SSDA Members Benefit Line-up

**OFFICIAL PUBLICATION OF SERVICE STATION DEALERS ASSOCIATION OF MICHIGAN**

**Special Benefits Issue!!**

**July-August, 1987**

**SSDA Members Benefit Line-up**

- **CF**
  - Visa MasterCard
  - 2% Discount Rate Program

- **LF**
  - Accidental Death Benefits

- **SS**
  - Strong Dealers Voice in Lansing

- **2B**
  - Strong Dealers Voice in Washington, D.C.

- **3B**
  - Weekly Member Communications

- **P**
  - Blue Cross Blue Shield Health Care Insurance

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**George Kell Featured Speaker at SSDA-Michigan Fall Meeting October 4-7**

**Inside**

- Blue Cross
- Blue Shield
- Offers New Program To SSDA Members (page 7)
Select the best computer for your service station from a company that knows YOUR business

The TeleCAT-286 from TeleVideo, known for its reliable products.

Lawrence A. Wright, Inc., specialists in financial services for the service station dealer for 19 years, offers IBM-compatible service station computer systems. Besides the right systems for your service station, Lawrence A. Wright, Inc. offers the following advantages:

- In-station training
- Support by experts familiar with service station accounting
- One year warranty on equipment
- Free software updates for one year
- Fully integrated programs

From $113.68 to $299.75 per month*

- DAYBROOK PROCESSING
  - "E.K. Williams-like" daily sheet
  - Pool margin calculation
  - Paid out control
  - Credit card summary
  - Daily sales reports
  - Cash reconciliation
  - Salesman - report and commission
  - Vendor analysis
  - Work order analysis
  - Fuel inventories control
  - Oil inventories

- PAYROLL CHECKWRITING
  - Check register
  - 941 report
  - W-2
  - Payroll checks

- CUSTOMER FOLLOW-UP
  - Customer list
  - Work order control
  - Letters
  - Postcards

- ACCOUNTS RECEIVABLE
  - Commercial account listing
  - Aging report
  - Statements

- ACCOUNTS PAYABLE
  - Vendor list
  - Cash requirement report

OVER 10,000 COMPATIBLE PROGRAMS AVAILABLE

- INVENTORY CONTROL
  - Status report
  - Stock control reports

- GENERAL LEDGER/FINANCIAL STATEMENTS
  - Journals
  - Ledgers
  - Statements

- WORD PROCESSING
  - Letters
  - Promotions

- FINANCIAL MODELING & PROJECTIONS
  - Training
  - Support

*Based on approved credit over 60 months

We have installed over 40 systems in service stations during 1986

LAWRENCE A. WRIGHT, INC.
28277 Dequindre
Madison Heights, Michigan 48071
Phone: (313) 547-3141
Executive Director's Report

Daniel J. Loepp

This issue of the SSDA-Michigan News is perhaps the most important issue to members and especially to non-members because this issue brings the unveiling of the new SSDA-Michigan benefit package available only to SSDA-Michigan members.

The SSDA-Michigan line-up of benefits. I believe, almost lines up with the 1927 Yankees.

The anchor of benefits for SSDA-Michigan members is the hospitalization coverage offered by Blue Cross Blue Shield of Michigan. The coverage offered to SSDA-Michigan members includes traditional coverage, but in addition we offer Master Medical and $3 co-pay prescriptions. All of that is offered by Blue Cross Blue Shield to SSDA-Michigan members for only $227 19 per month for an entire family and $100.36 for an individual subscriber. It is a program that is second to none in our industry and it alone is a good reason to belong to SSDA-Michigan.

It doesn’t stop there though. Through our affiliation with the Dodson Insurance Group we are able to make available superb workers’ compensation insurance and garage liability coverage. In fact, just last year Dodson returned over $115,000 in rebates to SSDA-Michigan workers compensation customers.

In addition SSDA-Michigan has worked out an agreement with Michigan Bankard that allows members to accept Visa/MasterCard, have the ticket authorized electronically and deposited into their account for as little as a 2% charge. No more phone calls, no more bank deposits, just a simple electronic transfer directly into your account.

The clean-up benefit that the SSDA-Michigan provides its members is a single, strong, articulate voice of the gasoline industry and it alone is a good reason to belong to SSDA-Michigan.

If you aren’t a member you’d be wise to take advantage of this all star line-up of benefits.

The rest of the magazine will explain SSDA-Michigan benefits in detail as well as give you full details on the exciting SSDA-Michigan Fall Meeting at the Hilton Shanty Creek Resort, highlighted with Hall of Fame player and Detroit Tiger broadcaster George Kell as our main speaker at the dinner, Political Action Committee Drawing and dinner dance on Tuesday, October 6.

Take a look inside: you’ll like our line-up.
A recognized leader in providing you with the best in workers' compensation insurance savings and service.

The Dodson Dividend Plan
has been approved by
THE SERVICE STATION DEALERS ASSOCIATION OF MICHIGAN
since 1962.

Dividends paid to service station dealers in Michigan have run as high as 32% of premium in recent years.

