave up my vacation in Huntington Beach [California] to work in Sun Valley at the Idaho convention," stated Jeremy Watson, PetroWest, Las Vegas, NV. He added, "Sun Valley is just beautiful."

Marti Sharp-Sommer, Carson Oil, has relocated from the company headquarters in Portland, OR., to Redmond, OR. "We were tired of rain," explained Sharp-Sommer, "and COVID taught us we can work from home. Plus, my job is driving around, making sure people are in compliance. So we moved to Redmond." She continued, "We love central Oregon. There's even a golf course five minutes from our house."

Congratulations to Miguel Lopez-Vergara, Altria, Frisco, TX., on the birth of his second child. "We just had a baby girl, Madaline Jade," reported Lopez-Vergara. "Mom and baby are doing great."

continued on page 10

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Kyle Zottnick, HollyFrontier, Albuquerque, NM.; Tad Miller, HollyFrontier, Phoenix, AZ.; Trent Anderson, HollyFrontier, Phoenix, AZ.; Rich Tarnopolski and Mike Gray, both with Caljet, Phoenix, AZ.; and Shawn Frate, Jackson Energy, Phoenix, AZ.



Darrin Snow, Offen Petroleum, St. George, UT.; Aaron Hackerott, Offen Petroleum, Denver, CO.; and Rick Owens, United Petroleum Transport, Phoenix, AZ.



Cynthia Ribitzki, Terracon, Tempe, AZ., with Nick Gassaway and Orlando Villegas, both with D&H United Fueling Solutions, Phoenix, AZ.



Jim Tidewell, Jackson Energy, Tucson, AZ.; Shawn Frate, Jackson Energy, Flagstaff, AZ.; Spencer Lucas, Marathon, Gig Harbor, WA.; and Tom Freeman, Jackson Energy, Vancouver, WA.



Bob Garcia, Marathon Petroleum, Tempe, AZ.; Amanda Gray, APMA, Phoenix, AZ.; Jim Benbrook, Arizona Fuel Distributors, Chandler, AZ.; and Vu Nguyen, Marathon, Tempe, AZ.



Cheryl Cogswell; Nick Christofferson, Emergency Environmental Services, Mesa, AZ.; Cliff Cogswell, Cochise Companies, Phoenix, AZ.; Ed Flores and Cathy Flores, Canyon de Chelly Fuels, Canyon de Chelly, AZ.



Garth Davis, Supreme Oil, San Diego, CA., and Kyle Call, Maverik, Salt Lake City, UT.



Nick Christofferson, Emergency Environmental Services, Mesa, AZ., and Tim Genrich, New West Oil, Scottsdale, AZ.



Mark Luitwieler, Offen Petroleum, Phoenix, AZ.; Chris Nichols, Shawna Nichols, and Claudia Mink, all with DC Carriers, Wilcox, AZ.; and Justin Ricketts, Bennett Oil American Transport, Prescott, AZ.



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Yes, but what did they say?

Speaker Highlights from the APMA Annual Conference

**Justin Olson, Arizona Corporation Commissioner, on “EV Charging Infrastructure in Arizona”**

“There is a significant number of folks who believe the Corporation Commission should be promoting electric vehicles and funding electric vehicles. They belong to organizations and they are vocal. We hear from them. But we don’t hear from average people on this issue. So our perspective is heavily weighted toward those interest groups.”

“I don’t think the Commission’s constitutional authority allows it to subsidize an industry, to promote an industry. And that’s what was included in this draft policy. It stated that public service organizations can play a key role in promoting electric vehicles and their participation should be encouraged. It also said that whatever you do to promote the adoption of electric vehicles, you can charge all rate payers to recover the cost of those activities.”

“If the utilities can fund an industry, then they are not charging a fair and reasonable rate. If you’re charging more than is necessary to promote an industry, it is abdicating the responsibility we are given.”

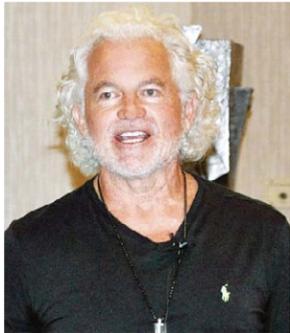
“Three years ago, Proposition 127 said the utilities would be required to get 50% of their energy from renewable sources by 2030. This measure was overwhelmingly rejected by the Arizona voters. That was a significant and strong mandate communicated to the Commission from the voters. The message I heard was they did not want an artificial mandate. Everyone understands renewable energy is the future. They have become more cost-efficient in recent years. But there is a limit to the amount of energy that can be produced by these renewable sources.”

“What ratepayers want is our utilities to pursue renewable energy that makes sense. That is a win-win scenario. That should be the rule at the Commission and that is the rule — ratepayers should be charged a just and reasonable rate.”

“Solar energy should be adopted as the cost of technology and storage falls.”

“So, what did the Commission do? They adopted a rule that said the utilities must cut 50% of their carbon emissions — not by 2030 because that would be the exact same mandate that the voters rejected — but by 2032. Then they went much farther and said the utilities must cut their carbon emissions to zero by 2070. That follows what California has passed. I was the lone dissenter in the vote.”

“Folks need to be aware of what is happening at the Commission. We’re starting to hear from people. They’re saying don’t enact rules that are what we rejected in Proposition 127 They are saying don’t follow California’s lead. If you have any interest in this policy, make sure you make your voice heard. Now would be the time.”

**Gary Lee Price, sculptor, on “Sculpting the Future and the Statue of Responsibility”**

“I believe in Karma. I believe what goes around comes around.”

“The older you get, the more grey hair you get, the more you can feel that divine flow. You realize you need certain people and why you need them. It gives me hope that there is a divinity in our lives. I used to think I had all the answers and I knew exactly what was going to happen when you die. Now I realize I don’t know shit. But I have a lot of prayers and I have a lot of hope.”

“In my mind, there is not a greater need than for us to be responsible, not just for ourselves but for our community.”

“How can you predict the future? Create it. Things that you want to happen, make it happen, mentally and physically.”

“The biggest part of creating, including creating our future: you start out small. The time to act is when the idea comes. When you have an idea in your mind, do a study, something small. Then make a bigger one, adding more detail. It’s kind of cool, this creative process.”

“Everything is about energy. It’s about those electrons, protons, and neutrons that vibrate and create energy.”

“When we become still and rigid and lose our flexibility, that’s when things go downhill.”

“A good sculpture is like a tip of an iceberg. What’s important is what’s underneath, the provenance of the story. That’s the power of sculpture. Sculptures are made to touch.”

“We’re always evolving. Hopefully, we’re always climbing the mountain and then reaching back and helping others up.”

“If you haven’t already, read Man’s Search for Meaning. I promise you it will be a life-changer.”

“Any person can do a certain amount of something, but when you couple with others, you can do so much more.”

“In my mind, responsibility starts with us and then it goes out to others.”

“Every one of us has people who have been massively influential in our lives. We can probably list them on one hand. May we be those people for others.”

