

SENECA NEWS

OFFICIAL NEWSLETTER OF SENECA COMPANIES, INC.

IN THIS ISSUE

PAGE 1
A MESSAGE FROM JC

PAGE 3
FUEL COMPATIBILITY
REQUIREMENTS

PAGE 5
EV CHARGING: THE
FUTURE OF FUELING

PAGE 7
CUSTOMER PARTNERSHIPS
& THE COMPLETE
SOLUTION

PAGE 8
CONSTRUCTION YOU CAN
COUNT ON

PAGE 9
ADVANCED & AUTOMATED

PAGE 10
GET THE MOST OUT OF
DUE DILIGENCE

A MESSAGE FROM JC

BY JC RISEWICK

2019 has certainly been another eventful year here at Seneca! We have been able to accomplish a great deal this year through the efforts of our valued team members. A lot of hard work takes place to pull everything off, so I would like to say a heartfelt THANK YOU to all our valued Seneca team members. Here are just a few of the things our employees were able to accomplish:

- Seneca is now a ChargePoint and Gilbarco electric vehicle equipment charging partner. We can offer full EV charging solutions from equipment installation to parts and service throughout our entire geography.
- Chris Biellier has taken responsibility of strategic accounts with Seneca. Chris has industry knowledge that is second to none in our business and is a valuable resource to our important customer base.

- Loyd Phillips took on the role of vice president of waste solutions and safety.
- We successfully completed our semi-annual strategic planning development which involves a six-month process beginning at our branch levels.
- 95 new employees were hired.
- 10 new store builds were completed through our General Contracting division.
- 9 remodeling jobs were completed through our General Contracting division.
- We successfully made it through two polar vortexes and one bomb cyclone extreme weather event.

- Our technicians hydrostatically tested and repaired over 2,000 spill buckets, UDCs and STPs in four different states.
- IT helped implement three new internal software systems.

Finally, I'd like to extend a sincere THANK YOU to our valued customers. Thank you for trusting us to handle your needs and we hope to continue earning your trust and business for many years to come. Enjoy what remains of 2019, and I look forward to what 2020 will bring!



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

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WHAT YOU NEED TO KNOW: FUEL COMPATIBILITY REQUIREMENTS

BY DARREN BINNING

USTs all over the United States store regulated substances including automotive fuels made from petroleum or a blend of petroleum and other regulated substances. The United States Environmental Protection Agency's (EPA) regulations require that USTs are built, maintained and continue to function in a manner which ensures petroleum and other regulated substances are stored safely.

According to www.epa.gov, the compatibility requirement has been in effect since 1988, regulating USTs storing petroleum and other hazardous chemicals, including the prevention of external corrosion of metal components coming in contact with soil. Since October 2015, owners storing or aiming to store certain regulated fuels or substances are required to meet three additional requirements: inform their implementing agency; prove compatibility; and keep detailed records.

Meeting fuel compatibility requirements can be daunting, but it's a necessary responsibility that must be accomplished by all retail and non-retail facilities storing petroleum, ethanol and biodiesel. Regulations continue to evolve and with that, the demand for fuel alternatives follow. With the introduction of new fuels, fuel blends and additives, meeting these requirements is essential for optimal performance of your fuel systems.

Fuel stations must update equipment for new biofuels, such as E15 and confirm necessary fuel ratings for compatibility with the EPA Office of Underground Storage Tanks (OUST) and state regulations. Two biofuels, primarily ethanol and biodiesel, have significantly increased their volume share of the total national vehicle fuel market over the last decade. Isobutanol is expected to become more widespread in the future fuels market.



Maintaining compatibility also lowers the risk for environmental issues, water intrusion, internal tank corrosion and other safety concerns. As a fuel station owner, make sure you're staying ahead of the curve by adapting to meet the marketplace demand.

Guaranteeing compatibility of UST systems with these fuels is essential. Storing a fuel that is not compatible with any UST system may endanger the integrity of the UST system as well as the environment. Incompatibility between fuels stored and UST system materials can result in equipment or components such as tanks, piping, gaskets, or seals becoming brittle, elongated, thinner, or swollen when compared with their condition when first installed according to the EPA's website.