800-821-3760
Call Dodson today for details!

policies issued by
Casualty Reciprocal Exchange
a member of

D O D S O N  I N S U R A N C E  G R O U P
9201 State Line Road • Kansas City, MO 64114
Welcome New Members to SSDA-Michigan

Bruce E. McFadden
Speedy Oil Services Inc.
787 W Lafayette
Medina, OH 44256

Terry G. Cox
Shelby Shell
4840 23 Mile Rd.
Utica, MI 48087

Peter Uhse
Fuel Management Systems
P O. Box 127
Grosse Ile, MI 48138

Thomas Kendzior
Mattawan Quik Shop
54312 N. Main St.
Mattawan, MI 49071

Kenneth D Kamp
Ken’s Super Serve Inc.
812 W Laketon
Muskegon, MI 49441

Joseph Beydoun
Nick’s Warrendale Shell
18741 W Warren
Detroit, MI 48228

James W Leasure
Paul’s Marathon Service Inc.
551 W Columbia
Mason, MI 48854

Edward Pokoj
Cass & Sons Service
8926 Joseph Campau
Hamtramck, MI 48212

Saad Kaakarii
Maple & Hunter Sunoco
121 N Hunter Blvd.
Birmingham, MI 48011

Jerry Reynolds
Jerry’s Union 76
2315 E. Grand River
Lansing, MI 48912

Kenneth D. McCormack
McCormack Brothers
908 Ecorse
Ypsilanti, MI 48198

Willie Davis
Jefferson Connor Shell
12441 E. Jefferson
Detroit, MI 48215

Elwin G. Riggs
12 & Ryan Mobil Service
3909 12 Mile Rd.
Warren, MI 48092

Mike Sobh
Sobh Service
18501 W Warren
Detroit, MI 48228

John Marshall
Southtown Amoco
800 Burton SW
Wyoming, MI 49509

Nominations to SSDA-Michigan Board Open to Class A Members

Any Class A member of the SSDA-Michigan is eligible for selection to the SSDA-Michigan Board of Directors if that member has been a Class A member at least one year before his nomination.

A Class A member of the SSDA-Michigan is any dealer whose application for Class A membership has been approved.

Any Class A member may recommend for election to the Board of Directors any other qualified Class A member. Recommendations must be in writing and sent to the SSDA-Michigan office at least 30 days prior to any meeting of the Board of Directors.

Any nominations to the Board of Directors shall be considered by the Executive Committee and shall be forwarded to the Board of Directors. The Executive Committee has the right to hold such nominations for a period not to exceed two regular Board meetings before forwarding the nomination to the Board for consideration.

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We carry a complete stock of compressors, clutches, valves, OEM condensers, evap. cores, fittings, Freon & tools, heater cores & fan clutches.

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MEYERS AUTOMOTIVE • 24144 GROESBECK • WARREN DAILY DELIVERY & U.P.S.
CONFUSED BY ALL THE HEALTH CARE OPTIONS?

BLUE MAKES IT SIMPLE.

Choosing from so many group health care plans and companies can be confusing. Traditional coverage—HMOs—and now along comes another, a PPO. Preferred Provider Organization.

NEWEST CHOICE GIVES YOU MORE OF A CHOICE.

The Blue Preferred Plan is the PPO offered by Blue Cross and Blue Shield of Michigan. It has the benefits of traditional coverage with such extra services as home and doctor’s office visits, well-baby care, and immunizations for preschoolers. And all for very little out-of-pocket expense.

Services are provided by a statewide network of hospitals, multi-specialty physician groups and other health care providers. You use their services just as you always have under traditional coverage.

BLUE PPO IS 4,200 DOCTORS AND 91 HOSPITALS BIGGER.

Chances are, your own family’s physician and your nearby hospital are already members of the Blue Preferred Plan. 6,700 of the state’s doctors, along with half the state’s hospitals, 111 of them, have been carefully selected for quality performance and have agreed to become preferred providers.

The Plan provides for substantial benefits even if subscribers use medical services outside the Plan. And emergency care benefits for covered services are reimbursed 100%.

ALL OPTIONS CAN BE BLUE.

If a Health Maintenance Organization (HMO) suits your needs, choose Health Care Network, one of our group of seven HMOs around the state. Belonging to Health Care Network provides covered services from any of the other six. No other HMO offers this protection.

Blue Traditional coverage is another option. In Michigan alone, over 13,000 physicians and over 200 hospitals accept the Blue ID card without question.

There you have it. No matter what health care plan you choose, you can make it Blue. And get the peace of mind that comes from carrying the “caring card.”

Blue is Better.

Blue Cross  Blue Shield
Another Reason to Join
The Service Station Dealers Association of Michigan
SSDA Now Offers Expanded Blues Health Insurance Program

In continuing to provide its members with superior benefit programs, SSDA-Michigan now takes pride in making available to its members two new coverages through Blue Cross Blue Shield of Michigan, as well as two new additions of its traditional hospital and medical coverage program.

BLUE TRADITIONAL

The familiar, time-tested coverage that for over 50 years has been a standard in the health care industry now offers two additions of its coverage of SSDA-Michigan members.