NEWSBEAT

continued from page 8

He continued, “We’re over the moon. We have an eight-year-old son and he’s over the moon. He likes being a big brother and he wants to spend time with her.”

“Icon is doing well,” said **Christian Larsen, Icon Containment Solutions, Tacoma, WA.** “Our core products aren’t jumping up in price. And we can ship tomorrow,” he added.

“We sold 13 of our 16 stations to 7-Eleven in May,” said **Brad Barnett, Sierra Energy, Roseville, CA.** “Then we sold one way up in Westwood [California]. Now there are two left, just me with two stations. That’s how things happened. We’re teeny guys now, doing our thing.” The locations sold to 7-Eleven were primarily located in the foothills of the Sierra Nevadas, outside of **Sacramento, CA.,** selling fuels under the **76 and Sierra Energy** brands. Barnett continued, “California is going to be a barrel of monkeys in the next 10 years. Things happen slower in the mountains up for people, but they’re fast. Where’s my cheeseburger? Where’s my fried chicken? It’s how things are.”

“It’s a great time for Nwestco as we continue to acquire and grow as a company,” said **Derek Fors, Nwestco, Spokane Valley, WA.** “We purchased **Banks & Company** in California last year and we have several more coming. We just can’t talk about them right now.”

Megan Powell has joined the staff of **Powell Distributing, Portland, OR.** “I don’t have an official title,” she said. “It’s a small company. Probably the closest would be working as an operations manager/administrator.” Powell continued, “I was in mortgage loan servicing, a specialist in an investment company — **Stancor Mortgage Investors** — for three years. This is very

continued on page 12

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IDAHO PETROLEUM MARKETERS & CONVENIENCE STORE ASSOCIATION HOLDS ANNUAL CONVENTION IN SUN VALLEY



Idaho PM&CSA President Matt Berry, Berry Oil, Idaho Falls, ID., welcomes the crowd to the convention at Sun Valley.



The crowd at the Idaho PM&CSA member meeting and luncheon at the Sun Valley Inn.



WPMA President Steve Clark, Genesee Fuel, Seattle, WA., gives the Western Petroleum Marketers Association report.



Moderator Bob Coleman, Coleman Oil, Lewiston, ID., asks a question of the panel of Cyber Security Experts: Jeff Weak, Office of Information for the State of Idaho Technology Service; Brandy Miller and Norm Strobel, both with the Marathon Petroleum Cyber Security Group; and Sal LoMagro, Federated Insurance.

At left: Sarah Turner of Godeon Reese Scully Mansukhani shares an attorney's "Reflections on the COVID-19 Year: The Most Important Lessons for Employers."



Tony Pittz, director of Idaho Lottery Security, Boise, ID., speaking on "Once Upon a Crime: Preventing Lottery Theft."



The crew with Berry Oil, Tetonian, ID., meet with Idaho Governor Brad Little: Matt Berry, Amie Berry, Ron Berry, Michelle Berry, Governor Little, Josh Berry, and Karli Berry.



The convention crowd chatting with Governor Brad Little.



Janet Franklin; Dennis Baird, Boise, ID.; Rob Franklin, United Oil, Twin Falls, ID.

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The Idaho convention crowd catches up at the Sun Valley Inn after a year apart due to COVID-19, including Idaho Governor Brad Little (in the foreground).



Rick Reese, Parkland USA, Salt Lake City, UT., with Jeff Rouse, Carson Oil, Portland, OR., and Erin Sorenson, Carson Oil, Portland, OR.



Tom Freeman, Jackson Energy, Vancouver, WA.; Kevin Bench, ExtraMile, West Jordan, UT.; and Marv Christiansen, Parkland USA, Pocatello, ID.



Michael Davis, NACS, Alexandria, VA., and Jeff Anderson, director of the Idaho Lottery, Boise, ID.



Josh Vander Hey, Dover, Dallas, TX.; Richard Brent, OPW, Rocklin, CA.; and Jim Killeen, OPW, Beaverton, OR.



Kathy Chadey, Sinclair, Salt Lake City, UT.; Brad Holland, Campo & Poole, Ontario, OR.; Scott Martens, Co-Energy, Boise, ID.; Jim Judd and Debby Judd of United Oil, Burley, ID.; Marion Martens, Co-Energy, Boise, ID.; Brent Claiborn, United Oil, Caldwell, ID.

NEWSBEAT

continued from page 10

different. That job was more regimented, with specific tasks, sitting at a computer daily. This job is day-by-day and things change all the time." Powell joined the company in September.

"I'm getting close to retirement," said Scott Borders, Bay Area Tank & Coatings, Pacifica, CA. "It's going to be hard to stop working. I really enjoy mentoring young people, teaching them and bringing them up."

Joe Laschke is serving as a new national account manager for Husky, Pacific, MO., according to Teddy Sutcliffe, Husky, Pacific, MO. "He's been around forever," said Sutcliffe, "as a quality manager, as a technical service manager. Now he is all things for our BJE Equipment line." Sutcliffe recalled, "We bought the company, BJ Enterprises, 10 years ago. And we got too many giggles on factory tours from high school students, so we changed the name." He continued, "Joe has been with the company over 20 years. This is the next chapter in his journey."

"Scott [Wilson, Wilson/Rogers & Associates, Lynwood, WA.] is coming off a four-week Fill-Rite Tour," reported Steve Latimer, Wilson/Rogers & Associates, Lynwood, WA. "It started in Spokane, went to western Washington, and then down to Southern California. He covered the whole West Coast. I think he did it really well. Latimer continued, "We're doing very well. BJA's customers are extremely busy and that's good for us as reps. There's always somebody we can help in some capacity."

"OPIS was sold to News Corp. at the beginning of August," noted Dolores Santos, OPIS, Sacramento, CA. "My boss and I reported to IHS Markit but they moved us to OPIS at the sale. I'm good with OPIS," she continued. "I'm teaching a class in November on 'Winning Fuel-Buying Strategies' in Austin. Plus, we have an RFS Conference in September. They are the first live events we've had in almost 1 1/2 years."

Mister Carwash has opened three new locations in the West. "We're thrilled to be growing our footprint even further," said Ryan Darby, Mister Carwash, Tucson, AZ., "with the recent opening in Utah of our Herriman store and now our latest

continued on page 14

NACS.

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Matthew Benz, Carson Oil, Portland, OR.; Andy Ensslen, Innospec, Bellingham, WA.



Dan West, Kellerstrass Oil, Kimberly, ID.; Kent Storer, Leonard Petroleum Equipment, Boise, ID.; and Marv Christiansen, Kellerstrass Oil, Kimberly, ID.



Mike Davis, PMP, Avon, CT.; Christian Larsen, Icon Containment, Tacoma, WA.; and Steve Latimer, Wilson/Rogers & Associates, Lynwood, WA.



Tami Clark, Anna Clark, and Steve Clark, Genesee Energy, Seattle, WA.