State approved UST programs ease the burden of maintaining compatibility with fuel site operators only obligated to report to state enforcement. (can show map of 2019 states with approved UST programs) Has your site met all necessary EPA regulations? Learn more by visiting <https://www.epa.gov/ust/underground-storage-tanks-usts-laws-and-regulations> or call your Seneca representative today to see how we can help you meet fuel compatibility requirements. ■



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

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ELECTRIC VEHICLE CHARGING: THE FUTURE OF FUELING

BY CHRIS HAGGARD

Electric vehicle technology is rapidly changing the outlook of the modern fueling industry. Fueling stations and convenience stores are the backbone of mainstream transportation and are particularly vital in this new frontier. Consumers know they can depend on gas stations to be where they need them, when they need them. And fuel sites must adapt to the ever-changing fueling industry.

Our longstanding partner, Gilbarco Veeder-Root has teamed with Tritium to enter the electric vehicle (EV) charging market. We at Seneca Companies have proudly jumped on board to continue bringing our customers the most innovative products and services in the fueling industry.

Seneca chooses to partner with businesses and brands we trust. There is something Gilbarco Veeder-Root and Tritium both value: premium quality. Seeking unmatched innovation in design and engineering, this pursuit for excellence is at the heart of these brands – something we at Seneca can certainly get behind.

This is reflected in the cutting-edge Veefil-RT 50kW model with its patented liquid-cooling system, small footprint and appealing design. This EV fast charger is quickly becoming a leading choice for fuel sites with easy set-up and low maintenance. With different color options and customizable branding design, the Veefil-RT will easily conform to suit your corporate image.





Advancements in design and engineering provide increased reliability with this robust electric vehicle fast charger. This model was designed to function optimally in a wide range of environmental conditions with patented liquid-cooled technology that reduces wear and boasts a durable UV resistant exterior to maximize brand visibility.

With reduced set-up costs and faster installation time, customers can expect low maintenance to ensure maximum up time. The user interface speaks a language everyone can understand. The intuitive layout and icons clearly walk the user through the charging process without using

a word and POS & OCPP Integration will facilitate an easy connection to your existing POS system.

The electric vehicle wave is coming. Make sure your business is prepared for the ride. Contact your Seneca sales representative to start a conversation today. ■



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



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CUSTOMER PARTNERSHIPS AND THE COMPLETE SOLUTION

BY CHRIS BIELLIER

According to the Cambridge Dictionary, a strategic partnership is defined as “an arrangement between two companies or organizations to help each other or work together, to make it easier for each of them to achieve the things they want to achieve.”

Our company is like a wagon wheel and our customers are the center hub. The spokes represent all the services those customers need. We are constantly examining these spokes to determine what we can add to make it easier for customers in terms of service and technology – giving them maximum results with minimal effort expected on their part. Our slogan is “The Complete Solution.” We want to surround customers with all the services they need to get their jobs done – a “we work hard, so you don’t have to” tactic.

At Seneca, our mission is to identify customers’ needs and deliver quality solutions. The next and particularly vital tier of our customer relationships involves utilizing a synergistic approach in our business strategy. Our goal is to pinpoint whether Seneca’s other divisions can provide additional services for a customer we already have a solid relationship with.

Perhaps a customer hires Seneca to perform a hydro-blasting job within our Waste Solutions

Services division, yet is also looking to hire a construction company for another job within their business and is unaware that Seneca has a General Contracting division that could provide the service they need.

It is our job at Seneca to bridge the gap and make current and prospective customers aware of the breadth of solutions we provide as a full-service company. In the past, most businesses had to rely on several service providers to complete one job. At Seneca, the wide range of services we offer amongst our various divisions allows the customer to look to us as their “one stop shop.” As a customer, conducting business with one representative at Seneca to service all your needs, you’ll be able to streamline processes without sacrificing quality, time or money.

Seneca works diligently to provide our customers with “The Complete Solution.” Cross promoting our services within our Fuel Systems, General Contracting, Environmental, Remediation & Process Controls, Waste Solutions Services and Automotive & Commercial Equipment divisions is advantageous for both Seneca and the consumer. Mutually beneficial partnerships allow both businesses to profit from each other while escalating their overall reach.

