

Quarterly Newsletter

July 2021
Issue - 15

Inside this issue:

Extraordinary Circumstances	2
Our Family of Companies	2
Ready, Set, Go!	3
Foundation	3
24/7 Helpline	3
Monthly Walkthroughs	4
San Ann Legacy	4
A Customer Called One Day...	5
Thank You, Lord	5
New Business	5
New Leadership Announced	6
A Dream Come True	7
San Ann Continued	8

4TH JULY
HAPPY INDEPENDENCE DAY
God Bless America



LEWIS & Raulerson, INC.

"Integrity Driven...Service Powered"

Est. 1938

Electric Vehicles – A Hassle and Not So Clean Energy Transition

Political Propaganda for A Liberal Agenda—By: Bill Raulerson



I wrote an article in recent years that stated electric vehicles would not replace the internal combustion engine (ICE) in North America or anywhere else by 2035 much less by 2050 - at the time analyst forecasted a 2% market share. Well, its still 2%!

While electric vehicles are being promoted by our current leadership in Washington, our neighbor to the West (California) known proponents of green energy are switching back to ICEs. As documented by the University of California and published in Nature Energy, drivers that purchased electric vehicles between 2012-2018 found that close to a one-fifth or 18% of battery electric vehicles buyers switched back to gasoline powered vehicles, as did 20% of plug-in hybrid buyers. The main problem reported by drivers was the charging times. Many of us live very busy lives and we can all agree time is critical. While filling up with gasoline may only take minutes, electric vehicle charge time can take hours. *Below are some critical numbers to compare when considering charging stations.

Now, the real story. The International Energy Agency (IEA) recently published a 287-page report released in May 2021 titled "The Role of Critical Minerals in Clean Energy Transitions". You know the type of plan to spend trillions of dollars to accelerate the energy transition from hydrocarbons – the oil, natural gas and coal that today supply 84% of global energy needs to "Clean Energy". A better title would have been: "Not Soon, Not Easy, Not Clean".

Clean energy requires mining industrial and infrastructure that doesn't exist. Wind, solar and battery technologies are built from an army of "Energy Transition Minerals" that must be mined and processed. Demand for key minerals such as lithium, graphite, nickel and rare earth metals would explode, rising by 4,200%, 2,500%, 1,900% and 700%, respectively, by the year 2040. The world doesn't have the capacity to meet such demand, and if it were

pursued at the quantities dictated by the goals of the energy transition, the world would face daunting environmental, economic and social challenges, along with geopolitical risks. Plus, most minerals are located in China.

Green Energy machines use far more critical minerals than conventional energy machines do. "A typical electric car requires six times the mineral input of a conventional car, and an onshore wind plant requires nine times more mineral resources than a gas fired power plant". In essence, it takes more energy to produce a unit of renewable energy than it can produce.

The transition is a "shift from a fuel-intensive to a material-intensive energy system". The current proposal for clean energy transition is a shift away from liquids and gases whose extraction and transport leave a very light footprint on the land and are transported easily, cheaply and efficiently, and toward big-footprint mines, the energy-intensive transport of massive amounts of rocks and other solid materials, and subsequent chemical processing and refining.

Now, you know the truth regarding Hydrocarbon verses Green Energy.

Credit: www.nerdwallet.com, www.oilprice.com – by: Irina Slav May 3, 2021, OPIS Vol XLIV, Issue NO 20, Biden's Not-So-Clean Energy Transition by Mark P. Mills May 11, 2021, University of California.

"Yall Come Back Now, Ya Hear"

"Black Gold - Texas Tea" - Good Selling. Bill & Jed



*Type	Power	Charge Time	Miles Produced
Household Charging Station	120 Volts	17-20 Hours	100 Miles
Most Public Charging Stations	240 Volts	4-5 Hours	100 Miles
High Powered Charging Station	440 Volts	40 Mins	100 Miles
Telsa Super Charging Station	480 Volts	15 Mins	200 Miles

OUR FOUNDERS...OUR HISTORY



Ernest Lewis, Founder
1898-1978



Bill W. Raulerson, Partner
1915-1987



Carl Howard Lewis, 2nd Generation
1930



Grady Carl Lewis, 3rd Generation
1962-2012

Extraordinary Circumstances Require Extraordinary Effort

By: David Turner, President



Cyberattack! Events like this don't occur in the United States – not to OUR infrastructure. Not to the Colonial Pipeline, and certainly NOT to, arguably, our country's most important energy asset!