Master Medical Benefits protects against the high cost of unusual or long term illnesses including covering all of the hospital services as room, meals, laboratory services and medications. Termed “Extended Benefits,” these services carry no deductibles or co-payments and begin as soon as basic hospital care days are used up. “Additional Benefits” are also included under Master Medical Coverage. These benefits are subject to a deductible of $100 per person — $200 for two or more persons in a calendar year, as well as a 20% co-payment for special health care services as:

- Oxygen and therapeutic gases
- Physician outpatient services and consultations.
- Physician emergency first aid and medical emergencies
- Functional prosthetic appliances (artificial limbs)
- Durable medical equipment purchased or rented
- Blood

Some additional benefits are not subject to deductible or co-payment when covered by programs included under basic coverage.

Prescription Drug Program is designed to protect against the unpredictable cost of health sustaining drugs and covers drug costs over $3 for the quantity prescribed. This plan is honored by over 2000 pharmacies in Michigan and reimbursement arrangements can be made with pharmacies outside Michigan.

The cost of adding these two programs to your traditional coverage is surprisingly low. For one person, the two added programs amount to an increase of $15.23 monthly. Two persons pay an additional $30.66 and a family pays $32.17 additional per month.

BLUE CARE NETWORK

Blue Care Network is Blue Cross Blue Shield of Michigan’s entry into the Health Maintenance Organization (HMO) program, an alternative health insurance coverage that has enjoyed enormous popularity in recent years.

### Monthly Rate Comparison for Blue Cross Blue Shield Health Care Coverage for SSDA-Michigan Members only

<table>
<thead>
<tr>
<th>Traditional Blue Cross Blue Shield Hospital and Medical Coverage (Semi-private)</th>
<th>Traditional Coverage PLUS Master Medical Benefits (Semi-private)</th>
<th>Difference in monthly rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 person $84.86 per mo</td>
<td>$100.09 per mo</td>
<td>$15.23 per mo</td>
</tr>
<tr>
<td>2 person 184.66 per mo</td>
<td>215.32 per mo</td>
<td>$30.66 per mo</td>
</tr>
<tr>
<td>Family 194.37 per mo</td>
<td>226.54 per mo</td>
<td>$32.17 per mo</td>
</tr>
</tbody>
</table>

The HMO differs from traditional coverage in that it eliminates all co-payment and deductibles and covers 100% of most health care services as office visits, physicians, lab tests and x-rays, as well as a number of other services. The Blue Care Network requires the use of doctors and hospitals affiliated with the network itself. In the Detroit/Southeastern Michigan area, the servicing facility is Health Care Network.

Blue Care Network, the HMO offering preventive medicine, as well as ease of paperwork and fewer out-of-pocket expenses is worth exploring for subscribers familiar with the Blue Cross Blue Shield program who frequently utilize medical services with their families.

BLUE PREFERRED PLAN

An off-spring of the HMO is the PPO-Prudent Purchaser Organization. The Blue Preferred Plan is the PPO of Blue Cross Blue Shield of Michigan.

How does the plan differ from an HMO? The most significant example: HMO plans require the subscriber to use physicians and health care facilities registered with the HMO. A PPO offers a greater choice of physicians, hospitals, clinics and laboratory services. In some cases, subscribers can retain their own doctors once they join the PPO, as chances are they are a part of the PPO program. If not, a small part of their cost is borne by the subscriber.

Blue Preferred Plan is Michigan’s only statewide PPO network, as well as the only PPO with the largest choice of health care providers. More than 7,000 doctors and 100 hospitals are part of the Blue Preferred Plan.

The key elements of the popular HMO, but with the freedom of choice are what makes the PPO a popular choice among alternative health care programs.

SSDA-Michigan members are encouraged to explore their health care program options by calling Debbie Betts at (313) 557-3940.

Daniel Loepp Featured at 60th Annual Prosecuting Attorney Conference

SSDA-Michigan Executive Director Daniel J. Loepp was a featured speaker at the 60th Annual Conference of Prosecuting Attorneys Association of Michigan, held at the Grand Hotel, Mackinac Island. July 29 August 1
Michigan Bankard Offers SSDA Members Discount

Michigan Bankard Services provides SSDA-Michigan members a tiered VISA/MasterCard discount rate program effective July 1, 1987. Now SSDA-Michigan members can select the program that best meets their business and financial needs.

NOTE: You must be a SSDA-member to enjoy this benefit.

2.00%* - The Super Service Program*

The Super Service Program has been designed exclusively for the SSDA-Michigan member with a high volume of repair business. This program features:

* The latest in data capture technology
* An average monthly ticket of $50. and up
* Electronic transfer of deposits to your financial institution
* 0 floor limits — all sales are authorized reducing potential losses
* All sales are authorized in 30 seconds or less
* No mailing of deposits or additional trips to the bank

The Super Service Program comes with all your operational supplies, user friendly procedures and manual and a Zon Jr. XL terminal that you purchase for $200. The Zon Jr. XL easily connects to a phone line with a RJ11c Jack.

2.30%* — The Deluxe Service Program*

The Deluxe Service Program has been designed for the SSDA-Michigan member with an average monthly ticket of $50 or less. This program features:

* The latest in data capture technology
* No average monthly ticket requirement
* Electronic transfer of deposits to your financial institution
* 0 floor limits — all sales are authorized reducing potential losses
* All sales are authorized in 30 seconds or less
* No mailing of deposits or additional trips to the bank

The Deluxe Service Program comes with all your operational supplies, user friendly procedures manual and a Zon Jr. XL terminal that you purchase for $200. The Zon Jr. XL easily connects to a phone line with a RJ11c Jack.

