

THE INDEPENDENT **DEALER**

OFFICIAL PUBLICATION OF THE OHIO PETROLEUM RETAILERS & REPAIR ASSOCIATION



Photo courtesy SRW Environmental Services

Tick Tick Tick... December 22, 1998

Time us running out on UST upgrades...What should you do?

We'll Tell You... Read Feature Stories, pages 6-17



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MAY/JUNE 1998

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PMPA: POSITIVE CHANGES MIGHT BE JUST AROUND THE CORNER

Success may hinge on letters and phone calls to your legislators

By Lynn Bearer
Executive Vice
President,
OPRRA

In November of 1997, the United States Supreme Court ruled in the *State Oil Co. v. Kahn* case that it was no longer per se illegal under federal antitrust laws for a supplier to fix the maximum retail price charged by a retailer. Prior to this ruling, any attempt by a manufacturer or supplier to set a maximum retail price was automatically considered illegal.

In its ruling, the court limited the scope of illegality to situations where a supplier's actions to fix maximum retail price would have a significant effect on competition throughout a relevant market area. This situation is difficult and expensive to prove.

This ruling, applied to the gasoline retailing industry where retailers are tied to suppliers by franchises, supply agreements and leases could have far-reaching effects. Suppliers now have far greater latitude to influence and control dealer prices, endangering the dealer's ability to function independently.

In its decision, the Court seemed to recognize the uniqueness of this industry. It stressed that any remedy would have to come in the way of special legislation designed to protect dealers' rights and said that dealers "are of course free to seek legislative protection from gasoline suppliers of the sort embod-

ied in the Petroleum Marketing Practices Act (PMPA)."

Because of this, our national organization, The Service Station Dealers of America and Allied Trades, (SSDA-AT), has prepared an amendment to PMPA which would deal with this issue and is working with Congressional members and staff to get this legislation introduced. Hopefully, by the time you read this, the bill will have been submitted and will have received a number.

Once that has been accomplished, it will be vitally important for every dealer to take a few minutes and write to their representatives asking them to support this important legislation.

Watch your mail in the next few weeks for more information regarding this and related issues and please help us in this effort. Your very survival as independent dealers may depend on it. ♦

.....
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.....



OPRR NEWS

Shell pricing under attack

OPRR continues to monitor class action litigation filed in January against Shell Oil Company over Shell's pricing of gasolines to stations serving predominantly poor and non-white areas of Cleveland. The case was filed by a black Cleveland resident, as a consumer of gasoline, on behalf of herself and other consumers.

No Shell dealers are parties in the case, although the lawsuit alleges in essence that Shell dealers serving the area in question are charged higher prices than Shell dealers elsewhere in Greater Cleveland, and the higher prices are passed along to consumers — mostly poor and black — who live in a racially segregated and economically disadvantaged area. The suit was brought under Ohio's consumer sales practices law, which prohibits unfair and unconscionable practices in consumer transactions.

Zone pricing as practiced by major oil companies has long been a concern of independent dealers, who may pay a different tankwagon price than another dealer down the street who is in a different pricing zone. However, price discrimination is not necessarily illegal under state or federal law. In the Cleveland suit, the special circumstances are whether consumers are unlawfully harmed by Shell's pricing policies due to their race and economic status.

OPRR is analyzing whether this litigation could have any broader impact on zone pricing concerns of independent dealers. We will follow the progress of this action in the coming months. ♦

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The Independent Dealer is a publication owned and published by the Ohio Petroleum Retailers & Repair Association, Inc. It is dedicated to the improvement of the independent gasoline retailers and repair shop's position in the oil and automotive industries. Total circulation is 1,200. The magazine is mailed six times a year to service station operators, station suppliers, tire dealers, radiator dealers, automotive wholesalers, repair facilities and those in related businesses in northern, central and southeastern Ohio.

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How to reach us:

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Columbus, OH 43215-3458

OFFICE PHONE/FAX

Phone: (614) 221-0095
Toll Free: (888) 804-9808
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OPRRA E-MAIL!

OPRRA@AssnOffices.com



THE OPRRA STAFF & OFFICERS

The OPRRA Staff:

Lynn Bearer Executive Vice President
Nicola Jones Business Manager
Terry Mulgrew Director, Member Services
E-mail: tmulgrew@wcnet.org
Lori Miklas Assistant to the Business Mgr.