Mel Stokesberry, Lytle Signs, Twin Falls, ID.; Steve Beck, Intralot, Boise, ID.; Brian Clark, Romac, Salt Lake City, UT.; Sam Nickell, Sky Bitz, Seattle, WA.; Jeff Anderson, Idaho Lottery, Boise, ID.; and Jeff Gough, SSCS, Salinas, CA.



Shaun Mills and Joe Rodriguez of Leonard Petroleum Equipment, Boise, ID.; Doug Lollar, Pilot Thomas Logistics, Phoenix, AZ.; Steve King, Leonard Petroleum Equipment, Boise, ID.; and Helen Ambuin, Pilot Thomas Logistics, North Salt Lake City, UT.



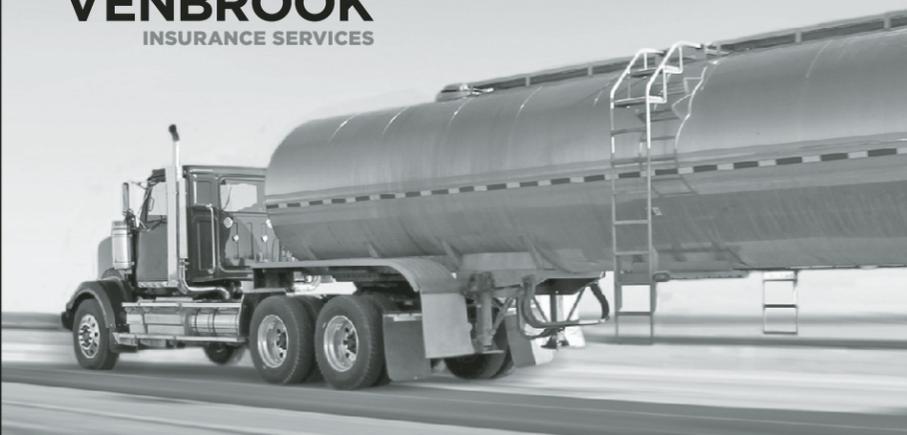
Paige Jewell, Gilbarco Veeder-Root, Sacramento, CA.; Jeff Tanner and Derek Fors of Nwestco, Spokane Valley, WA.; Patrick Prince (seated), NWTLI, Sherwood, OR.; Marc Flagg, Nwestco, Spokane Valley, WA.; Shannon Johnson, Gilbarco, San Francisco, CA.; and Dustin Jones, Nwestco, displaying their trade show raffle prizes.



Tony Capurro, Petro West, St. George, UT.; Rick Henson and Regina Henson, both with ValvTect, Filer, ID.; Felicia Watson and Jeremy Watson, both with PetroWest, Las Vegas, NV.



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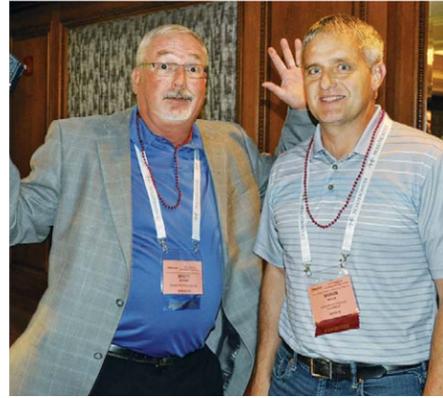
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The crowd at the Idaho dinner with awards and a festive live auction.



Sporting Clay Tournament Chairman (see right) Brett Adams, Adams Petroleum, Burley, ID., with first place winner Shaun Mills, Leonard Petroleum Equipment, Boise, ID. (at left) and second place winner Derek Fors, Nwestco, Spokane Valley, WA. (at right).



Auctioneer Kenny Chambers entertains the crowd and raises money for the Idaho Association during the live auction.



The Idaho crowd plays "heads and tails" to raise money for the association — and win 50% of the pot. At right: the final two make their choices...and winner Erin Sorenson, Carson Oil, Portland, OR. (on the right) donated her \$1,000 prize back to the Idaho Scholarship Fund.




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NEWSBEAT

continued from page 12

location in West Jordan." The new carwash, which opened at the beginning of August, is located at 5512 West 7800 S., in **West Jordan, UT**. The company has also opened two new locations in California, at 1400 Geer Road in **Turlock, CA.**, and 2369 Claribel Road in **Riverbank, CA.** "We've seen tremendous growth in California since first entering the state in 2017," continued Darby. "These two new locations expand our footprint in the Central Valley and complement the existing network of stores throughout the region giving our customers and members even more options to keep their cars shining."

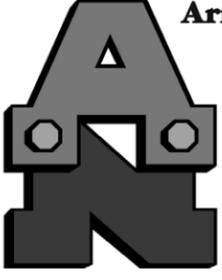
Tara Dailey, Carson Oil, Portland, OR., "is the rock of our branded retail department," said **Laura Hartner-Knox, Carson Oil, Portland, OR.** "We love her." Dailey has been with Carson Oil for the past four years.

GO Car Wash has acquired **Quick and Clean Car Wash** of Las Vegas, NV., in a deal announced in August. "We are pleased to complete our second acquisition within the Las Vegas area in the last year," said **Chris Andersen, GO Car Wash, Denver, CO.** "We look forward to continuing our rapid expansion through acquisition and development of customer-centric car washes in Nevada." The purchase of Quick and Clean is the company's fifth in Las Vegas; GO operates 53 carwashes in total in Nevada, Kansas, Missouri, and Texas. **Brett Derwin, GO Car Wash, Denver, CO.**, added, "Our customers will have another car wash location to choose from in the Las Vegas area. We are excited to welcome our new members to GO Car Wash. They can look forward to professional career opportunities by working for one of the fastest growing car wash operators in the US." They noted that GO has "many more" locations in development in Nevada.

Ryan Michael Tuss has joined the staff of **Architecture NW**, "helping me with tank design and architecture," said **Peter Kappertz, Architecture NW, Gresham, OR.** "He's doing UST and AST drawings for me in addition to building drawings." Tuss added, "I like it. It's fun." Congratulations to **Tom Landwehr, Apex Envirotech, Gold River, CA.**, on becoming a grandfather. "My new grandbaby is



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continued on page 15



Convention participants head out for a morning of shooting sporting clays at the Sun Valley Gun Club: Brett Adams, Adams Petroleum, Burley, ID.; Jake Hill, Holly-Frontier, Dallas, TX.; and Kyle Brown and Ron Ludlow, both with HollyFrontier, West Bountiful, UT.



Preparing to head out to the golf tournament in the "Golden Cart": Kathy Laderman, O&A Marketing News, Anaheim, CA.; Shannon Johnson, Gilbarco, San Francisco, CA.; Mike Hodge, Leonard Petroleum Equipment, Boise, ID.; and Dylan Gamboa, WEnd Consulting, Indianapolis, IN.



All with Jackson Energy: Michael DeMark, Meridian, ID.; Tom Freeman, Vancouver, WA.; and Tony Stone, Meridian, ID.; with George Wolter, Chevron, Chandler, AZ.



The golf tournament came to an unexpected end when a thunderstorm rolled into the valley but the intrepid Idaho Petroleum Marketers still gathered to enjoy their awards luncheon together in the rain.