2.60%* — The Economizer Program

The Economizer Program offers a discount rate of 2.60% plus a free terminal. The benefits of the Economizer Program are:

* Free terminal that hosts a hand-set to function as a telephone.
* 0 floor limits — all sales are authorized reducing potential losses.

3.05%* — The Standard Program

For SSDA-Michigan members whose credit card sales volume is minimal, the Standard Program has been developed to meet your needs. This program provides:

* All authorization over the floor limit are called into a 24-hour authorization center.
* Floor limits are predetermined: VISA $50. MasterCard $75.
* All credit card transactions are mailed to a centralized location.
* Deposits are electronically transferred to your financial institution after processing.
* Detailed monthly activity statements by location.
* The member purchases an imprinter for $26.
* A $1.50 membership fee is charged monthly.

Call SSDA offices 313-557-3940 for more information.

Deadline For ASE Certification Program Oct. 2

The National Institute for Automotive Service Excellence (ASE), a non-profit corporation dedicated to improving the quality of automotive service and repair, is offering its annual certification tests for automotive technicians. The tests will be offered in the Detroit, Livonia, Flint, Warren, East Lansing and Grand Rapids areas November 10 and 12, 1987. Eligible registrants must complete their registration by October 2, 1987.

Applications for registration are available from the SSDA-Michigan office. Registration fees are $10, plus $10 for each test to be taken by the technician. Applications must be completed by ASE guidelines. Incomplete applications will result in delays and may cause applicants to miss their test dates.

ASE testing covers both automotive, heavy duty truck repair and body repair. Subjects include Engine Repair, Automatic and Manual Transmission/Transaxles, Engine Performance, Suspension and Steering, Heating and Air Conditioning Systems and Electrical Systems. Technicians may elect to take up to a maximum of four tests.

The registration booklet, available from the SSDA-Michigan office, offers sample tests as well as complete instructions to properly complete the required registration forms, and exact test locations. Call the SSDA-Michigan at 313-557-3940.
$1000 REWARD
WANTED

- Dealer owned and operated service stations.
- We are looking for a few GOOD DEALERS to make the big change to Marathon.
- Affiliate with a major flag that is going to remain in the Michigan market.
- Reward paid upon acceptance by the following Marathon jobbers only.

Southeastern Marathon Jobber Group

East Side Oil Co. 11001 Hearn, Detroit, MI 48213
Contact: Bob Smith 313-921-2223

Carlton Oil Co., 2115 South State St., Ann Arbor, MI 48104
Contact: Dave Carlton 313-994-5540

Monroe Marathon Co., 12 East Third St., Monroe, MI 48161
Contact: James (Birdie) Burchette 313-241-4004

Marathon Flint Oil Co., 1919 S. Dort Highway, Flint, MI 48503
Contact: Dave Roeser 313-234-6678
1987 Fall Meeting Features
Trade Exhibit, Golf, Panels,
Tiger Great George Kell

FALL MEETING SHANTY CREEK
AGENDA

SUNDAY - OCTOBER 4, 1987
Noon - 6:00 p.m. Room Registration
Conference Registration
6:00 - 7:00 p.m. President’s Reception
6:00 7:30 p.m. Trade Show Exhibition
Dinner on your own

MONDAY - OCTOBER 5, 1987
7:30 - 9:00 a.m. Breakfast (Exhibition Area)
Trade Show Exhibit
9:10 a.m. Sharp Early Bird Drawing
9:15 - 10:15 a.m. Legislative Panel Discussion
10:15 a.m. Coffee Break
10:30 11:15 a.m. Mike Ranville (Karoub Associates)
11:15 11:45 a.m. Community Political Action
Dorothy Beardmore, Member
State Board of Education
11:45 a.m. Golf (Texas Scramble)
See Golf Chairman for tee-off times

SPOUSES PROGRAM:
10:30 - 11:00 a.m. Local Political Action
Dorothy Beardmore, Member
State Board of Education
11:15 11:45 a.m. Statewide Political Action
Mike Ranville, Karoub Associates
11:45 a.m. Golf (Texas Scramble)
See Golf Chairman for tee-off times
4:00 - 7:00 p.m. Trade Show Exhibit
6:00 - 7:00 p.m. Cocktail Party (Exhibition Area)
Dinner on your own

TUESDAY - OCTOBER 6, 1987
7:30 - 9:00 a.m. Breakfast (Exhibition Area)
Trade Show Exhibit
9:10 Sharp Early Bird Drawing
9:15 10:15 a.m. Ed Frederick
Michigan Department of Labor
Michigan Right to Know Act
10:15 a.m. Coffee Break
10:30 11:30 a.m. Panel Discussion
Phil Bucalo
Mick Kildea
Dennis Pellicci
George Schuhmacher
Janet Stetz
6:00 - 7:00 p.m. Champagne Reception
7:00 - ? p.m. Annual Dinner
George Kell (Main Speaker)
Awards
Drawings - Scholarship
PAC Raffle
Dancing
Cash Bar

WEDNESDAY - OCTOBER 7, 1987
7:30 - 9:00 a.m. Continental Breakfast
9:10 Sharp Early Bird Drawing
9:15 - 10:30 a.m. Legal Problems & The Dealer
Mark Cousins
SSDA-Michigan Counsel
10:30 a.m. Coffee Break
10:45 - 11:45 a.m. Finances & The Dealer
Larry Wright
12:00 Noon Adjourn
George Kell, Featured Speaker at Fall Meeting Dinner

George Kell will be the featured speaker at the SSDA-Michigan Annual Fall Meeting Dinner at Shanty Creek.

