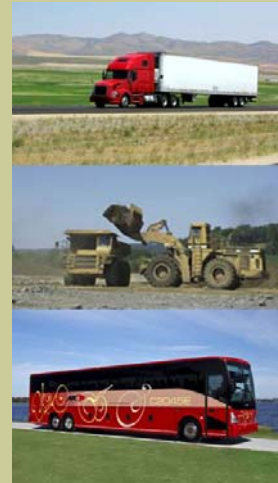


Forward to a Friend



SOKOLIS GROUP

Fuel Management & Consulting



Fuel Lines

Critical News & Information for Businesses
that Depend on Fuel and Fuel Services

Volume 5-09

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What Doesn't Affect the Price of Fuel?

For those of you that don't think fuel is a big part of why we protect certain countries or why wars happen in other countries, it might be time to crawl out of your cardboard box (please recycle). We all know that when it's cold, fuel prices go up. Summer time gas prices go up (it's the driving season). Hurricanes, wars, strikes, pipeline issues, any kind of none sunny weather, prices go up. Then you go into supply issues from OPEC, foreign policy issues, strategic oil reserve, China, India and the list goes on and on. What never occurred to me that could play a major effect on the price of fuel is a PIG.

Sure if you read [PIG](#) which we mentioned in our blog last week. Clearly depending on your view of the people of OPEC or people in control of fuel supply, you might think they are PIGS. But the Swine Flu is a form of influenza that originated in pigs and can now be caught and spread by humans. They say it originated in Cancun, it's surprising it did not start in Washington with all of the pork that comes out of there. It's serious stuff.

Dear Reader,

My does time fly. President Obama is leading us in his first 100 days, it seems like just yesterday we were having the famous Hillary battles. As they say driving season is starting this month. So go get in your car and drive. I guess they call it the driving season because people take more vacations in the summer time and drive to them that makes it the driving season. The **Sokolis Group** can drive like crazy now. The company needed a new car so we went off the charts. We bought American. We bought Ford. We bought a Hybrid. It gets 41 mpg and 700 miles to the tank, now that is driving GREEN. You can't talk the talk if you can't walk the walk. I look at this as our own little Sokolis Stimulus package.

Take a minute and look at our new web site. The opening page ([click here](#)) says it all. We appreciate your business, referrals and also look forward to having a few more people become success stories in fuel savings.

Regards,



Glen Sokolis

President



If you have an idea or topic you would like to see discussed here or if you would like to contribute an article for future issues, please e-mail me at gsokolis@sokolisgroup.com

What does that have to do with Fuel? A lot right now with the stock market and fuel market basically flat over the last couple of weeks both would love to jump onto something to Bull or Bear run. With this disease no one knows if this is something simple, it gets contained and goes away OR everyone gets worried more now, not only about, how bad their retirement funds and houses have taken a beaten but more importantly their health.

This could lead to the market falling, which could lead to the fuel market falling or maybe just because fuel likes to be different it goes up. Clearly, companies that have the Swine Flu shot, Purell or masks will do real well. It has been said before, it's just worth repeating, if oil does follow the market down, if the Swine Flu continues to cause issues, wouldn't it be ironic that a Pig Flu would hurt the OPEC countries after they were Hogs last summer with the price of fuel.

We still believe that we are looking at cheap gas, \$2.00 a gallon, cheap gas compared to the \$4.00 you paid last summer. Our thoughts are diesel fuel remains around \$2.25 a gallon, also low compared to the \$5.00 a gallon last summer. For those of you that have price insurance remember it's always better to be safe then sorry. For those of you who don't use the **Sokolis Group** for your fuel management, it's always better to spend a little money and have a solid fuel program that is run by professional fuel experts, than thinking your program is just fine, when in reality you're getting slaughtered. At the current market prices you might say how can I get slaughtered? Real easily if you are paying 10-20 cents a gallon more than you would be if you had Sokolis Group managing your fuel program. Those fuel costs add up if you're buying 20,000 gallons a month @ 20 cents too much. That's \$4,000 or \$48,000 in one year! Or if your company consumes 100,000 @ 20 cents too much, that's \$240,000 in a year! That is real money and a lot of it! Real money that could move from your expense sheet to your bottom line and it is a whole lot of money to give away in a difficult economic environment.

Do you know for sure? Want to sleep better at night? 267-482-6160 or www.sokolisgroup.com. Stay ahead of your fuel management needs.