Joe Rodriguez and Kent Storer, both with Leonard Petroleum Equipment, Boise, ID.; Hank Battle, Invenco, Walla Walla, WA.; Steve King and Shaun Mills of Leonard Petroleum Equipment; and Ross Lusk, USA DEF, Blackfoot, ID.

Idaho PM&CSA Golf Tournament Winners

<p>First place team (with a 48): Marv Christensen Dan West Kevin Goodwin Kevin Bench</p>	<p>Third place team (with a 48): Ron Berry Josh Berry Lin Hicks Mike Kevby</p>
<p>Second place team (with a 48): Brandon Hickey Mike Tierney Jim Killeen Doug Lollar</p>	<p>Men's Long Drive: Jake Radish Women's Long Drive: Kathy Laderman Closest-to-Pin Hole #4: Robert Mustain Closest-to-Pin Hole #6: Matt Benz Closest-to-Pin Hole #10: M.F. Adams Closest-to-Pin Hole #17: Jake Radish</p>

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NEWSBEAT

continued from page 14

Isla Jean Johnson. She was born to my daughter, Jennifer, who used to work for Apex and volunteer at the Valley Petroleum Invitational, so a lot of people know her. Both are doing fine." Landwehr continued, "It's my first grandbaby. It's different. I like it. As soon as she starts crying, I go home."
 "I'm the face of AEC," said **Connor Smith, Anderson Environmental Contracting, Kelso, WA.** "I'm the guy who makes everybody happy." Smith has been with AEC for the past three years working in business development for the company. "I enjoy it," he continued. "It's a hectic industry, but it's great. I get to work with a bunch of Garretts."

The sale of the Big Wheel Casino in **Lovelock, NV.**, which shares the convenience store building with the **Conoco** station off I-80, made national news. **Grant Lincoln, Strategic Gaming, is selling the Big Wheel Truck Stop and Casino to Mark Thomas of Zen-Sports** and, according to the *Wall Street Journal*, Thomas "is buying the truckstop/casino to be the centerpiece of the digital sports-betting company he co-founded." Thomas plans on using the e-store/casino to comply with Nevada's new sports betting laws.

The **Western Petroleum Marketers Association** has announced the 2021 winners of the WPMA Scholarships. Representing the state of Hawaii is Sivarat "Irwin" Khanai, the son of Saranya Khanai, who works as an accounting supervisor at **Aloha Petroleum, Honolulu, HI.** The Idaho winner is **Amanda Elorrieta**, the daughter of **Toni Elorrieta**, who works as a bookkeeper at **Black Oil Company, Eden, ID.** The Montana scholarship winner is **Bethany Barnes, Whitefish, MT.**, the daughter of Frank and Naomi Barnes. **Jamie Molinar** is the New Mexico winner who applied through **Brewer Oil in Artesia, NM.**, where his father works in sales. Oregon winner **Breana Erickson** is the daughter of **Shannon Erickson**, a manager with **Ed Staub & Sons in Klamath**

continued on page 16

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Yes, but what did they say?

Speaker Highlights from the Idaho PM&CSA Convnetion



Doug Haugh, president, Parkland USA, on "The State of the Industry: Transition and Consolidation"

"The biggest potential disruptor in the short term are internal combustion energy bans announced across much of the world."

"States are where this will start. In California, the cat is already out of the bag with a ban on new ICE vehicle sales in 2035."

"New car manufacturers are putting all their investments into EVs. At this point, most of their capital is going into electric vehicles, battery plans, and research. They've laid off and cut jobs for engineers who specialize in gasoline-powered engines."

"We have time. Perhaps more than we are led to believe. Anyone who has predicted this transition and how fast we'll get to renewables has been all wrong. And not wrong by a little, either. If you see sky-high curves about EV adoption, take that with a grain of salt."

"We would have to make four times as much electricity than we do today to move a significant part of transportation to electric. Is that possible? Yes. Is it possible in 10 years? No. Is it possible in 20 years? Maybe. Is it possible in 40 years? Sure. Has anyone tried to permit a new power line or a power plant lately?"

"It's not just about EV sales rates. The U.S. has the cheapest gasoline, so the incentive to switch to electric power is not as strong. We have the most cars per capita, the most miles driven, the least number of bikes, the lowest use of public transit, and the highest fuel consumption. There isn't here. We're different."

"While mass scale adoption won't be until the late 2030s, by 2030, our forecast is 1 in 10 cars in the U.S. will be EVs."

"Most of the charging will not be done at a c-store. If you have a bedroom community store, your odds of putting a charging station in there and convincing your customers to add 15 minutes at your store on the way to work or on their way home are not very good. They will charge at home."

"If you have sites on major travel lanes, where people are in transit, where they're not just going home or going to work, you should have some success with charging stations....If you want to make some early investments, solve a problem for a customer and put in a charging station on a major route."

"You're going to need an amenity offer. Great food, great wi-fi, a comfortable place to sit and wait."

"Wire your stations for 4 or 5 chargers. You don't have to put them all in now."

"We believe every neighborhood needs a convenience store. COVID taught us that. That being said, in some markets, we saw a big demand destruction happening. But as long as you have the best or the second-best site in town, life is pretty good. The guys living just on fuel margin will go first. 10% demand destruction will force the D sites out and some of the Cs."

"As you're looking at where you put your capital, don't be too emotionally attached to a store your father built 40 years ago. Keep the stores that will win. Look at where you invest and look at where you should divest."

"Evolve your winning sites. You can try service offerings beyond the c-store with offerings like restaurants, banking, Amazon lockers. Be responsive to your community."

"We see about a deal a day [at Parkland], almost every day. There are roughly 3,000 of us left and most of us are going through the generational change at the same time. And we're all going to have big taxes next year. Anybody that does M&A work is under water right now."

"Roughly one company per day is acquired, merged, or closed. The next 10 years will see the ultimate winners arise."

NEWSBEAT

continued from page 15

Falls, OR. The Utah winner is **Paradis Moradi**, the daughter of **Danesh Moradi**, a manager with **Holiday Oil Company**,

Sandy, UT. The Washington state winner is **Dane Cobb**, the son of **Sanna Bell**, a corporate secretary with **Connell Oil**,

Pasco, WA. The scholarship winner in the Associate-at-Large Category, open to children of associate members, is **Nathan Essman**. Essman applied through **Chevron Corporation**, where his father, **Aaron Essman**, is a retail business consultant.

The Member-At-Large scholarship was awarded to **Tiffany Romero**, whose mother, **Marjorie Romero**, works as a store manager for **Brewer Oil**, **Carlsbad, NM**. All of the scholarship winners are chosen based on their scholastic record, test

win \$4,000 for their advanced education at a college, university, or technical training.

Want to read the full text? Subscribe here!

