

SENECA NEWS

OFFICIAL NEWSLETTER OF SENECA COMPANIES, INC.

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A MESSAGE FROM JC

BY JC RISEWICK

At Seneca we are constantly working to stay on the technology forefront of product and service offerings to our valued customer base. For this reason, I'm very excited about our new partnership with ChargePoint.

Electric vehicles have certainly been in the news quite a bit in recent years, but the impact has been minimal in the market. Only about 2% of new vehicles sold in the United States were electric in 2018 - roughly

340,000 of the 17,000,000-total sold. However, that trend has been moving consistently upward.

One of the challenges of electric vehicle adoption is the lack of infrastructure. We believe there is a place for electric vehicles alongside their internal combustion counterparts. As a mobility fuel systems provider, Seneca is well-positioned to tackle this space. In fact, we like to think of it as another way to "fuel" a vehicle.

What makes this even more interesting is that there are two markets in which we believe opportunity exists. One being the retail channel such as convenience stores, hotels, drug stores and grocery stores – all selling to the end consumer. The other is the commercial market. Local governments are beginning to outfit their fleets with electric vehicles, from city buses to light duty vehicles.

You may be asking yourself why we chose ChargePoint over other manufacturers, or perhaps even who ChargePoint is. ChargePoint is the largest and most open electric vehicle charging network in the United States and has been in the EV charging business since 2007.

Over the last 12 years, they have developed an array of products to service everything from passenger vehicles to large commercial fleets.

ChargePoint equipment will charge any electric vehicle regardless of make or model. So, if you drive a Tesla Model S, Chevy Bolt, Porsche Taycan or Rivian pick-up truck, ChargePoint can charge them all. This is not necessarily the case with other EV charging equipment. The company also offers a complete line of commercial grade chargers for fleet vehicles. In addition, ChargePoint has a robust iPhone and Android app that allows the user to locate any ChargePoint charging station in the world.

The app will even handle payment transactions without the user ever having to take a credit card out of their wallet or purse.

Funding programs currently exist to build out infrastructure at both the retail and commercial levels at little or no cost today. If you are interested in establishing EV charging capability at your site, please contact your Seneca representative today and we will be happy to find out if you qualify and assist you in the process. ■



JC Risewick is the president and chief operating officer of Seneca Companies, Inc.



The electric revolution is here.

The leader in charge, Chargepoint is the only network with an integrated portfolio of hardware, cloud services and support delivering the smoothest possible experience for all businesses and drivers.

This strategic partnership allows Seneca to integrate ChargePoint into the product offering, giving our customers a full turnkey solution for EV Charging in addition to the traditional fueling market solutions Seneca is known for across the Midwest, Southern and Mountain regions of the United States.

Learn more at [chargepoint.com](https://www.chargepoint.com)



CLEAN. AFFORDABLE. ALL YEAR ROUND.

EPA FINALIZES RULE TO ALLOW YEAR-ROUND E15

BY DARREN BINNING & CHRIS HAGGARD

It's summer driving season and this summer just got a whole lot sweeter. Driving with E15 will now be possible thanks to the U.S. Environmental Protection Agency's (EPA) final rule to allow year-round E15 sales rather than just eight months out of the year. E15, or Unleaded 88, is a fuel with 15% ethanol and approved for all 2001 and newer cars, SUVs and light duty trucks. The fuel enhances engine performance, increases horsepower and runs cleaner through engine valves by eliminating deposits created by lower quality gasoline.

E15 was previously restricted from being sold during the summer driving season. The rule now extends the 1-psi Reid Vapor Pressure (RVP) waiver to E15 during the summer months to allow its sale year-round and modifies the Renewable Identification Number (RIN) credit trading.

According to chron.com, the EPA had limited sales of the fuel from June 1 through September 15 to prevent against potentially threatening increases in air pollution. But under pressure from Midwestern farmers, whose corn crops feed ethanol production, the Trump administration announced last year it planned to waive the restriction. As stated by Growth Energy, the nation's largest biofuel trade association, E15 is sold at 1,807 stations in 31 states throughout the U.S.

The recent verdict encourages the growth of a market where pioneers in advanced biofuels can grow alongside American farmers facing a devastating economic downturn. This change is expected to drastically increase ethanol demand, in turn boosting the grain market moving forward.

A big win for ethanol producers, farmers and c-store owners alike, this ruling is forecasted to significantly benefit Midwest drivers in the months and years to come.