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SHOUT OUT TO AAA MIDATLANTIC

They provided Philabundance a charity that distributes food for people in need in the metro Philadelphia that the Sokolis Group supports with 10 GPS units so that the Philabundance drivers could find food pick up and drop off areas easier. Helping them save money on fuel, time and most importantly being able to get the food distributed to those that need it. Hats off AAA MidAtlantic.

Philabundance is always in need of monetary donation but also could use truck lease help, food donations, fork lifts, trash collection. It feels good to give.

Testimonial

"I am very impressed with the professionalism, knowledge and sense of urgency of the entire Sokolis team. The level of reporting is incredible and is allowing us to manage margins down a critical component of operational expense."

Anthony Ciccone

AAA Allied Auto

Vice President Member Services



MAVERICK ENERGY



Last month we made a mistake and put the wrong logo and link to our partner Maverick Energy. After they provide that excellent information for our audience we are sorry.

[Click here for more information on](#)

[Maverick Energy.](#)

OSHA

We had a phone interview with James W Stanley, President, FDRsafety, LLC & Former Deputy Assistant Secretary of Labor for OSHA about what he believes OSHA Under Obama what we could expect.

Question: What will be OSHA's top priority under President Obama?

Answer: The Obama transition team has heavily stressed worker safety and health as an area of emphasis for the administration. There will be an increase in the use of

Sokolis Solutions

Save Money, Review the Following:

- **Time:** Route planning, Account service time
- **Resource:** Vehicle capacity, Route efficiency
- **Production:** Drivers, Warehouse, Customer Service
- **Overhead:** Vehicle repair, Overtime, [Fuel \(Click Here\)](#)

Look hard into these areas and I am sure you will find some loose dollars that will make your operation more profitable.

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higher penalties for citations/violations. The high-risk industries such as construction and heavy manufacturing can expect more scrutiny. OSHA will probably increase its enforcement staff to ensure these areas of emphasis are addressed.

Question: Can we expect any new OSHA regulations?

Answer: I do not know if there will be many new standards proposed in the near future, but I believe that there will be more emphasis on the existing regulations. The OSHA recordkeeping requirements will be one of the first issues addressed. OSHA will increase the attention given to this regulation because they believe that many employers have been inaccurately reporting injuries and illnesses for some time.

Question: What else should we expect from OSHA?

Answer: One issue that is new this year concerns the enhanced OSHA liability of employers on multi-employer worksites. In 2009 the U.S. Court of Appeals ruled on a case (Solis v. Summit Contractors) that basically allows OSHA to increase its citation/violation authority over owners and controlling employers... OSHA may and probably will hold owners and and/or controlling employers accountable for the safety performance of their subcontractors.

Question: What can my company do to ensure that they are providing a workplace free from recognized hazards?

Answer: The best thing a company can do is to ensure that their safety and health program is effective and enforced at all levels of the organization. Conducting a compliance audit (mock OSHA inspection) which reviews hazards assessments, training and required documentation, safe job procedures, operator certifications, recordkeeping and required safety and health program implementation(lockout, confined space, fall protection etc) is highly recommended. Utilizing third party professionals can supply unbiased feedback to your programs.

FDRsafety is a full service safety training and consulting company based in Brentwood, TN. For more information about FDRsafety, go to www.fdrsafety.com or call 888-755-8010.



DOE Prices

as of May 4, 2009

US = \$ 2.185

EastCst = \$ 2.226

NewEng = \$ 2.382

CenAtl = \$ 2.365

LwrAtl = \$ 2.152

Midwst = \$ 2.124

GulfCst = \$ 2.153

RkyMt = \$ 2.262

WCst = \$ 2.306

CA = \$ 2.316

Sokolis Strategic Alliances

Here is a selection of companies with whom we share a strategic relationship. These companies do not pay to be promoted by us, however, we feel strongly that they can help your company.

Carbon Fund



Non-profit company, trying to reduce the carbon in the air

Diesel Fuel Should be Used More

Different countries do have different standards in regard to how much pollution gas and diesel fuel automobile engines are allowed to emit, but the reason you see fewer diesel cars in the U.S. is more of a choice by automakers than the product of a decree by regulators on either side of the Atlantic.