Cary Etter has had his responsibilities with **Xerxes** expand into the West. "I've been with Xerxes for 25 years," recalled Etter. I started in 1996 when I came over from **United Pump**. I started as a Texas district manager. Then I took on more territory in the south, then moved to the water side of the business in the southeast in 2006. In 2015, I came back to the fuel portion of the business and took over Texas and the surrounding states as a direct territory. When **Jim [Anderson, Xerxes, Anaheim, CA.]** retired, **Tom Tietjen [Xerxes, Minneapolis, MN.]** promoted me to Western regional sales manager." With Anderson's retirement in mid-May, Etter's sales territory covers the area from "Texas to the Rocky Mountains west and the Northwest. I'm seeing lots of the West Coast for the last two months," he continued. "I love it. I'm working with our reps **Boston-McDermott** and **Mike Piatchek** at **Rocky Mountain Rep Agency**. It's a great area with lots of great folks." Etter is based in **Abilene, TX.**, for Xerxes.

"I joined **Innospec** in March 2020," recalled **Andy Ensslen**. "I came on board and then we were locked down." Ensslen came to Innospec with 13 years of experience in the oil industry. "I was in product quality at the **BP and Shell** refineries," he explained. "Being in the marketing side is great. You're part of the bottom line. And I love seeing people." Ensslen is based in **Seattle, WA.**, for Innospec.

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THE FUELS INDUSTRY RAISES MONEY FOR THE MAKE-A-WISH FOUNDATION AT THE “SWING FOR THE WISH” EVENT



Welcoming the crowd to Swing for the Wish at Topgolf in Roseville, CA., all with Interstate Oil, Sacramento, CA.: (seated) Caitlin Beckman, Benji Ward, and Sara King and (standing) Lexie Andrews, Olivia Carissimi, Makena Andrews, Melanie Andrews, and Jon King.



Swing for the Wish Founder Brent Andrews, Interstate Oil, Sacramento, CA., welcomes the crowd to the 15th Annual charitable event.



17-year-old Make-A-Wish kid Jacob is ecstatic to be granted his wish to go spend five days at a dude ranch, getting to be a cowboy — complete with his own Stetson hat. The charitable event has raised more than \$300,000 and granted 48 wishes through the Make-A-Wish Foundation.



The crowd gathers for the granting of Jacob's wish and awards for the golfers.



Doug Henner, Henner Tank Lines, Vacaville, CA.; Darrell Zentner, Henner Tank Lines, Vacaville, CA.; Brad Robinson, Opperman & Son, Healdsburg, CA.; Dan Strachan, SC Fuels, Rancho Cordova, CA.; and Joe Carbahal, Henner Tank Lines, Vacaville, CA.



Rodney Gregory, Shell, Houston, TX.; Steve Folz, Shell, Sacramento, CA.; Greg Lemen, Shell, Houston, TX.; and Jake Dobis, Shell, Houston, TX.



Tiffany Kjosness and Tim Kjosness, Pearson Fuels, El Dorado Hills, CA.; Jeremy Bautista, Lauren Burger, and Tim Tyson, all with River City Petroleum, Sacramento, CA.



Darci Thum, SC Fuels, Rancho Cordova, CA.; Armin Ray, Marathon, Novato, CA.; Danielle Chavez, Idemitsu, Sacramento, CA.; and Aaron Chavez.



Bella Harris, Jake Fazio, and Michelle Fazio, all Interstate Oil, Sacramento, CA., running the putting contest.

Below: the Interstate Oil propane truck visits Top Golf.



Thank you, we'll see you next year!

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Amber Palmer
palmer@cfca.energy

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Pacific States Taxable Gallon Reports

(Add three zeroes to all figures below to get actual numbers of gallons)



Brad Robinson, Opperman & Son, Healdsburg, CA., winner of both the long drive and closest-to-the-pin prizes, who donated his gift card prizes back to the Make-A-Wish Foundation.



Billy Dobbs, UPS, Rocklin, CA., TopGolf high score winner.



Greg Lemen, Shell, Houston, TX.; Mike Tooley, Tooley Oil, Sacramento, CA.; and Jake Dobis, Shell, Houston, TX.



Paige Jewell, Gilbarco Veeder-Root, Sacramento, CA., and David Tooley, Tooley Oil, Sacramento, CA.



Dominic Sandoval, Interstate Oil, Sacramento, CA.; Curt Cearlock, Dobbs Peterbilt, West Sacramento, CA.; and Ann Spade, KCRA-TV, Sacramento, CA.



ARIZONA

	May	Jun	Jul
AEG Petroleum LLC	4	2	1
Arizona Fuel Distributors	7,844	7,764	7,303
Ascent Aviation Group	54	32	32
Bell Gas of Arizona	148	150	146
Benchmark Resources	7,230	8,370	7,432
Bennett's Oil Company	253	241	274
Brad Hall & Associates	7,640	7,693	7,256
California Fuel Supply	1,229	1,298	1,147
Callan Transport Inc	4	10	-
Calvert Oil Company	44	43	48
Canyon De Chelly Fuels	257	268	297
Chevron USA Inc	10,958	11,078	10,104
Circle K Stores	62,934	65,704	60,195
City of PHX MMD	370	361	417
Colorado Petroleum Products	42	27	34
Corrigan Oil Co	7	12	7
Costco Wholesale	18,385	19,088	18,418
Diesel Direct West	57	49	64
Ed Staub & Sons Petroleum	38	104	151
Flyers Energy LLC	564	558	527
Foster Fuels Inc	1	2	-
Fuelco Energy LLC	39	54	59
Gage Products Company	-	3	21
GPM Petroleum LLC	3,143	3,297	2,820
Growers Oil Company	4	3	4
HB Petroleum Inc	258	224	250
Herbst Supply Co	811	848	859
Jacksons Food Stores	10,044	10,242	10,698
Jaco Oil Company	1,319	1,342	1,269
JE Petronet Inc	48	43	42
Jenkins Oil Company	27	61	92
K & C Premier Properties	52	56	49
Mansfield Oil Company	138	117	109
Maverik Inc	5,130	4,890	4,998
McNeece Bros Oil Company	148	142	137
MGK Logistics LLC	281	304	327
Miller Oil Company	606	568	549
Musket Corporation	3,693	3,456	3,509
MV Enterprises	8	11	17
Navajo Nation	3,662	3,814	4,156
Nevada Fuel Distributors	332	372	321
Offen Petroleum	302	364	416
PacWest Energy	2,206	2,192	1,998
Parker Oil Products	81	82	80
Petroleum Resources	28	32	25
Petroleum Traders Corp	100	294	284
Petroleum Wholesale	404	440	405
Phillips 66 Co	10	-	-
Pilot Travel Centers	4,181	4,170	4,069
Pinnacle Petroleum	108	103	120
Pioneer Distributing Co	20	20	18
Pro Petroleum Company	1,910	1,902	2,044
PS Energy Group	-	1	1
QT Fuels Inc	38,047	40,483	38,501
Rebel Oil Company	378	342	223
Reladyne West	315	261	277
Rhinehart Oil Co	1,919	1,685	1,946
RKA Petroleum Companies	1	1	1
Roc Texmo LLC	276	250	287
Safeway Inc	5,795	5,855	5,238
Sei Fuel Services	259	253	259
Senergy Petroleum	1,886	1,676	1,757
Shay Oil Company	3,788	3,885	3,784
Sinclair Oil Co	89	89	108
Smiths Food & Drug Centers	24,169	24,518	22,482
Southern Counties Oil Co	289	212	217
Stonewin LLC	-	-	3
Supreme Oil Co	136	91	79
TA Operating LLC	1,009	1,023	956
Tesoro Refining & Marketing	9,688	9,882	9,586
Texmo Oil Company Jobbers	131	135	140
The Jankovich Companies	6	2	6
Thomas Petroleum	29	53	79
Toto Traders Inc	72	89	77
Truman Arnold Co	44	44	76
Two Brothers Distributing	404	388	436
UPS Fuel Services	175	168	196
VP Racing Fuels	1	2	1
Western Refining Retail	8,504	8,683	7,892
Western Refining Wholesale	906	1,023	1,020
Western States Petroleum	588	539	574
World Fuel Services Inc	-	-	98
Total:	256,061	263,936	249,903
Last Year:	164,035	211,017	220,399