The events that unfolded during the week of May 7th, 2021 were certainly eye-opening to those who are involved in ensuring that the daily business of hundreds of millions of Americans occurs without interruption. One would think that a country that depends so desperately on its energy distribution infrastructure would have the foresight to protect its most vital piece of that function. I question how, with the technological capability and the collection of skilled, talented minds that are involved in the energy industry, this ever happened to us. But it did....and it will happen again.

This wasn't the first assault that we have had to our way of life in America. Anyone remember the Pandemic? Remember the shortage of goods caused by the shutdown and then the resulting panic-buying and the efforts made to resupply necessities that we as Americans take for granted (toilet paper, cleaning supplies, food, etc.). There were a LOT of heroes recognized during these events. First responders, nurses, doctors, law enforcement personnel.....truck drivers. YES, the American truck driver. The backbone of our country's distribution infrastructure. More importantly, at least in my opinion, the American fuel transport driver (short truck drivers included).

Our company is fortunate to have multiple supply points from which to source refined product for delivery to its company-owned, customer-owned retail sites and commercial end-user facilities. We currently source approximately 50% of that product from the Colonial Pipeline. Upon its shutdown, our efforts pivoted to sourcing product from our deep-water terminal suppliers, primarily in Jacksonville, Florida. That sounds easy. Our office is located approximately 75 miles from those terminals. The obvious problem for us is that our customers aren't necessarily as well located. In our Georgia distribution operation, we have many customers that are



located in excess of 200 miles from Jacksonville. We could have easily elected to simply allow those customers to run empty until the crisis came to an end. However, our tagline, **"Integrity Driven... Service Powered"** served as a reminder to the team members of Lewis & Raulerson and Friendly Express that we don't simply turn our backs on our customers during trying times. Our mission became simple, do everything that we can to protect our way of life and the way-of-life of each of our customers.

I am so thankful for our transportation team. The men and women who comprise this segment of our organization committed themselves to doing everything possible to ensure that the fuel kept flowing no matter how difficult the circumstances might be. We were not perfect. We had stations that ran dry. However, each dispatcher and driver in our organization made it their personal mission to work as hard as possible to see to it that product was distributed as evenly, and as fairly, as it could be. We could not have made this happen without their dedication and commitment to our business and our way of life. I hope that no one takes for granted the hard work that these folks put in and the physical and mental challenges that they had to overcome in order to make our efforts during this time successful. Next time that you see one of these folks, be sure and show them your appreciation for the danger and difficulties that they face in order to be of service, not only to our company, but to our country each and every day.



LEWIS & Raulerson, INC.
"INTEGRITY DRIVEN...SERVICE POWERED"

LEWIS & Raulerson
CARRIER GROUP, LLC

PSG
Petroleum Services Group
Professional Service Guaranteed

Petroleum
Products



Family of Companies

Ready, Set, Go!

By: Casey Hall, Executive Coordinator



Summer is here and everyone seems eager to hit the road and travel. Lake Guntersville is located in the lovely hills of Northeast Alabama and it's a hot spot for fishing. Bassmaster's Elite recently hosted an event at Lake Guntersville which covers over 67,900 acres. Matt Arey and Team Toyota topped off at Waterfront Bay Grocery & Tackle prior to the 4 day tournament. Lewis & Raulerson, Inc. is a proud supplier of this popular Shell site.

"The site recently had a record in one day gas sales" stated Connie Cofield, Lewis & Raulerson Business Development Manager of AL. "The owners, Jana and Paul are a joy to work with, they are awesome folks and do a great job", Connie continued.