In the history of Detroit baseball, Kell is recognized as perhaps the greatest third baseman in the club's modern day history. A seven time all-star, Kell played with the Tigers from 1946 to 1952. He led the American League in batting in 1949 with a .343 average. Kell retired from professional baseball with a .306 lifetime average and was elected to the National Baseball Hall of Fame in 1983.

Since 1959, Kell has served as the telecaster for the Detroit Tigers. George Kell and Al Kaline have the distinction as being the only “Hall of Fame” broadcasting team covering major league baseball today.

A native of Swifton, Arkansas, George Kell has been a fixture in Michigan sports for over five decades.

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Fall Meeting and Election of Officers Registration
Hilton Shanty Creek
Sunday, October 4 through Noon Wednesday, October 7, 1987

Name: ____________________________________________ Phone No. ( ) _____________

Spouse/Guest’s Name (if attending): ____________________________________________________

Business Name: ___________________________________________________________________

Business Address: ________________________________________________________________

City: ________________________________________________________ Zip: ____________

Home Address: ______________________________ Phone No. ( ) _____________

City: ________________________________________________________ Zip: ____________

Make check or money order payable and mail to:
Service Station Dealers Association
24333 Southfield Road • Suite 111 • Southfield, Michigan 48075

FEES
Convention registration fee .................$110.00
Spouse/Guest registration fee (if applicable) .......65.00
Room reservation deposit (if applicable) ..........50.00
Total ..................$_____

Rooms are $61 per day, single or double occupancy

SSDA-MICHIGAN FALL MEETING 7th ANNUAL GOLF TOURNAMENT
Monday, October 5, 1987 • 1:30 p.m.

Golf chairman will arrange teams at registration desk.

I want to play golf
My spouse/guest wishes to play golf
OFFER NEW CREDIT CARD PROGRAMS FOR SSDA MEMBERS:

2.00% *
SSDA Data Capture Discount Rate

2.30% Data Capture - no average ticket requirement

2.60% 100% Authorization Free Terminal

3.05% Voice Authorization 50/75 Floor Limit

Terminal Authorization and Data Capture, with an easy to use point of sale terminal, will substantially reduce your current discount rate. The terminal connects easily to your phone line through the use of a modular jack. Data Capture will simplify daily balancing, improve your cash flow, and eliminate time consuming trips to the bank. Funds are transferred via ACH to the bank of your choice. And by authorizing 100% of your VISA and MASTERCARD transactions, you reduce chargebacks and still receive authorizations within 3 seconds.

MICHIGAN BANKARD brings the imagination, creativity, leadership and vision to credit card processing that can save you money today... and into the future.

Mail to:
Service Station Dealers Association
24333 Southfield Road, Suite 111
Southfield, Michigan 48075
(313) 557-3940

NAME_____________________________________
ADDRESS __________________________________
CITY ___________________STATE____ZIP________
CONTACT PERSON____________________________
PHONE ____________________________________

Are you an existing Michigan Bankard merchant?
[ ] Yes [ ] No

Please indicate the rate you wish to apply for.

<table>
<thead>
<tr>
<th>Rate</th>
<th>2.00</th>
<th>2.30</th>
<th>2.60</th>
<th>3.05</th>
</tr>
</thead>
</table>

* Based on an average ticket of $50.00 and over.
$115,533.45 this year

Dodson Workers’ Compensation Program
For Dealers Offers Dividends

When opportunity knocks, do you take advantage of it? Michigan service station dealers participating in the Dodson Dividend Plan for workers’ compensation insurance do.

They know firsthand that this program, approved by the Service Station Dealers Association of Michigan since 1962, provides an opportunity to lower workers’ compensation premium costs.

With the Plan, you have a chance each year to reduce your workers’ compensation premium expense when claim costs are kept low. After your association dividend date, a portion of the premium remaining after claim payments are made is returned to you as an earned dividend.

Of course, there can be no guarantees for future dividends. And because these dividends depend on claim costs from everyone in your savings class, they can vary from year to year. This year, $115,533.45 in paid premium was returned to dealers insured by the Dodson Plan.

Policies are underwritten by Casualty Reciprocal Exchange, a member of the Dodson Group based in Kansas City, Missouri. The company has a long, successful record of savings and service for participants; the Dodson staff is experienced and eager to assist you. Dividends are paid promptly as they are earned each year. And in most cases when a claim is submitted, payments are often in the mail within 48 hours.

The Dodson Group also offers a flexible payment plan that gives you a choice of premium payment schedules suited to your financial needs — with no service charge or interest fee of any kind.

In addition to workers’ compensation coverage, the Dodson Group of companies also offers garage liability and property insurance. If you have questions about your policy, additional lines of insurance or a claims matter, the staff is just a toll-free phone call away at 800-821-3760.