CALIFORNIA

	May	Jun	Jul
Air BP Aviation Services	16	11	3
Apex Oil Co	1,470	1,334	1,723
Ascent Technologies Group Inc	16	148	147
Avfuel Corporation	49	75	111
Boyet Petroleum	550	1,343	1,411
BP Products North America Inc	50,627	54,199	57,708
Chase, Inc	565	568	529
Chevron U.S.A., Inc	212,413	239,811	260,850
CityServiceValcon LLC	16	21	33
Core Energy Trading, LLC	96	-	-
Costco Wholesale Corp	25	32	40
E-Z Trip	7,367	8,822	7,811
Ed Staub & Sons Petroleum Inc	6	-	1
ExxonMobil Oil Corp	28	-	-
Flyers Energy LLC	6,402	7,424	8,458
Idemitsu Apollo Corp	4,211	4,427	3,895
Jaco Oil Company	15,490	14,511	14,985
Jim Menesini Petroleum LLC	1	2	1
Johann Haltermann	3	2	3
Kern Oil & Refining Company	9,181	11,501	11,330
McNeece Bros Oil Co Inc	5	5	4
Mercury Air Group	-	-	16
Musket Corporation	175	684	432
Nick Barbieri Trucking, LLC	-	8	-
PBF Holding Company LLC	61,746	70,113	72,995
Petro-Diamond Incorporated	13,928	16,136	16,412
Phillips 66 Co	101,735	116,330	122,274
Pilot Travel Centers LLC	1,923	864	1,931
Pro Petroleum LLC	452	1,320	1,464
Rebel Oil Company Inc	5	9	7
River City Petroleum Inc	5,302	5,771	6,734
Robinson Oil Supply & Transport	1,769	1,582	1,650
Sei Fuel Services Inc	10,719	11,634	11,570
Shell Oil Products US	59,554	70,619	77,166
Shell Trading (US) Co	57	112	56
Southern Counties Oil Co Ltd	2,114	2,880	3,158
Sunoco, Inc	-	13	5
Tesoro Refining And Marketing Co	256,229	277,528	288,501
Truman Arnold Co	3	-	-
Valero Marketing & Supply Co	100,446	111,571	116,211
Valley Pacific Petroleum Services Inc	8	17	8
VP Racing Fuels, Inc	40	16	38
Total:	1,019,034	1,031,444	1,089,670
Last Year:	1,304,904	1,285,554	1,300,223

Emails from Theresa.Covert@cdfa.ca.gov
California Department of Tax and Fee Administration

At left: Jeremiah Jones, REG, Seattle, WA., and Paige Jewell, Gilbarco Veeder-Root, Sacramento, CA.

All with Cook Engineering, Rancho Cordova, CA.: Hooshie Broomand, Catherine Broomand, J.P. Cabalette, Sean Cook, Gene Stonebarger, Shellie Cook, and Adrienne Stonebarger.

December 17, 2020 at 10:00 AM

In your email dated December 10, 2020 you made a request for a copy of the "August 2020 Monthly Motor Vehicle Fuel Report" that is usually available on our website. Your request has been forwarded to the Disclosure Office for a response. We are treating your request as a request for records made pursuant to the California Public Records Act (Gov. Code, § 6250 et seq.). The disclosure of the Motor Vehicle Fuel Tax records that you are seeking is currently under review. Until a determination is made, we are unable to provide you a response to your request. We apologize for any inconvenience that this may cause. We anticipate being able to provide you a response by the week of February 22, 2021.

February 26, 2021 at 3:10 PM

...The disclosure of the Motor Vehicle Fuel Tax records that you are seeking is currently under review. Until a determination is made, we are unable to provide you a response to your request. We apologize for any inconvenience that this may cause. We anticipate being able to provide you a response by the week of June 11, 2021.

June 11, 2021 at 4:10 PM

...The CDTFA is looking at multiple special tax and fee programs together and reviewing our previous interpretation of the general confidentiality statute, Government Code section 15570.84, to confirm how it is applied to these tax and fee programs, and what information the department can disclose. We hope to have this clarified and resolved by this summer. Accordingly, we anticipate being able to provide a response to your request for copies of the Motor Vehicle Distribution Reports by or before July 31, 2021.

July 30, 2021 at 4:04 PM

...The CDTFA is still researching our interpretation of the general confidentiality statute (Government Code section 15570.84) in order to confirm what information the CDTFA can disclose to the public. Accordingly, we anticipate being able to provide a response to your request for copies of the Motor Vehicle Distribution Reports by or before August 31, 2021.

August 31, 2021 at 7:58 PM

...The CDTFA is still researching our interpretation of the general confidentiality statute (Government Code section 15570.84) in order to confirm what information the CDTFA can disclose to the public. Accordingly, we anticipate being able to provide a response to your request for copies of the Motor Vehicle Distribution Reports by or before September 10, 2021.