So what does all of this mean for your c-store? With year-round E15, you now have the regulatory certainty to offer drivers a consistent fueling experience all 12 months of the year. For the customer, E15 is a clean-burning, less expensive choice.

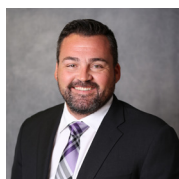
While E10, the most commonly used fuel in the U.S., contains 10% ethanol, E15 has just 5% more homegrown, high octane ethanol to help the fuel burn cleaner and save drivers more money at the pump, according to the Iowa Renewable Fuels Association. The number of cars approved for E15 continues to increase which means more consumers will want to fill up with the fuel blend. It's not too late to take advantage during this summer's driving season. Make sure you're meeting the demand with the right equipment.

Get ahead of the game with Gilbarco Veeder-Root's Encore Flex Fuel Dispenser. With customers requiring more alternative fuel options, the Encore NF Series achieves that while maintaining simplicity and safety of the fueling experience. The dispenser offers up to five product selections, all from one fueling position. A smart investment, you'll maximize branding and sales opportunities and bonus: keep your number of tanks to a minimum.

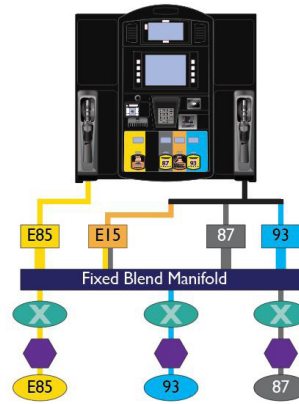
We at Seneca can help with your transition or upgrade to E15 fuel. The conversion requires time and effort to evaluate existing equipment, order new and verify compatibility. Some grants to upgrade may still be available in your area. Contact your Seneca sales representative for more information on how we can help you get started. ■



Darren Binning is the vice president of fuel systems at Seneca Companies, Inc.

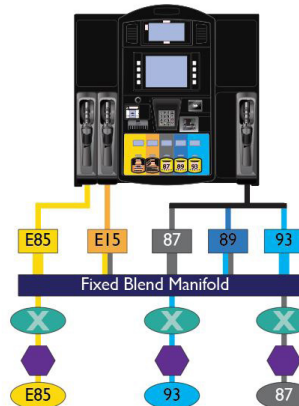


Chris Haggard is the vice president of sales at Seneca Companies, Inc.



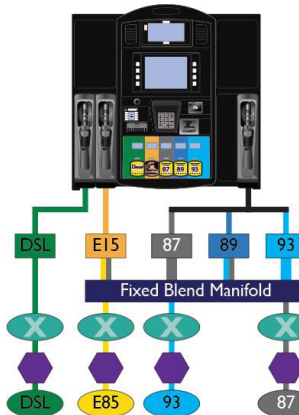
NF0 FOR ENCORE 700S

For the retailer who wants to offer E85, E15, and three standard grades through two hoses per side.



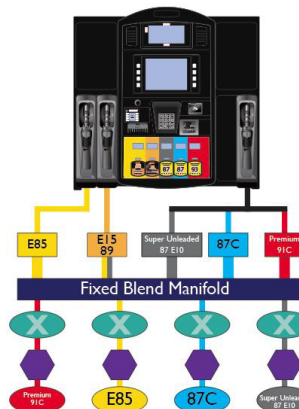
NF1 FOR ENCORE 700S

For the retailer who wants to offer E85, E15, and three standard grades through three hoses per side.



NF4 FOR ENCORE 700S

For the retailer who wants to offer diesel, E15, and three standard grades through three hoses per side.



NF8 FOR ENCORE 700S

For the retailer who wants the most flexibility with the widest variety of blended fuels with or without ethanol.

SENECA GENERAL CONTRACTING

WE DO IT ALL



Decades of convenience store, car wash and renovation construction experience



Experienced team of in-house carpenters, laborers and drafters



Airport facilities fuel systems construction



Team of highly skilled architects and engineers providing turn key solutions

HAVE AN UPCOMING PROJECT?

CONTACT YOUR SENECA SALES REPRESENTATIVE TO SEE HOW WE CAN BE OF SERVICE TODAY.



NEED PARTS?

WE'VE GOT YOU COVERED.

 store.senecaco.com

IS IT TIME TO REMOVE OR REPLACE YOUR TANKS?