As pandemic related restrictions are lifted, we are bound to see an increase in travel. According to AAA, an increase of 60% of Americans were forecasted to travel this past Memorial Day compared to 2020, but 13% less than 2019. When comparing fuel sales for our company operated sites, we saw the same type of uptick from last year while not quite reaching the desired gallons from 2019. Americans seem to be more optimistic and most families are planning to travel this summer. Fingers crossed for increased volume as we enter into the high peak travel season. Good vibes and high tides are on the horizon. Get out there and enjoy.

Pic credit: bassmaster.com / Alan McGuckin)



"Feeding Families on Friday" Program



Buy any fountain drink or coffee on Friday at Friendly Express and we'll donate \$.10 for every cup sold!

Money benefits local food pantries.

Total Donations as of May 2021: **\$227,498**

LEWIS & Raulerson, INC.
"Integrity Driven. . . Service Powered"

**On-Call / After Hours Helpline
provided below (24/7)**

L&R On Call / After Hours Dispatch:

1-912-288-3025

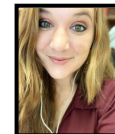
PSG On Call / After Hours:

1-866-291-6606

Monthly Walkthroughs and How PSG Can Be of Service

The Progressive - Page 4

Ashley Grooms, PSG, Environmental Compliance Specialist



How often do you check your spill buckets? The fill pipes and caps? How about your release detection equipment? Hopefully the answer to those questions is monthly. As part of the new December 2020 GA EPD regulations, recorded monthly walkthroughs became mandatory to maintain Environmental Compliance. Although this requirement can be fulfilled at the site level, PSG, with the assistance of 7G Environmental, has taken the hassle out of completing this monthly task. By subscribing to the 7G Monthly Walkthrough service, we can help to ensure that this new regulation is not overlooked.

Once subscribed, a 7G representative will visit your site monthly to conduct the required inspection. During the walkthrough, the technician will inspect various areas, including the fill area, dispensers, containment sumps, and the ATG, where applicable. Any site using an ATG for monthly monitoring will have a copy of the monthly PASS report collected for record keeping. For sites equipped with an Impressed Current system for Cathodic Protection, the technician will record the rectifier readings as well. The 7G technician will attach photos taken during the inspection and cite any issues they may have encountered as follow-ups in the report. Upon completion of the walkthrough, PSG will receive and review the report and provide guidance for addressing any issues. Additional services include painting the fill lids when needed and having a 7G representative available to be on site to assist with EPD Inspections (given enough notice). The cost per site for this service is \$95 per month. If interested in this monthly walkthrough service or if you have any questions regarding the service or Environmental Compliance in general, please feel free to contact me at (912) 490-1168 or by email at agrooms@petroleumservicesgroup.com. Here at PSG, we are happy to help you meet your environmental compliance needs. For more detailed information regarding UST Regulatory Compliance, please visit <https://epd.georgia.gov/about-us/land-protection-branch/>



ENVIRONMENTAL PROTECTION
DIVISION



San Ann—Proud History Continues

By: Connie Cofield, Business Development Manager, AL



San Ann creator, Peck Scott (pictured bottom right) would come to be a household name for many in Boaz, AL.

His popular service stations were conveniently located across the lovely state of Alabama.

The name San Ann came from his daughters Sandra Kay and Peggy Ann.

In 1955, Mr. Scott began selling used cars. Soon after he went to work for a new car dealership in Boaz. Scott was a salesman for Tate Motor & Implement Company. His next accomplishment would be opening his very first service station just South of Boaz on Hwy 431 with his partner. The business was named S&W Oil Company. By 1960, they operated 22 stations. They increased that number to 40 only two years later. The name would be changed from S&W Oil Company to San Ann in 1962. As business increased over the years, Mr. Scott ventured out into other businesses. He served as a member of The Sand Mountain Bank Board of Directors and was a partner of The Boaz Enterprise (builders of The Holiday Inn in Boaz). During the urban renewal years, Scott purchased a property along N Main Street. This property would be home to Scott Plaza. Scott Plaza was a collection of businesses under one roof including a restaurant **(Continued on Page 8)**



A Customer Called One Day...