HAWAII

	May	Jun	Jul
City and County of Honolulu	21,138	22,298	22,207
County of Maui	5,226	5,420	5,639
County of Hawaii	6,694	6,884	6,980
County of Kauai	2,158	2,399	2,587
Total:	35,215	37,001	37,413
Last Year:	20,590	26,842	29,288

IDAHO

	Mar	Apr	May
Total:	62,103	62,723	69,091
Last year:	53,599	45,199	58,423

NEVADA

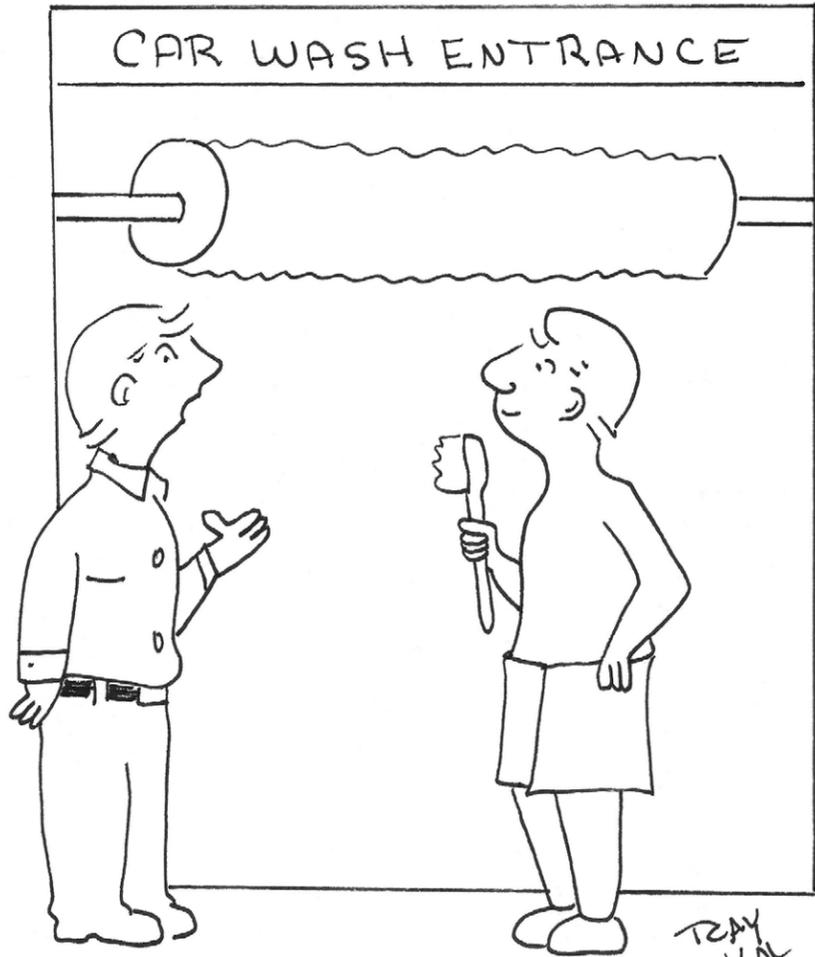
	Feb	Mar	Apr
Alsaker Corporation	10	21	11
Ascent Aviation Group Inc	23	23	32
Berry Properties Inc	59	81	80
Big Slick Petroleum LLC	30	30	24
Conrad & Bischoff Inc	5	4	2
Diesel Direct West Inc	-	14	16
Eagle Aviation Resources Ltd	1	1	1
Edward R. Marszal Enterpr Inc	54	63	63
Eureka	57	72	81
Flyers Energy LLC	25	30	28
Foreland Refining Corp	8	2	2
Golden Gate/SET Petro Ptrns	6	7	8
Hughes Oil	10	13	15
Hunt & Sons Inc	329	464	404
Jackson Energy Company	3	5	6
Lynch Oil Inc	-	1	-
M.F. Barcellos Inc	35	42	51
Maverik Inc	66	64	84
Mobile Fource Refuel LLC	15	-	-
Musket Corp	-	7	-
Offen Petroleum LLC	219	154	152
Petroleum Distributors Inc	9	14	15
Phillips 66 Co	19	17	6
Pilot Travel Centers LLC	-	-	1
Pro Petroleum	1	1	1
Rebel Oil Co Inc	7	8	9
hinehart Oil Co LLC	-	7	-
Richard L. Miller Enterprises Inc	-	-	1
Sage Petroleum Products	33	29	28
Signature Flight Support of NV	1	1	1
Sumoco LLC	1	9	-
United Oil	4	-	2
Valero Marketing & Supply Co	-	-	1
VP Racing Fuels Inc	-	1	-
Total:	1,029	1,183	1,125
Last Year:	1,189	1,009	767

NEVADA GASOHOL

	Feb	Mar	Apr
Ameripro Service Systems Inc	4	5	5
Battle Mountain Band Council	26	36	45
Benchmark Resources	3,841	4,582	4,415
Berry Co	171	229	247
Brad Hall & Associates	2,901	3,704	4,060
California Fuel Supply	24	35	25
Carson Valley Oil Co	122	140	153
Chevron USA Inc	5,290	6,542	6,774
Circle K Stores Inc	2,029	2,416	2,471
Conrad & Bischoff Inc	80	100	114
Costco Wholesale	8,086	9,622	9,739
Crawford Oil Co	914	1,094	1,185
Duck Valley Reservation	3	3	3
Ed Staub & Sons Petroleum	55	73	81
Elko Band Council	-	-	57
Ely Shoshone Tribe	-	85	-
Equilon Enterprises LLC	118	142	126
Fallon Paiute-Shoshone Tribe	235	296	289
Fastrip Oil Co LP	244	270	272
Flyers Energy LLC	2,025	2,464	2,584
Golden Gate/SET Petro Ptrns	1,391	1,693	1,766
Herbst Supply Co Inc	578	714	753
Hightowers Petroleum Co	-	3	-
InterState Oil Co	52	101	76
Jackson Energy Co	3,280	3,794	4,016
Jenkins Oil Co	50	73	80
Jim Menesini Petroleum LLC	113	131	127
Kellerstrass Enterprises Inc	103	134	145
Longley Partners LLC	139	155	159
Mansfield Oil Co of Gainesville	26	78	65
Maverik Inc	5,206	6,157	6,348
Midjit Market Inc	3,664	4,291	5,143
Moapa Band of Paiutes	180	232	229
Murphy Oil USA Inc	758	860	879
Musket Corp	699	953	1,117
Nevada Yellow Cab Corp	32	54	66
Offen Petroleum LLC	1,737	2,111	2,308

Parkland (U.S.) Supply Corp	1	10	1
Petroleum Wholesale LP	68	72	84
Phillips 66 Co	968	8	

Chuckle Corner



"I see they haven't finished remodeling your bathroom."

COLORADO NEWS

continued from page 18

at the pump too."

Although he is now registered as unaffiliated, he told reporters he still leans toward the Republican Party. He said he agreed to host the event because, "I want my party back. I want normalcy."

LAKWOOD — Autowash Express recently opened its sixteenth car wash in the state of Colorado.

The business celebrated by offering free washes all day. Other giveaways included four tickets to a Colorado Rockies baseball game, popcorn and drinks. Otto, the Autowash mascot, made an appearance.

Autowash debuted in Denver in 2013 and rapidly grew to be one of the largest car wash companies in the state, with washes extending from Fort Collins to Denver.

"Our team is excited to open this new location with our industry-leading soaps and personal touch," said Autowash Express CEO Dennis Dreeszen.

WALSENBURG — Love's Travel Stops opened its seventeenth location in Colorado, adding 50 jobs in the community.

It is open around-the-clock and features 11,000 square feet containing parking spots for 46 trucks, 61 cars, and nine RVs.

It has six diesel bays, six showers, and laundry facilities.

COLORADO SPRINGS — This guy deserves the title of Shoplifter of the Year.

Police said a man committed 15 thefts at several convenience stores over a period of a few weeks.

