

# update

Michael J. O'Connor, President

April 14, 2016

[www.vpcga.com](http://www.vpcga.com)

## Do Your Dispensers Comply with Virginia Labeling Mandate?

Under Virginia law every motor fuel pump dispensing gasoline blended with ethanol must affix a label to the dispenser. Regulations allow for two labels - either "contains ten percent ethanol," or it can state "contains up to 10 percent ethanol." Members are strongly suggested to review all of their dispensers to assure that they are in compliance with the law. You can view a copy of the Weights and Measures directive [here](#). For those that need them, VPCGA has these labels in stock. [Click here](#) for ordering information.

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## West Virginia Enacts Changes to its Below-Cost Law

*From Oil Express*

West Virginia recently altered its below-cost law to enable gas stations in the state to better compete with those in neighboring states, especially Virginia, where state fuel taxes are 17 cpg lower than in West Virginia. The below-cost law was changed to: allow for rebates, discounts and coupons as long as the customer earns them; exclude coverage of the first 15 days after a grand opening; prohibit a mark-up on state and federal fuel taxes; clarify that plaintiffs must prove damages; and remove the call for treble damages, according to Jan Vineyard, president of the West Virginia Oil Marketers & Grocers Association. The measure takes effect in June.

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## Federated Insurance Introduces Tanker Rollover Prevention Program

Property damage, pollution liability, lost revenue, injuries, fatalities, damaged reputation-all potential outcomes of a single tanker rollover. Petroleum marketers and transport companies know that simply alerting drivers to this risk may not be enough. But, when they combine critical information with compelling and effective training, they

can help protect their drivers and the lives of other motorists. To support its petroleum marketer clients and their employee drivers, Federated Insurance is introducing an enhanced tanker rollover education and prevention program: "The Point of No Return." This updated program examines the causes, effects, and prevention of rollover accidents. The materials incorporate recommendations from Federated petroleum marketer clients and national recommending associations PMAA and SIGMA. Included are a training video and employee safety meeting handouts, which discuss the principles of S.A.F.E. driving (Speed, Attention, Fatigue, Emotion). These four factors can increase the potential for a rollover, but the knowledge gained through "The Point of No Return" tanker rollover prevention program could help drivers make it home safely every day. "The Point of No Return" materials will be available to all Federated petroleum marketer clients in the months ahead. Please contact your local Federated marketing representative with questions.

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## **Welcome New Member**

### **Reliable Tank Line**

2403 Commerce Rd.  
Richmond, VA 23234  
(804) 231-0364

### **Petroleum Hauler**

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