Our continual objective as an expanding business is to foster long-term relationships that adapt to our customers’ needs as time goes on. Being able to visualize this concept on a global scale will allow Seneca to grow and continue to benefit from strategic customer partnerships for years to come.

Interested in learning more about Seneca’s divisions and the array of services we provide? Contact Chris Biellier, vice president of environmental and strategic partnerships at 515-343-4679 or cbiellier@seneaco.com. ■



Chris Biellier is the vice president of environmental and strategic partnerships at Seneca Companies, Inc.

CONSTRUCTION YOU CAN COUNT ON.

BY COREY HACKETT

MORE THAN C-STORE CONVENIENCE.

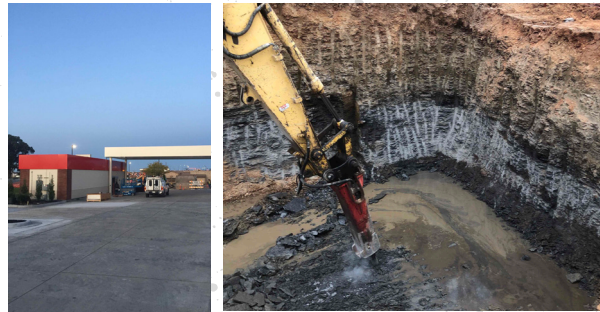
Our team recently completed an online ordering grocery pick up site in Liberty, MO and have a similar one underway in Omaha, NE. Utilizing off-site contracting for these buildings sped up site construction time and reduced disturbance to the existing business's daily operations. Seneca's on-site crews and project management teams fully understand the importance of managing the above concerns and strive to deliver a quality product on-time along with putting public and customer safety at the top of their lists.

WORKING THROUGH THE COLOR CHANGE IN BEAUTIFUL NW ARKANSAS.

Our Southern general contracting team recently started construction on a new convenience store in Boonville, AR. This site had a large amount of existing building demolition and site work that needed to be completed. Shortly into the excavation process for the new underground fuel storage tanks, crews encountered heavy native rock and were forced to strategize how to evacuate close to 11 feet of solid rock for the tank installation. Our team was successful with foundation and under slab utilities installed along with building erection and petroleum piping to begin soon.

GETTING AGGRESSIVE ON BIG REMODELS.

Our site superintendents and in-house skilled carpentry crews have been very busy around the Omaha, NE area remodeling several stores for one of our major clients that recently acquired 9 stores from another chain. The process of these remodels includes



the following scopes: re-branding of exterior signage and interior imaging, demolition and replacement of existing coolers and freezers and the expansion of restrooms. Crews are also busy installing of complete kitchens, upgrading HVACR systems including new roof top units and interior ducting, installing new floor tile work, patching and casework, setting of all kitchen and refreshment equipment and installing owner-supplied interior graphics.

By utilizing Seneca's in house carpentry staff and working site superintendents, we have been able to meet all scopes without any disruption to daily business of each site.

This allows our customers to continue selling fuel and providing their store customers a limited amount of product selection in the interim.

Special projects like these allow our teams' combined years of experience and diverse skill sets to shine as we understand the needs of our customers. In doing so, we're able to create a smooth process from start to finish. ■



Corey Hackett is the business development - general superintendent for the general contracting division at Seneca Companies, Inc.

ADVANCED & AUTOMATED

BY **LOYD PHILLIPS**

This past year, Seneca's Waste Solutions Services division invested in automated tube bundle hydro blasting equipment. Automated equipment is the next generation of hydro blasting services and with this new venture, Seneca is now at the forefront. Not only is automated equipment a safer way to clean heavy-duty surfaces, it's faster and more efficient than performing manually.

Safety, speed and precision are only a few of the major benefits this automated equipment brings to the table. Because this new equipment is automated, technicians can be positioned a safe distance from the blasting. It also requires fewer people to complete the same job. Since implementing, the automated equipment has improved efficiency and continues reinforcing our company-wide safety focus.

Technicians no longer need to enter confined spaces to perform blasting jobs. Our equipment operates by a control panel and camera to position the flex lance guide tubes within the exchangers and evaporators. Although operators are located outside of the confined spaces, they are still able to skillfully control speed, pressure and emergency shutdown of the tool.