If you’re not taking advantage of this money-saving program, contact Dodson today for a cost comparison. It’s a competitively-priced program that has helped hundreds of policyholders save money. And it is endorsed by SSDA-Michigan which continues to put your membership — and opportunity — to work for you.
Warehouse Club has the lowest possible prices on over 3500 first quality name brand products. Come in today and experience the savings by using the one day wholesale pass.

### Sample Price List

#### Paper Products
- Fort Howard Toilet Paper 96 rolls...$25.80
- Fort Howard Single Fold Towel 4000 ct. $11.95
- Fort Howard C-Fold Towel #206-03, 2400 ct. $15.00

#### Automotive
- Valvoline 10W40, case $7.91
- Valvoline 10W30, case $7.64
- Transfluid FA, case $8.99
- Transfluid DEX II, case $8.99
- Champion Wash Fluid, gal. $0.74
- Gunk Engine Cleaner, 16 oz. 2 pk. $2.41
- Peak Antifreeze, gal. $2.99
- Go-Jo Hand Cleaner Pumice, 5 lb. $4.16

#### Candy & Snacks
- Reese's Peanut Butter Cups 36 ct. $9.29
- Snickers Bar 48 ct. $12.43
- M & M Peanut 48 ct. $12.41
- Baby Ruth 36 ct. $8.87
- Tootsie Roll 480 ct. $3.15
- Topps Baseball Cards 36 ct. $9.55
- Wrigley's Doublemint 12 ct. $4.69
- Beer Nuts-Peanuts 24 ct. $4.95
- Bettermade Regular Chips 60 ct. $6.40
- Magic Chef Big Hot Mama 24 ct. $6.39

Prices Subject to Change Without Notice

### Warehouse Club

For All Your Business, Resale and Personal Needs.

---

**FREE ONE DAY WHOLESALE PASS**

**Warehouse Club**

WHOLESALE CASH & CARRY

Company Name  
Address  
Company Representative  
Phone  

CASH ONLY  
Jan Stetz is a rare commodity among Michigan service station dealers. She’s an owner-operator of a thriving Jackson, Michigan, Mobil station.

A female owner-operator in a male-dominated profession? There are only a handful of Jan’s type in Michigan. Is there a downside to being a female in the male world of gasoline and oil?

“Sure, it was rough when I first got into the business six years ago,” says Jan. “But that’s where the SSDA-Michigan was so helpful. When you’re new, you don’t know what’s going on. But the SSDA-Michigan helped me get a foothold on the business. Their support to dealers is great — something not only welcomed by females, but by all dealers.”

Jan’s Pump and Deli Mobil, located at the corner of Michigan and Robinson Road in Jackson, is as unique as the owner itself. The reason: “This is an old-fashioned corner gas station,” says Jan. “In an age of self-service, cash-and-carry gasoline, we have in-house credit accounts for established customers. Also, we let customers write a check for their gasoline purchases. And I’m happy to say that in six years of doing so, I’ve only had one bad check.”

A Michigan native, Jan brought a varied sales background that ranged from door-to-door selling to representing a line of industrial chemicals to the service station business in June, 1981. During a time of economic uncertainty in the state, Jan made her self-employment venture work and now her business is a fixture in Jackson.

And how do the patrons of the Pump and Deli like the idea of a female owner and a female station crew? “They love it,” exclaims Jan.

John Dula has been a member of the SSDA-Michigan for 37 years and recalls what has made the SSDA-Michigan “a very worthwhile organization.”

“I joined in 1950, in the days when Cash Hawley was executive director,” says the owner-operator of 12 Mile-Hoover Shell Service in Warren. “From the start, the SSDA-Michigan provided support for its members and their dealer support programs paved the way for the programs we have today. As long as I can remember, the staff at the SSDA-Michigan was always courteous and helpful.”

Dula’s almost 40 years in the service station business began with facilities in Detroit before he branched into the suburbs 20 years ago. Before he established his current operating base, Dula owned I I and Harper Shell, St. Clair Shores, and 11 Mile and Schoenherr, Warren. His current Warren location is a Shell Mini-Mart, offering convenience store products 24 hours a day, in addition to full/self service gasoline.

The facility offers domestic auto repairs, ranging from tune-ups to major engine work. Since his first year at 12 Mile and Hoover in 1982, Dula has annually received the City of Warren’s Beautification Award for maintaining an attractive business environment. A glance at the spotless facility proves he’s worthy of the award and recognition.

And while on the way to operating a 24 hour facility with a staff of 14, Dula credits the SSDA-Michigan for a part of his success. “A lot of service station dealers wouldn’t be where they are today without the SSDA-Michigan,” he comments. “The organization has worked wonders for us with the Michigan Legislature. And because of the SSDA-Michigan, oil companies have a great deal of respect for us. This organization has brought the Michigan service station dealer a long way.”
Students Listed In Scholarship Raffle

The following students have applied for the SSDA-Michigan sponsored Charles E. Shipley Scholarship Award. The winner will be drawn at the SSDA-Michigan Fall Convention. Deadline for applicants is September 1, 1987.

