



July 30, 2026

HAZMAT Training/Certification for VPCMA Members

During the last several years we have been providing HAZMAT transportation training/certification utilizing J.J. Keller & Associates On-Demand video series. This training is a federal mandate. All intrastate and interstate motor carriers transporting hazardous materials, in quantities requiring the display of placards, must provide this training to individuals who are considered HAZMAT employees. Individuals who fall under this definition require initial 172.704 training/certification after 90 days of employment and then reoccurring training every 3 years. [Click here](#) to learn more about HAZMAT transportation training requirements (refer to the highlighted sections).

J.J. Keller will maintain records of completed training by employee that you can access in the event of a U.S. DOT audit. For added convenience this program is available on line so that your employees may take the class at a time convenient to their schedule. This program is available free of charge to the membership, because of our alliance with the National Oilheat Research Alliance (NORA) and the Pennsylvania Petroleum Association (PPA).

If your company would like take advantage of this complimentary membership benefit in 2026, please email a roster of employees (first name, last name, unique email address) to Jessica Reeder (jreeder@papetroleum.org) at the PPA who will facilitate their enrollment within the J.J. Keller platform. You will then receive additional information from both the PPA and J.J. Keller on how to complete the online training.

Mastercard Temporarily Pauses ENDS-Related Assessments Following Coalition Letter July 29, 2026

From EMA

Mastercard has [temporarily suspended assessments](#) against certain retailers cited for ENDS-related compliance issues while affected merchants implement remediation plans. The card network's action follows a July 22, 2026 [coalition letter](#) from EMA and allied trade associations, challenging Mastercard's interpretation of FDA policy.

Background

Recently, Mastercard issued substantial fines to retailers selling vape/e-cigarette/Electronic Nicotine Delivery Systems (ENDS) products not appearing on FDA's list of 45 marketing-authorized products. Mastercard's actions appear to have followed April 2026 letters from a group of State Attorneys General, urging the payment card networks to assist in curbing sales of illicit e-cigarettes. EMA joined the National Association of Tobacco Outlets, NACS, and the Convenience Distribution Association in a July 22, 2026 letter to Mastercard General Counsel Tiffany M. Hall. The coalition expressed support for efforts to stop illicit vape sales but objected that Mastercard's enforcement is based on the incorrect premise that every ENDS product lacking FDA premarket authorization is subject to FDA enforcement.

The coalition letter cited FDA's May 8, 2026 guidance, Enforcement Priorities for Certain New Tobacco Products Marketed Without Premarket Authorization. FDA

explained that, because it lacks the resources to pursue every unauthorized ENDS product, it generally does not intend to prioritize enforcement against products covered by accepted and filed Premarket Tobacco Product Applications (PMTAs) (or certain pending supplemental PMTAs), provided specified criteria are met. The guidance does not apply to products presenting heightened public-health concerns or those with features appealing to minors.

The coalition asked Mastercard to revise its policy to confirm that products marketed consistent with the FDA's May 8 guidance, and in compliance with applicable state and local restrictions, may be sold at retail pending a final FDA determination on the particular PMTA at issue.

Mastercard's Response

In a July 27, 2026 reply, Ms. Hall stated that Mastercard's May 2026 acquirer update was intended to remind acquirers to be mindful of FDA and other jurisdictional requirements and to implement robust controls, and that Mastercard did not request any acquirer to alter its relationship with merchants selling lawful ENDS products. Citing additional information received regarding acquirers' specific merchant customers, Mastercard advised that it has decided to temporarily pause any assessments to provide customers additional time to execute remediation plans and ensure compliance. Mastercard committed to providing updates as they become available.

What This Means for EMA Marketers

Although Mastercard has paused assessments, it has not yet indicated that it will adopt the compliance standard reflected in FDA's May 8, 2026 enforcement guidance. EMA and the coalition continue to maintain that this guidance permits the retail sale of certain products with pending PMTAs notwithstanding the absence of a marketing authorization.

Members that have received Mastercard assessments or communications from their acquiring bank should:

- preserve all assessment notices and related correspondence;
- document the PMTA status of ENDS products offered for sale;
- verify compliance with applicable state ENDS directory and licensing requirements; and
- continue working with their acquiring institution regarding any requested remediation while the temporary pause remains in effect.

EMA will continue its efforts with the coalition to seek clarification that Mastercard's policies appropriately reflect FDA's current enforcement guidance.

Thank you, Channing Martin!