This eliminates any risk of working in the high-pressure blast zone as well as working around steam, low lighting, cables and hoses that can cause accidents. Everything is controlled

remotely, including water pressure, eliminating the need for additional laborers and more importantly, the extra cost.

Advantages of automated tube bundle hydro blasting equipment:

- Safer environments, as minimal manual work is required.
- Increased productivity.
- Increased flexibility due to remote operation.
- More intensive and consistent cleaning.
- Less downtime.
- Ability to clean vertically, horizontally or any other angle.
- Ability to clean any size of bundle.
- Minimal water and energy used.

Need to schedule a cleaning? We guarantee satisfaction with the automated tube bundle hydro blasting equipment. Contact your Seneca sales representative today and let us show you the difference. ■



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

GET THE MOST OUT OF DUE DILIGENCE

BY LESLIE NAGEL

Does the sale price seem too good to be true? Is the seller pushing back on completing adequate due diligence? These are major red flags that should not be taken lightly. When making a commercial real estate transaction, hidden environmental liabilities can cost upwards of a million dollars. If you're preparing to make a significant property transaction such as a purchase, lease or refinance, then environmental due diligence is imperative to determine risks and avoid devastating liabilities.

The Environmental Protection Agency (EPA) has set the standards for conducting environmental due diligence. Environmental due diligence is described as a formal process called "All Appropriate Inquiry," that assesses real estate for potential risk of environmental contamination utilizing a standard practice governed by ASTM E 1527-13 and by the Federal Rule 40 CFR 312.21. Environmental consulting professionals determine the extent and type of assessment warranted, which varies based on the property.

The top reasons for conducting a Phase I:

- Reduces liability – protection under CERCLA (Innocent Landowner or bona fide prospective purchasers).
- Aids negotiations on sale price – who is going to pay full price for a contaminated property?

The Phase I seems simple enough. So what goes wrong?

- Utilizing an old Phase I – the report is valid for 180 days. Buyer protection ends after that unless a new Phase I is completed.
- Not meeting the ASTM standard – the standard is updated regularly. Does your consultant know the requirements?
- Not completing the Phase II – The government may have given the property a clean bill of health, but further development of the property may cost the buyer a substantial amount.



EXAMPLE SCENARIO 1:

A commercial buyer does everything right – both a Phase I and Phase II are completed at a former gas station. Contamination is confirmed but the state does not consider the contamination “at risk” in place with the known receptors. The buyer starts developing the property. What environmental issues will the buyer possibly encounter?

- Contaminated soil disposal – just because it’s not at risk in place, does not mean it’s risk-free when moved. Disposal costs can be over \$100/ton to remove and haul to a landfill.
- Contaminated soil and groundwater “in place” – are you adding something that could now be at risk? Water lines, sewers, water wells, foundations, etc. can all be considered at risk receptors. Vapor barriers or a possible change in construction materials can drastically increase costs.
- Contaminated groundwater – it’s not at risk where it is, but it will not meet a discharge requirement for the sanitary or storm sewers. Hauling or remediating contaminated water can drive up costs rapidly.

Improper disposal of contaminated soil and groundwater may lead to both federal and state fines including possible jail time. What is recommended? It’s best to try and set up permits and approved disposal locations early. The more information you give your environmental

consultant, the better you can prepare or negotiate into the sale price, prior to the acquisition of the property. If the cost of development is too high, it may be best to walk away.

EXAMPLE SCENARIO 2:

A commercial buyer completes the required Phase I prior to purchasing a property next to a former auto repair shop. The neighboring property was classified “No Action Required” with the state; therefore, the buyer did not complete a Phase II. During the spring, heavy rainfall causes the town to fail the discharge testing for waste oil in its storm/sanitary lagoons. The buyer identifies waste oil vapors in the crawl space of the property and determines that the sump pump is the issue. The sump pump is discharging out to the town’s lagoons. Who is responsible? How much will the clean up cost? The issue is still pending, but it is assumed cleanup costs will be over \$500,000.

It is crucial to choose a trustworthy environmental consultant for the due diligence process to be effective and beneficial. All of Seneca’s due diligence managers have over fifteen years’ experience in the environmental field and can assist you through this tedious process. ■



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



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