NAME
1. Kristine Alderson
   Vicksburg High School
   Vicksburg
2. Shane S. Stiles
   Waverly High School
   Lansing
3. Coleen DeWitt
   Lamphere High School
   Madison Heights
4. Stephen Speare
   Jefferson High School
   Monroe
5. Thomas D. Schupbach
   Fenton High School
   Fenton
6. Kathryn Jacobs
   Mercy High School
   Farmington Hills
7. Daniel J. Stacey
   Plymouth-Salem H.S.
   Canton
8. Jon R. Steinhauser
   Northville High School
   Northville
9. Jennifer Chung
   Adelphian Academy
   Holly
10. Susan Wiegandt
    Williamson High School
    Williamson
11. David Scott Morgan
    Handy High School
    Bay City
12. Cory J. VanBrocklin
    Traverse City Senior High
    Traverse City
13. Dianne Beckner
    Ottawa Hills High
    Grand Rapids
14. Benjamin D. Rauth
    Farmington Harrison High
    Farmington Hills
15. Jodi C. Bur
    Cheboygan Area High
    Cheboygan
16. Penny Meyers
    Sturgis High School
    Sturgis
17. David M. Dixon
    Napoleon High School
    Napoleon
18. Katrina Dula
    Stevenson High School
    Sterling Heights
19. Keith Lynn Ferris
    Clio High School
    Clio

DEALER
Gary Alderson
Cross Road Shell
Kalamazoo
Duane L. Stiles
Duane's Shell Inc.
E. Lansing
Gary G. DeWitt
Sterling Car Care Shell
Sterling Heights
Philip J. Speare Sr.
Flat Rock Service
Flat Rock
Melvin E. Schupbach
Exit 80 Inc.
Fenton
Bill Jacobs
Jacob’s Mobil Service
Southfield
Terry L. Stacey
Stacey’s Mobil Service
Taylor
Robert F. Steinhauser
Steinhauser’s Shell
Livonia
Hwan Sik Chung
West Side Sunoco
Detroit
Ronald E. Wiegandt
Ron’s Service Center
Williamston
Charles A. Morgan Jr.
Morgan’s Amoco
Auto Repair, Bay City
James R. VanBrocklin
VanBrocklin Service Inc.
Traverse City
Ted Beckner
Beckner’s Standard
Grand Rapids
Frank Rauth
Frank’s Stadium Service
Detroit
Dale T. Bur
Bur’s Service Inc.
Cheboygan
Richard E. Meyers
Meyers Service Station
Sturgis
William L. Stetler
Bill’s Marathon
Jackson
Don Dula
12 & Hoover Shell
Warren
Ronald Ferris Sr.
Rupp’s Mobil Service
Flint

Immigration Law Enforcement Begins September 1

If you are an employer, you should know that a new federal law the Immigration Reform & Control Act of 1986, requires you to verify the citizenship, or the authorization to work in this country of any employee hired after November 6, 1986. Enforcement of the verification provisions begins September 1.

Under the act, all employees must verify the employment eligibility of all employees hired after November 6, 1986. Employers will be required to examine documentation presented by new employees, record information about the documents on a verification form (Immigration and Naturalization Service Form I-9) and sign the form. The employee must also sign the verification form to certify that he she is eligible for employment.

It is important to keep in mind that you must verify authorization to work in this country for all employees, and that federal civil rights laws prohibit discrimination in hiring on the basis of ethnic background.

There is no requirement to verify status of employees hired before November 7, 1986, but you can do so if you choose. If you choose to verify pre-November 7, 1986 hires, you should do so for all employees. No penalties can be imposed against you, the employer, for any illegal aliens hired before November 7, 1986.

Under the new law, certain illegal aliens can apply to the Immigration and Naturalization Service (INS) for legal resident status beginning May 5. The INS legalization office is located at 15160 W. Eight Mile Rd. in Oak Park. To request legalization forms, call 313-226-6278.

Any questions on your rights and responsibilities as an employer under this new federal law should be addressed to the U.S. Immigration and Naturalization Service. A new toll-free number is now available, 1-800-777-7700. They have a fact sheet available, as well as a draft form of Form I-9, which they will send to you upon request.
We’re Moving!

As of September 1, the SSDA-Michigan offices will be located at:

27780 Novi Road • Suite 106
Novi, Michigan 48050
Phone: (313) 344-8700

SOMETHING FOR NOTHING

HERE’S WHY: The demand for air is greater than ever. Less than half of the 195,000 service stations and convenience stores offer air service. Provide a much-needed service for your customers — with no effort or investment on your part!

Consider the benefits of AIR-serv:

- **Builds Traffic** — new customers will stop at your location each month, specifically seeking air service.
- **Satisfies Customers** — air service is provided 24 hours a day. Your customers appreciate availability of convenient air service.
- **Generates Revenue** — customers who come looking for air will often buy other products as well, which means additional sales for your location every month.
- **Eliminates Costly Maintenance** — the dealer in your area installs and services the machines at his own expense — NO COST TO YOU!

To date, over 22,000 AIR-serv units have been installed across the country through a national dealer network. In fact, 20 of the top 30 C-store chains have approved its placement. Why? Because AIR-serv is the best built tire inflator in the industry.

Find out how you can put AIR-serv to work for you. Give us a call today and we’ll show you how you too can increase your profits with a no-cost profit center. Call toll-free — 1-800-247-8363, ext. 24.
In MN: 612-454-0465.