Usually the suspect would make a beeline for the back of the counter and stuff cartons of cigarettes into a trash bag, then hotfoot it to the door before the clerk could react. Chad Hobson was arrested.

The price of cigarettes has gone up dramatically in Colorado so that may have been his incentive.

COLORADO SPRINGS — First it was carjackings. Now there are gang shoot-outs at gasoline stations here.

The latest occurred in mid-afternoon on

the southeast side of town. No one was injured despite the exchange of gunfire.

The shoot-out began, according to witnesses, when a man and woman walked up to the front of the Loaf 'N' Jug and started firing toward the store and a black sedan parked in front of it. Two men then emerged from the vehicle and returned fire. All four fled before police arrived, the first two on foot, the targeted two in the car. The front of the store was damaged as was a nearby car.

COLORADO SPRINGS — Sometimes it seems as if there is a car wash on every corner. And more are coming.

Quick Quack Car Wash is planning a fifth area store on the north side of town. Tommy's Express Car Wash expects to open its first car wash here in October on the south side. Big Splash Car Wash opened its first one here in December on the site of an old restaurant building that was razed and has purchased a record store in the central area where it will tear down the building and construct a car wash scheduled to open next year. Carlo Car Wash is a new entry. It has one under construction in the downtown area.

They will join several familiar local, regional and national operators, among them, Water Works Express, CAR Wash USA Express, The Hub, and 7th Wave, along with specialty facilities that combine car and dog washing, such as 5Star and the new Super Suds.

The trend is nationwide.

Although it costs millions of dollars to build and equip, after a few years car washes are a "real money-maker," said Matt Brunk, operations manager for Carlo Car Wash.

"In a restaurant you've got a lot of labor costs. At a car wash the equipment is doing most of the work."

Investors are taking notice and spurring the expansion.

Colorado Springs, in particular, is an attractive location, say industry experts.

The population is exploding, especially on the east side. It is common for several businessmen to be competing for the same spot to plant a car wash.

The weather provides a lot of business, often changing hour to hour. In the winter there is the snow with an occasional blizzard and the roads are treated with magnesium chloride to keep them dry, but this eats away at the underbodies of cars. Summer offers late afternoon rains and flooded streets.

Most of the new car washes in the city are tunnel washes. Others include full-service systems similar to tunnel washes but offering employee cleaning, automated washes where vehicles pass through a conveyor belt to be washed and dried

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without help, and the self-serve common to convenience stores.

EMA/NACS/PEI SHOWS

continued from page 5

have the opportunity to network and renew acquaintances while enjoying live music. This reception is open only to registered PEI attendees.

NACS will offer a General Session beginning at 8:30 a.m. on Friday, October 8 with the NACS favorite, "Ideas 2 Go!" This video program shows successful convenience stores around the globe using innovative ideas to grow their businesses, ideas that retailers can take home and adopt for their own companies.

The Exposition will open for a final time at 9:00 a.m., offering attendees a last opportunity to visit the hundreds of vendors on the trade show floor until the close of the trade show at 1:30 p.m.

For more information on the combined show, contact the NACS offices at (877) 684-3600 or check the NACS website at www.nacsonline.com or contact the PEI office at (918) 494-9696 at www.pei.org.

ADVERTISERS INDEX

Business cards	4,6,8,10,12,14,15,16
Classifieds	19
Fiedler Group, The	2
Emergency Environmental Services	9
Energy Exits	11
Mascott Equipment	3
Pacific Fuels + Convenience Summit	15
Pacific Truck Tank	2
Petroleum Card Services	7
Petroleum Marketing Equipment	13
Shields, Harper & Company	5
Venbrook Insurance Services	13
Western Petroleum Marketers Assn	20

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SCHEDULE of Events



MONDAY, February 21

- 8 a.m. - 5 p.m. Trade Show Setup
- 12 p.m. **Silent Auction OPENS**
- 12 - 5 p.m. **Registration OPEN**
- 8 - 10 p.m. "TOPGOLF" limited - ticketed event



TOPGOLF
Las Vegas

TUESDAY, February 22

- 7 - 9 a.m. "Get Up & Go" Breakfast Buffet Open - ticketed
- 7 - 11 a.m. Trade Show Setup
- 7 a.m. - 6 p.m. **Registration OPEN**
- 8 a.m. **Scholarship Golf Tournament**
- 8 a.m. - 12 p.m. EDUCATIONAL SESSIONS

Federal and Western States: Legislative Updates

Bio Fuels: Then, Now, and the Future

HR Management

Energy: What Moves Us Forward

12 - 4 p.m. **Trade Show OPEN**

4 - 6 p.m. **WELCOME BACK Celebration!**

Evening Open Suppliers Hospitality

WEDNESDAY, February 23

- 7 a.m. Cardlock Meeting
- 7 - 9 a.m. "Get Up & Go" Breakfast Buffet Open - ticketed

WEDNESDAY, February 23 continued

- 7 a.m. - 4 p.m. **Registration OPEN**
- 8:30 - 10 a.m. **KEYNOTE:**
TREY GOWDY
Four-Term Congressman and Fox News Contributor
- 10 a.m. - 3:30 p.m. **Trade Show OPEN** with Buffet Lunch
- 12 - 2 p.m. Ladies' Luncheon - ticketed
- 3:30 p.m. Brand Meetings
- 5 p.m. Cardlock Meeting
- Evening Open Suppliers Hospitality



THURSDAY, February 24

- 7 - 9 a.m. "Get Up & Go" Breakfast Buffet Open - ticketed
- 7 a.m. - 12 p.m. **Registration OPEN**
- 8 - 9 a.m. **EDUCATIONAL SESSION:**
FRANK ABAGNALE
Renowned Cybersecurity and Fraud Prevention Expert, bestselling author and subject of "Catch Me If You Can"
- 9 a.m. - 12 p.m. **Trade Show OPEN** with Buffet Breakfast
- 11 a.m. **Silent Auction CLOSES**



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VOL. 55, NO. 5

\$25.00 A YEAR

OCTOBER 2021



Idaho Governor Brad Little stopped by the Idaho Petroleum Marketers & Convenience Store Association Convention to meet with members of the Board — and had such a good time meeting the marketers that he decided to stay and enjoy the opening reception as well. It was one of the many highlights of the recent convention in Sun Valley, ID. Seen above: Idaho PM&CSA Executive Director Suzi Budge, Boise, ID.; Tony Stone, Jackson Energy, Meridian, ID.; Governor Brad Little; Tom Freeman, Jackson Energy, Vancouver, WA.; Josh Campbell, Phillips 66, Happy Valley, OR.; and Dennis Campo, Campo & Poole Distributing, Fruitland, ID. Additional photos begin on page 11.

INSIDE

- Advertisers.....19
- Caught In the Act.....2
- Colorado News.....6
- Gallon Reports.....18
- NACS/PEI Convention Preview.....5

PICTURES

- Arizona Petroleum Marketers Association Convention.....7
- Idaho Petroleum Marketers & Convenience Store Association Convention....11
- Swing for the Wish.....17

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