BY LESLIE NAGEL

In July 2015, the EPA published their UST rule updates with an original implementation date of October 13, 2018. While implementation has been slow, and some states still don't have EPA approval, we know it's coming. Is it time to remove or replace those old tanks? In Iowa and Colorado there are extra incentives available, they include:

IOWA

\$15,000
PER SITE
REIMBURSEMENT

[LEARN MORE](#)

ON TANK CLOSURES FOR REGULATED TANKS. REIMBURSEMENT COSTS MUST BE PRE-APPROVED.

COLORADO

\$1/GALLON
OF FUEL STORED
UP TO \$30,000 PER SITE
REIMBURSEMENT

[LEARN MORE](#)

FOR TANKS OLDER THAN 2008. ADDITIONALLY, IF A RELEASE IS FOUND, THEY ARE CURRENTLY WAIVING THE \$10,000 INSURANCE DEDUCTIBLE.



Seneca has certified removers to explain the removal and reimbursement process. This incentive is not guaranteed to be available long term, so make use of the funding while it's available.

As a reminder, here's a recap of EPA's rule changes:

ALREADY IN EFFECT:

- Tanks and piping installed or replaced after April 11, 2016 must be secondarily contained and interstitial monitoring will be required. This includes new dispensers and installation of under dispenser containment (UDC).
- Effective October 13, 2015, ball floats can no longer be replaced or used in new installations as overfill protection. Overfill protection must be tested for proper operation at least once every three years with the first test by October 13, 2018.
- Effective October 13, 2015, regulators must be notified at least 30 days prior to switching to products containing greater than 10% ethanol or 20% biodiesel and demonstrate the compatibility of all equipment.
- Effective October 13, 2015, following repair/replacement of secondary containments and containment sumps - tightness testing must be completed within 30 days.

REQUIRED BY 10/13/2018 OR STATE APPROVED IMPLEMENTATION DATE:

- Emergency generator tanks, airport hydrant systems and field constructed tanks (i.e. previously deferred UST systems) must meet leak detection requirements. All new installations after October 13, 2015 must meet leak detection requirements at installation.
- Spill buckets and containment sumps will be required to be tested at least once every three years and replacement of "failing" spill buckets and containments will likely be required.
- Monthly and annual inspections will be required for all facilities to check for proper operation and maintenance of UST systems.
- All components of the ATG including probes, sensors, leak detectors, alarms and programming will be required to be checked for proper operation annually. ■

VIEW THE COMPLETE EPA RULE CHANGES [HERE](#).



Leslie Nagel is the environmental consulting manager at Seneca Companies, Inc.



IOWA HAS EXTENDED THE BLENDER PUMP PROGRAM THROUGH 2020

Let Seneca help you upgrade your station's fuel offerings to include E15, E85 and biodiesel blends by using this grant-funded program.

LEARN MORE

REACTIVE vs. PROACTIVE

BY LOYD PHILLIPS



Many of us strive to be proactive, especially as a business. But a plan to be proactive can be intimidating with the costs associated and unnecessary if there isn't an immediate need to be. However in hindsight, it is always less expensive to be proactive rather than reactive when an actual emergency does occur.

This especially applies for your aboveground and underground storage tanks. As an owner of any storage tank, whether it's 100 gallons or a million-gallon bulk storage tank farm, a discharge or serious breakdown in service costs significantly more to fix than any regularly scheduled maintenance cleaning.

Daily monitoring and recording of the tank and its surroundings with regularly scheduled maintenance are key preventative measures to deter leakage. Leakage could potentially result in environmental pollution, fuel contamination and even broken equipment. It's up to you as the owner to make sure the product is being safely stored at all times in a suitable environment.

Tank cleanings are necessary for a variety of reasons. Perhaps you've been having tank equipment issues, or you need to change out the stored product for a different material or it's time for an internal inspection when the tank needs to be completely drained.

When the time does come to schedule one, no matter what the reason, we at Seneca can help.

For tank cleanings, you need skilled professionals. Seneca's team of field technicians are all highly trained to safely and effectively clean your site. Our training includes 40-hour HAZWOPER, confined space entry and rescue, fall protection, excavation safety and OSHA requirements. We can handle any type of product: animal fat, petroleum, food grade, hazardous waste material, chemical and agricultural grade products.

Not only do we train, we also have the equipment to clean your tanks. Our services include high pressure hydroblasting, vacuum/hydro excavation, confined space entry cleaning, vessel, sump and basin cleaning, waste transportation and disposal services.

If you have questions, please feel free to contact us, our experts can answer your questions and eliminate any concerns you may be having with storage units.