**Vehicle-Vend, Inc.**
519 W. Michigan Ave.
Jackson, MI 49201

517-782-1696
Call Collect
APPLICATION FOR MEMBERSHIP
SERVICE STATION DEALERS
ASSOCIATION OF MICHIGAN, INC.
24333 Southfield Road • Suite 111 • Southfield. Michigan 48075
Telephone: 313 557-3940

I (We), by submitting this application and the payment of scheduled dues, hereby apply for membership in the Service Station Dealers Association of Michigan, Inc.

BUSINESS NAME: ____________________________________________________________
BUSINESS ADDRESS: ________________________________________________________
CITY: ___________________________ MI ZIP: __________________ PHONE: ( ) ________
BRAND OF GASOLINE SOLD: ________________________________________________

TYPE OF OWNERSHIP: (Check appropriate box)

☑ SOLE PROPRIETORSHIP ☐ PARTNERSHIP ☐ CORPORATION

LIST OWNERS/PARTNERS/CORPORATION PRESIDENT AND TREASURER:
NAME: ___________________________________________________________ TITLE: __________
RESIDENCE ADDRESS: ______________________________________________________
CITY: ___________________________ ZIP: __________________ PHONE: ( ) ____________
NAME: ___________________________________________________________ TITLE: __________
RESIDENCE ADDRESS: ______________________________________________________
CITY: ___________________________ ZIP: __________________ PHONE: ( ) ____________

LIST ADDITIONAL STATIONS OWNED

1. STATION NAME: _________________________________________________________ BRAND: __________
ADDRESS: ______________________________________________________________
CITY: ___________________________ ZIP: __________________ PHONE: ( ) ____________

2. STATION NAME: _________________________________________________________ BRAND: __________
ADDRESS: ______________________________________________________________
CITY: ___________________________ ZIP: __________________ PHONE: ( ) ____________

Signature ___________________________ Date __________

DUES SCHEDULE
Annual Dues $200.00
Second Station @ $50.00 ________
Additional Stations @ $25.00/each ________
Partners @ $12.00/each ________
Total $ ________

I would like information on those items checked below:
☐ Michigan Bankcard-Visa/MasterCharge
☐ Dodson Workers Comp. Insurance
☐ Blue Cross/Blue Shield of Michigan
☐ Equipment
A dirty cooling system can make your engine run hot

When dirt, rust and lge deposits clog the passages in your heater, you're in for a long, uncomfortable winter and the wheel. That's because these obstructions prevent your cooling system from circulating hot coolant from your engine through your heater to warm the inside of your car.

But you really don't have to freeze this winter. Because there's a method of cleaning out your car's entire cooling system, including the heater core. With WYNN'S X-TEND Power-Flush and WYNN'S X-TEND Cooling System products. A new approach to cleaning and maintaining your automobile's entire cooling system, while helping to maximize cooling system efficiency.

WYNN'S X-TEND Power-Flush unit uses pressurized water and air to flush even those hard-to-reach areas of your cooling system. So act now, before a dirty cooling system can cause your heater—and your blood—to run cold.

Power-Flush
a major advancement in automotive cooling system maintenance equipment

Water pressure, air pressure and the sight glass located on the face of the unit, allows the operator to completely control the flushing procedure and visually monitor the progress.

Residue removed from the cooling system is directed down the shop drain, helping keep the work area clean and dry.

WYNN'S X-TEND Power-Flush utilizes multi-directional pressurized water and air turbulence to quickly and effectively flush and "scrub" all internal components of today's automobile cooling system.

This flow diagram illustrates the flushing direction. Surfaces on the system are "scrubbed" forward and backward to dislodge built-up deposits.

For further information or personal demonstration please contact:

W & S DISTRIBUTING, INC.

2936 Bay Road
Saginaw, Michigan 48603

Telephone: Saginaw (517) 792-7900  Warren (313) 978-7397
ANNOUNCING

SSDA-MICHIGAN ANNUAL
POLITICAL ACTION COMMITTEE

RAFFLE

$6,000 IN CASH PRIZES TO WINNERS

THREE PRIZES TO BE AWARDED

1st Prize . . . . $3,000
2nd Prize . . . . $2,000
3rd Prize . . . . $1,000

It has become increasingly important that the SSDA-Michigan remain able to support those elected officials who have understood and helped solve the problems of small business in Michigan.

The future depends on your involvement as well as your contribution. The SSDA/PAC has been the vehicle to let you show your appreciation to those who have learned to respect our position.

The 1986 PAC Raffle established another record last year. Let's go for another record.

The PAC account needs a good shot!

One chance on the three prizes totaling $6,000 will be entered in your name for each $50 you contribute. Your numbered ticket stub will be mailed to you. The winning tickets will be drawn at the Fall meeting of the SSDA-Michigan being held at the Hilton Shanty Creek in Bellaire on Tuesday, October 6, 1987.

Call 313-557-3940 for information.

License #R8 104 63S

Send For $6000 PAC TICKETS

Please send me (number) ______ tickets for participation in SSDA-Michigan’s Annual PAC. I have enclosed a check for $ __________ (Tickets are $50 each).

NOTE: No Corporate Checks can be accepted.

NAME: ____________________________

BUSINESS NAME: ____________________________

ADDRESS: ____________________________

CITY: ____________________________ ZIP: __________

Mail form with check to:

SSDA-PAC
24333 Southfield • Suite 111
Southfield, Michigan 48075