



ELBOW RIVER MARKETING LTD.

HAZMAT Railcar Loading/Unloading Safety Presentation

ELBOW RIVER MARKETING (ERM) IS A NORTH AMERICAN LEADER IN SUPPLY, MARKETING AND LOGISTICS



Overview



ERM is a highly experienced marketer of multiple petroleum products

- Founded in 1984, currently 50 employees (42 in Canada, 8 in the USA).
- Presence across North America with offices in Calgary (head office), Minneapolis, Kansas City, Nashville, and Mexico City.
- Market over 20 different commodities in Canada, USA and Mexico.
- Diversified supply across North America.
- ERM has won the NAR Grand Slam Award for 5 consecutive years.

ERM succeeds through strong business relationships and unrivaled market knowledge

- Relationships with all Class 1 North American rail carriers and short line railroads, and numerous rail car suppliers.
- Relationships with producers, midstream co., terminals and storage facilities across N. America allow ERM to deliver on customer expectations.
- Primary and exclusive marketer for several oil exploration and production companies.
- Deep market knowledge allows ERM to find new supply sources and/or end-markets for products, helping solve supplier/demand challenges.

ERM is a wholly owned subsidiary of Parkland Corporation

- Parkland is the largest independent fuel marketer in Canada.
- Rapidly expanding market presence in the US with fuels and logistics business.

HOW ERM QUALIFIES OPERATORS & SITES

- ▶ **ERM implements a Risk Assessment/safety audit to screen 3rd party operators and transload operations.**
- ▶ **Risk Assessments must be completed by ERM personnel or by an approved 3rd party contractor before operations commence at a new facility.**
- ▶ **ERM's Risk Management Team must approve each Risk Assessment.**
- ▶ **Risk Assessment specifically examines site infrastructure and operations.**
- ▶ **Any deficiencies found during the audit are tracked and need to be resolved by a certain date.**



ERM Risk Assessment/Safety Audit

- ▶ Risk Assessment covers the following areas:
 - ▶ Operator overview/Site Emergency Response Plan.
 - ▶ Site/Rail Overview.
 - ▶ Site proximities to communal gathering places & Environmental Receptors.
 - ▶ Regulatory Overview.
 - ▶ Site Security.
 - ▶ First Responder Capabilities.
 - ❑ Ensure local fire department is invited to visit sites on a regular basis.
 - ▶ Operator Training.
 - ▶ Operator's Policies & Procedures.
 - ▶ Incident History (if any).
- ▶ ERM has completed ~55 Risk



KEY POLICIES & PROCEDURES

▶ KEY POLICIES & PROCEDURES:

- ▶ Written Loading/Unloading Procedures.
- ▶ ERM must approve Railcar Checklist based on AAR Pamphlet 34.
- ▶ PPE Policy.
- ▶ Grounding & Bonding Procedures.
- ▶ Weather Policies.
- ▶ Heel Detection Procedures.
- ▶ Process to determine last contained product in railcar.



HAZMAT TRAINING

▶ KEY TRAINING COURSES:

- ▶ Operator required to have a Training Program/Job Mentoring Program in place for new operators.
- ▶ CFR 49 Hazardous Materials Training – (General Awareness, Security, Safety, etc.).
- ▶ Product specific training.
- ▶ Railway operations training.
- ▶ Internal employee audit program.
- ▶ Operator competency refresher training.



BAD ORDER CAR PROCEDURE

- ▶ **ERM and Site Operator MUST Have an Agreed Upon Bad Order Car Procedure.**
- ▶ **Policy Must Include:**
 - ▶ **Railcars must be inspected by operator prior to loading/offloading of product.**
 - ▶ **If any defects are found, the car should be rejected.**
 - ▶ **All defects must be reported to ERM Logistics immediately.**
 - ▶ **Photos of defects need to be sent to ERM.**
 - ▶ **ERM must approve all railcar repairs.**
 - ▶ **All repairs and associated testing must be completed by a certified technician/shop/MRU before going back into service.**



INCIDENT INVESTIGATION

- ▶ **All onsite incidents need to be reported and investigated.**
- ▶ **Root cause analysis.**
- ▶ **Lessons learned/remedial actions.**



TRANSPORTATION OVERSIGHT

- ▶ ERM choose to procure tank cars through a lease process as opposed to outright purchase, so we maintain our access to builder subject matter experts.
- ▶ ERM ensures products are classified correctly against the SDS and it is spot audited monthly.
- ▶ ERM responsible to provide active SDS to site operators and rail lines.
- ▶ ERM works with local operations to build relationships with the local rail crews.



QUALIFIED 3rd PARTY VENDORS

- ▶ ERM has excellent 3rd party vendors to assist us when we have questions.

- ▶ **Simba Transload**



- ▶ Operate and audit facilities throughout North America.
- ▶ Assisted & consulted in transload activities around the world.
- ▶ Provide training and safe handling of equipment and product.
- ▶ Audit operating processes and procedures.

- ▶ **Sky Eye Measurement:**



- ▶ Industry leader in manufacturing of transload equipment.
- ▶ Provide transload equipment throughout North America.
- ▶ Provide training and safe handling of equipment and product.

- ▶ **Key Tank Car Relationships**





Questions?