Together we can be proactive. ■



Loyd Phillips is the vice president of waste solutions & safety at Seneca Companies, Inc.

CONTAINMENT TESTING LESSONS

BY JENNIFER CARPENTER

Many of you are literally knee deep in containment testing to meet the Environmental Protection Agency's (EPA) new rules that went into effect October 13, 2018. If you are, then the lessons below were hard learned. If not, hopefully they help you navigate containment testing at your facilities.

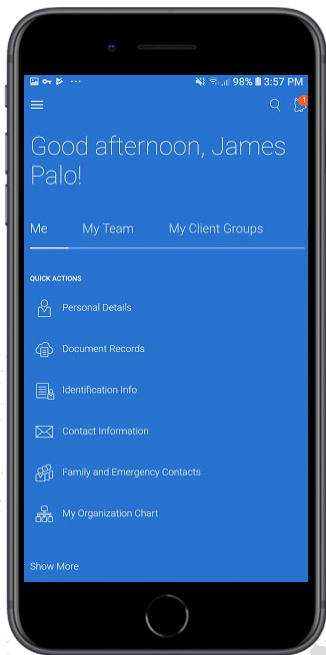
1. Don't procrastinate. EPA/state deadlines are looming.
2. Testing and/or petroleum repair contractors have limited capacity for work and book up fast.
3. Repair materials needed to fix entry boots and/or replace containments have lead times from the manufacturers that need to be considered.
4. You will encounter multiple types of failures at a particular containment of which one or more of those failure points may go unnoticed until initial repairs are made and a re-test is completed.
5. Containment repairs to existing equipment can be tricky. Allow plenty of time.
6. Make sure scheduling forms are submitted (if required) to regulatory agencies.
7. Make sure testing waters are properly disposed of.
8. Remember safety first.
9. Pay attention to the details. Paperwork and pictures are essential, especially if quotes for repairs are necessary.
10. Make sure all repair paperwork is submitted to regulatory agencies (if required) after testing and repairs.
11. Keep track of installing double wall spill buckets and as long as you monitor the interstitial area, you can avoid future three year tests of your spill buckets.

Remember, unless double wall spill buckets and/or containments are installed and periodically monitored, all containments that you are testing in the first round will have to be tested again in three more years. ■



Jennifer Carpenter is the compliance & dispatch department manager at Seneca Companies, Inc.





SENECA LAUNCHES NEW HUMAN RESOURCES MANAGEMENT SYSTEM

BY CASEY SCHEVE

In this fast-paced and ever-changing professional world, companies look to their human resources departments to manage the workforce. With technology continuing to develop daily, it is essential that HR departments find ways to effectively engage employees.

Recognizing this as a top priority, Seneca Companies has launched a new platform, Oracle Human Capital Management's Human Resources Management System (HRMS). We have implemented this state-of-the-art application to consider talent-centric perspectives, deliver collaborative tools and processes, create an engaging and mobile interface and provide insights for managers.

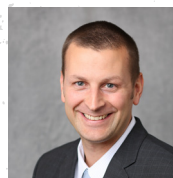
Oracle offers the most complete HCM cloud solution on one common platform with recruiting, core HR, talent management, payroll, time tracking and work-life solutions.

HR processes intend to be streamlined, accounting for the unique needs of the Seneca workforce as well as our valued customer base. Seneca's commitment to automating manual processes is allowing for more self-service capabilities across the board. The goal is to move from tactical to strategic in the coming months to better manage current and potential employees.

In addition, the speed at which new employees are recruited and hired is faster and more streamlined than ever.

The new HRMS will assist in standardizing on a set of modern best practices throughout the organization. This system will help employees, managers and human resources personnel better track important documents and resources. Managing employees' time is now more accessible and accurate, with managers having more scheduling and budgeting capabilities as well. Improving accuracy on our end, improves accuracy in processes for clients, such as billing. Win-win.

The primary goal of HRMS is to make routine HR processes easier. In doing this, the focus will be to retain and nurture current employees. Seneca encourages professional learning and growth and through this new platform, it will be a goal to make more of these opportunities available and attainable for all employees. ■



Casey Scheve is the chief financial officer at Seneca Companies, Inc.



The Complete Solution

SENECA COMPANIES will meet or exceed our customers' expectations. Our employees are committed to treating customers, suppliers and each other with integrity, honesty and respect.

CORPORATE HEADQUARTERS

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