The Progressive - Page 5

By: Clay Parker, Petroleum Products



Kim Chason has been employed with Plantation Petroleum/Lewis and Raulerson for more than 14 years. Prior to joining Plantation Petroleum, she worked with Autry Petroleum for 10 years. Kim currently handles customer orders, billing and customer service issues, among many other tasks. Her past roles and functions have also included: dispatching, pricing fuel, retail inventory, and environmental compliance.

I decided to focus on Kim for this issue of "The Progressive" because of a phone call I received last month. One of our loyal customers called and started the call by telling me that I had a "rare gem" on my team. The woman explained that she had been dealing with Kim for years and that her husband would wait to order fuel until they were out. Her husband, she explained, was not always the easiest person to deal with, but Kim was always pleasant and helpful regardless of the circumstances. I thanked the woman for taking the time to say something nice and she simply said, "She is wonderful, and you needed to know!"

I passed the compliment along with my thanks to Kim, I asked her if she liked her job. Kim smiled and told me that she loved her

job. She explained that she didn't just do one thing but was able to tackle different tasks every day that kept the work interesting. She added that she had developed relationships with most of the customers and she loved dealing with all of them. I asked Kim to explain how she dealt with difficult people or circumstances. "Always be kind, regardless of the situation." "We keep our customers a long time and I try to listen and understand what they are telling me." "Most people tend to calm down when they know you are listening and trying to help."

Kim teaches all of us a lesson that kindness is always important and to listen and try to help the person we are dealing with.

Thank you, Kim! We are proud to have you on our team!

"Always be kind,
regardless of the situation."

Kim Chason



Lord, Thank You For The Rain

Hoping all of our commercial customers are blessed with the rain needed for their crops. Please give us a call if we can be of service as you transition into harvest season.



Thank You For Choosing Lewis & Raulerson, Inc.

New Business and Retention Offers

Austinville	City of Waycross	Kingsland Grocery	Pig Jig	Xpress Food Mart
AV Food Mart	Country Store	Liberty 7	Riceboro Food Mart	Tobacco Express
Bacon County	EZ Corner	Mitt's #1	Stop N Save 23	Tobacco & Beverage
Carvers	Flint River			



Family of Light Product Brands
ExxonMobil



Family of Lubricant Brands



Shell ROTELLA® T
Energized Protection™

New Leadership Announced



Welcome To The Team

Amy Wood
Director of Enterprise I.T.

We are thrilled to announce the addition of Leadership to our Lewis & Raulerson family of companies.

Amy Wood (top), Director of Enterprise I.T., Raul Buenrostro (bottom left), Director of Retail Marketing and Rebecca Ganas (bottom right) Director of Retail Training and Loss Prevention. The new team members bring great vision, experienced leadership, and innovative approach to the retail industry.

We look forward to Amy, Raul and Rebecca joining our "work family" and we are excited to have the experience, knowledge and commitment that they will bring to the company.

Family of Companies

LEWIS & Raulerson, INC.
"INTEGRITY DRIVEN...SERVICE POWERED"

LEWIS & Raulerson
CARRIER GROUP, LLC

PSG
Petroleum Services Group
Professional Service Guaranteed

Petroleum
Products



Lewis & Raulerson and its family of companies look to the future with new goals and an inspiring vision for growth.

A Dream Come True

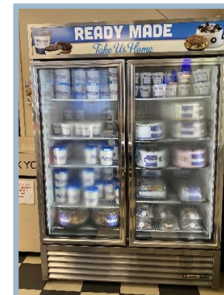
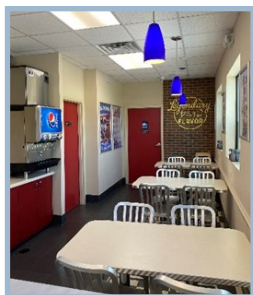
BY: Michelle Harris, Sales Support Specialist