We recently heard from longtime VPCMA member Channing Martin of the Williams Mullen law firm that he will be retiring effective this Friday, August 1. Over the years he has worked with many members on complex legal challenges impacting fuel distributors and has been a presenter at many of our annual meetings over the years. We wish him and his wife Blair the best as they start a new chapter. He had this to say:

"After 47 years of practicing law and representing many VPCMA members in environmental matters, it's time for me to move on to the next chapter. I have enjoyed the association I've had with VPCMA and its predecessors for many decades, including the presentations I've made and meetings attended. Blair and I have made lifetime friends among VPCMA members and their spouses, and we will certainly miss being with everyone at the Annual Meeting.

All the best,

Channing Martin (cjm385108@gmail.com)"

Registration Open for 78th Annual Meeting

Registration is now open for the VPCMA 78th Annual Meeting at the Greenbrier Resort in White Sulphur Springs, WV. We are pleased to announce that our room rate is \$275 single or double. This is a rate you are not likely to find here any other

time. We hope that you will take advantage of it and sign up several members of your team to attend. [Click here](#) for Greenbrier room reservations.

As we always hope to see new faces each year especially at such a wonderful location, we will again be hosting a first-time attendee reception just prior to the general welcome reception on Sunday hosted by Motiva. After the reception will be dinner and our annual awards presentation. For Sunday's events, attire is business casual (coats without ties for men.)

The 2026 educational sessions are truly exceptional. We are excited to welcome Motiva to the stage to kick off with our keynote presentation. We'll also hear from Matrix Capital Markets Group about what is new with their business and the world of mergers and acquisitions. Then we'll have an insurance fraud presentation by our partners at Federated Insurance. On Tuesday we are pleased to welcome Glenn Hasken of Molo Companies in Dubuque, IA who is currently serving as the Chair of the Energy Marketers of America. We'll also hear from a representative of the Virginia ABC Department, which will soon be implementing new legislation imposing a registration fee and annual fees for all locations selling tobacco.

On Monday afternoon the Catterton Memorial Golf Tournament returns to the Greenbrier Meadows course. This event honors the memory of Elijah Davis Catterton who served the association from 1948 until his death in 2002. After golf all meeting attendees are invited to the 19th hole reception. Monday evening is open for supplier hospitality.

Of course, the Greenbrier is the site of America's only privately owned casino, and you may want to try your luck while there. Please remember that men must wear a blazer or jacket in the casino.

Click below for the full meeting promo and to reserve your spot!

[Register for Meeting](#)

[Greenbrier Reservations](#)

[Meeting Promo](#)



Catterton Memorial Golf Tournament Sponsorships Available

The 2026 Dave Catterton Memorial Golf Tournament returns to the Greenbrier on Monday, September 21 at the Meadows Course. We will have shot-gun start at 12:30. The scramble will feature prizes for the top 3 teams as well as several proximity contests and winners will be rewarded at our 19th hole reception on the clubhouse porch after the tournament ends.

Click below for tournament and hole sponsorship opportunities.

Golf Tournament Sponsorships

Welcome New Members

HTP Energy

920 10th Ave. N
P.O. Box 809
Onalaska, WI 54650
(608) 779-6506

Heather Barak - heather.barak@htpenergy.com

Shannon and Associates LLC
4929 Boulder Run Rd.
Hillsborough, NC 27278
(919) 803-9247
Manufacturer Representatives in Petroleum Industry
Alan Tapscott - a.tapscott@shannonandassoc.com

Thank You EMA PAC Contributors

A couple weeks ago we, along with EMA 1st Vice Chair Lewis Wall, initiated our solicitation for contributions to the Energy Marketers Association (EMA) of America's Political Action Committee. As a VPCMA member, you are automatically a member of EMA which lobbies Congress and interacts with many regulatory agencies that impact the nation's fuel marketers. An important component of that representation is supporting those elected officials who support us on Capitol Hill. Federal political contributions must be made by **personal check**. We hope that you will join us in sending a personal check for \$150 made out to "**EMA PAC**." Please mail to the office as follows:

VPCMA
7275 Glen Forest Drive
Suite 204
Richmond, VA 23226

Thank you to all of our contributors to date:

Mike Andrews
Lash Barksdale
Bob Claytor
Danny Cockerham
Jim Emmart
Ryan Gray
Barry Grizzard
Bill Holtzman
Rick Koontz
Lloyd Little
Elizabeth McCormick
Herbert Milby
Molly Morgan
Cary Nelson
Mike O'Connor
John Phillips
Ron Prewitt

Jim Ridenour
Arnold Riggs
Corey Russell
Gordon Sutton
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Lewis Wall
Jack Woodfin

Sincerely,

Mike O'Connor
President, VPCMA



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