Since the advent of the automobile age in the U.S., gas has been king of the road; today upwards of 95 percent of passenger cars and light trucks on American roads are gas powered. And the federal government has done its part to keep it that way, taxing diesel at a rate about 25 percent higher than gas. A recent assessment by the American Petroleum Institute, an oil industry trade group, found that federal taxes accounted for 24.4 cents per gallon of diesel but only 18.4 cents per gallon of gas.

In Europe, where in many regions about half of the cars on the road run on diesel, these tax incentives are flip-flopped, with diesel drivers reaping the economic benefits accordingly.

But according to Jonathan Welsh, who writes the "Me and My Car" Q&A column for The Wall Street Journal, interest in diesels-which typically offer better fuel efficiency than gas powered cars-has gained significant momentum in the U.S. in recent years given the uptick in gas prices. The popularity of diesels also surged, albeit briefly, in the mid-1970s after the U.S. suffered its first "oil shock" that sent gas prices through the roof. But gas prices settled down and so did American fever for diesels at that point. ([click here for Fuel Management](#))

Today, though, with so much emphasis on **going green**, diesel cars-some of which boast similar fuel efficiency numbers as hybrids-are on the comeback trail in the U.S. Recently passed regulations require diesel fuel sold in the U.S. today to have ultra low emissions, which appeals to those concerned about their carbon footprints and other environmental impacts. Also, the increased availability of carbon-neutral biodiesel-a form of diesel fuel made from agricultural wastes that can be used in place of regular diesel fuel without any engine modifications-is convincing a whole new generation of American drivers to consider diesel-powered cars. Right now only Volkswagen,

Maverick Energy
MAVERICK ENERGY



*Natural Gas & Fuel Hedge
Programs*

Philabundance

PHILABUNDANCE

*Non-profit company, helping to
feed people in need*

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Mercedes and Jeep sell diesel-powered cars in the U.S., but Ford, Nissan and others plan to launch American versions of diesel models already successful in Europe within the next year.

Meanwhile, the U.S. Coalition for Advanced Diesel Cars, a trade group that represents several automakers as well as parts and fuel suppliers, would like to see the U.S. government increase incentives for American drivers to choose diesel-powered engines by leveling the fuel taxation field—so gasoline and diesel could be competing fairly at the pump—and by boosting tax breaks on the purchase of new, more fuel efficient diesel vehicles.

Quote

***A man who views the world the same at
fifty as he did at twenty has wasted
thirty years of his life.***

- Muhammad Ali

EASY WAYS GO GREEN

In celebration of Earth Day last month we've put together some easy ways you can go green and save some green at the same time.

Whether you express your love for Mother Earth by planting a tree, or by taking a hard look at your lifestyle choices on Earth Day, we have some suggestions from the experts on ways you can reduce your carbon footprint. Some of the ideas you have no doubt heard before (Click Here takes them to our Go Green, Our part), and others can save you thousands of dollars.

- Experts say one of the easiest things you can do for your wallet and the earth is to **unplug your electronics** and some appliances when you're not using them. It doesn't cost you anything to do, and it can save you around \$10 a month on your utility bill.
- Another way to go green is by **replacing your old incandescent light bulbs with fluorescent** ones. They use 75 percent less energy and pay for themselves after six months.

to request a free,
preliminary
savings evaluation.

It's never too late to start
saving money. Find out
how much you could be
saving.

Your company can help lead the country in Environmental Stewardship with these 3 Golden Rules.

- Recycle
- Reuse
- Reduce

[Click here for more information](#)

- Experts also say to **buy your food locally** if possible. This keeps food costs down and keeps money in the community. Also, if you're able to eat one meatless meal a week, you can also save yourself some green.
- **Take shorter showers.** If you cut your shower time down from a standard eight minutes to four minutes, you can save ten gallons of water. Also, replacing your standard shower head and toilets with a low-flow model will pay for itself with the money it will save you in bills.
- **Recycle**

your old electronics, or resell them online.

- **Stop junk mail** and catalogues by calling the companies and asking to be taken off their lists.
- **Skip the bottled water**

and bring your own from home in a re-useable containers.

Make your own cleaning products by mixing vinegar and water and baking soda and water to clean naturally without harsh unnatural chemicals.

If you are in the market for new energy-efficient appliances, the government is sweetening the deal in the form of tax credits.

Many different energy-efficient home appliances and products for home improvements are eligible for tax credits at 30 percent of the cost, up to \$1,500.