I recently had the pleasure of visiting with Raj and Nilam Patel, owners of Chevron Food Mart in Kingsland, Georgia. They have been loyal customers and friends of Lewis and Raulerson, Inc. for more than 15 years. The couple also own Ritter's next door. During my visit, Raj and Nilam were kind enough to share their success story with me. Raj owned and leased the Dairy Queen which was located next door to his store. When the Dairy Queen lease expired, Raj decided to pursue his longtime dream of owning his own burger and ice cream shop. After much research, Raj learned of the new franchise, Ritter's Frozen Custard and Burgers. The reviews for Ritter's were great and the products were very close to what Raj had envisioned. The closest Ritter's was in Port Orange, Florida (135 miles away). Raj and Nilam set out to try Ritter's for the first time. They tested a variety of products to attain a broader perspective of the menu. Their experience was great. They gathered friends and family and traveled back to Port Orange for additional feedback. All agreed - Ritter's it would be! Raj applied for the Ritter's franchise; however, his request was denied. The franchise decision was based on the fact that his building did not have enough square footage. Raj did not give up. He convinced the franchise representative to come to Kingsland, Georgia and tour his location. Once they arrived and saw his pristine site, Raj and Nilam were given the green light to open the first and only Ritter's in Georgia! Raj worked diligently with an architect to design the perfect floor plan. He added an outdoor patio for additional seating. Ritter's Frozen Custard and Burgers Kingsland, Georgia opened in July of 2018. Raj and Nilam are very pleased with the Ritter's franchise and success they've had since opening. They are located off of I-95 and serve many local customers along with the traveling public.

"It has always been of dream of mine to own and operate a great burger and ice cream shop" – Raj

After sharing how his dream came true, Raj and Nilam invited me in for lunch. I was excited because I love burgers and ice cream! Who doesn't? The restaurant was immaculate! There was a hustle in the kitchen as they prepared to serve their customers. They prepare fresh, handmade burgers daily. The frozen custard is also made fresh daily. As soon as the shop opened at 11:00 am, customers flooded the lobby and drive thru. I met some "first timers" to Ritter's. They ordered a mint chocolate chip frozen custard and a mint chocolate chip smoothie. Both said they were delicious! I had a single bacon cheeseburger with crinkle cut fries (my favorite). My lunch was fantastic, I was officially a fan. This was even before the delicious Coffee Crunch frozen custard I ordered for dessert! Ritter's also offers Italian ice, which is a great dairy free alternative. Ritter's was a delightful experience. I appreciated the hospitality Raj and Nilam extended to me. I encourage everyone to stop by and say hello to Raj and Nilam the next time you're in Kingsland. Congratulations, Raj and Nilam. You had a dream and did not give up. Thank you for bringing Ritter's to Georgia!



LEWIS & RAULERSON, INC.
P.O. BOX 59
WAYCROSS, GA 31502

(San Ann—Continued from Page 4.) and small movie theater. Scott moved his premium store to this location also. Mr. Scott enjoyed giving back and loved his community. See photo on right of both daughters in pony cart give away on Labor Day.

Fast forward many decades and Mr. Scott would be proud to see the San Ann flag still waving in the great state of Alabama. Peggy Ann (his daughter) owns and operates the one and only San Ann. She is proud of her father's history and hopes the updated site design will bring back memories for many in the area. Lewis & Raulerson, Inc. is proud to supply this legacy site. We wish San Ann all the best for many more decades. A ribbon cutting will be held in the near future to honor the new updated image.



SANANN

Free

Pony-Cart And Harness
Will Be Given Away
Labor Day Sept. 7th

Register For Free Pony-Cart & Harness
At Any Of Your 16 S & W Stations And
Also Stations That Are Being Supplied
By The Scott Oil Co. In Marshall -
DeKalb And Etowah County.

YOU DO NOT HAVE TO
BE PRESENT TO WIN. THE
LUCKY NUMBER WILL BE
POSTED AT ALL THE STAT-
IONS - AND WILL REMAIN FOR 3
DAYS - IF THERE IS NOT A WINNER
AT THE END OF 3 DAYS - THERE WILL
BE A NEW DRAWING.

We Invite You To Try Our New 400 H.P. Gasoline.
"You Always Get the Best for Less"

AT YOUR **S & W Stations**