The Independent Dealer Staff:

Paul Harvey Editor
Phone (440) 356-2510, Fax (440) 356-3776
E-mail: Harvdawg@worldnet.att.net
Gina LaVecchia Contributing Writer

OPRRA Officers:

Dave Freitag President (419) 483-2552
Andy Tilton Vice President (614) 888-0504
Pat LaVecchia Vice President (440) 333-0707
Tony Licata Vice President (419) 882-6951
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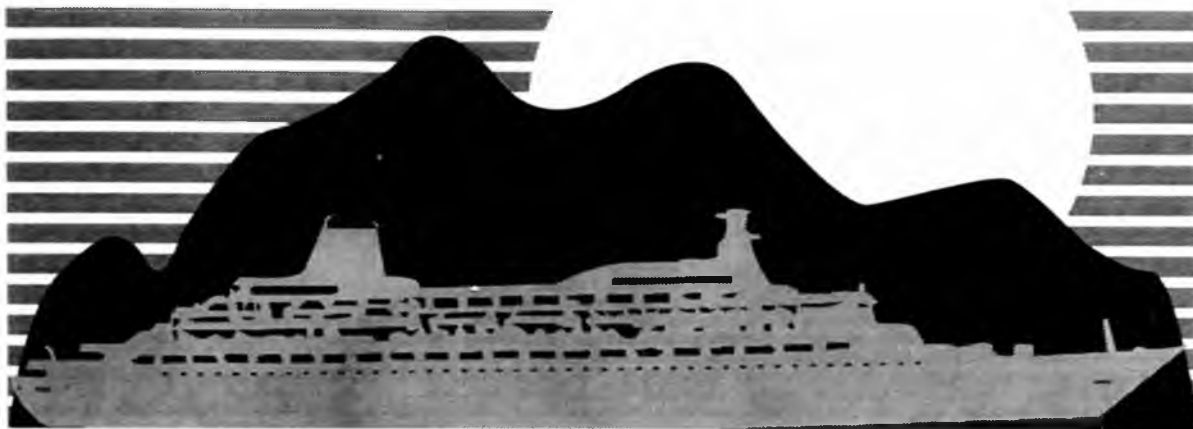
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Schedule of Events

Friday, September 11

4-6 p.m.	Registration open
5-9 p.m.	Exhibitor set-up
7:30 p.m. - 9 p.m.	Banquet
9 p.m. - 11:15 p.m.	Casino Event

Saturday, September 12

8 a.m. - 9 a.m.	Exhibits open
	Continental

Breakfast

9 a.m. - 10:30 a.m.	Seminar
10:30 a.m. - 11 a.m.	Visit Exhibits
11 a.m. - 12:30 p.m.	Seminar
12:30 p.m. - 1:45 p.m.	Visit Exhibits
	Luncheon Buffet
1:45 p.m. - 3 p.m.	Annual Business Meeting
3 p.m. - 3:30 p.m.	Visit Exhibits
3:30 p.m. - 5 p.m.	Seminar

Exhibitors Tear Down

Sunday, September 13

7:15 a.m. - 8 a.m.	Golfers' Breakfast
8 a.m. - 9 a.m.	Tee Time!

*For more information on sponsorship or exhibitor opportunities, contact
OPRRA at (888) 804-9808, ask for Lori Miklas, ext. 212*

Tick Tick Tick

By Gina LaVecchia
OPRR Correspondent

**DECEMBER
22, 1998
MIDNIGHT**



TIME is running **OUT** on **UST** upgrades.
If you're **NOT** yet in **COMPLIANCE** here
are a few thoughts to **GET** you **STARTED**...

Unless you've been out of the country for the past few months, you know that the deadline for 1998 UST regulation compliance is right around the corner — December 22 to be exact. That's the date the U.S. EPA's Resource Conservation and Recovery Act says that all underground storage tanks must meet the technical design and performance standards outlined in EPA regulations, or, those tanks must be taken out of service.

In a nutshell, the regulations require your UST system to have overspill protection, leak detection, and some method of cathodic protection. "If you can meet those three areas, you're taken care of," says Brett Urian, president of consulting/contracting firm BJAAM.

Though overspill and leak detection provisions are pretty easy to add, from a construction standpoint, cathodic protection is a tougher standard. Tanks made of bare steel need impressed current to keep the tanks and the piping from corroding. "It's harder to install," says Urian. (It will also boost your electric bill.)

Upgrades which don't involve tank replacement take about a week or less. Your gas business will be totally shut down for that period of time. However, if you're getting new tanks, count on being shut down for gasoline for 2 to 3 weeks.

If you're wondering where you stand on the deadline, compared to other dealers, the experts estimate that anywhere from 50% to 70% have already made the necessary upgrades to their stations.

Urian says that about half of his customers are upgrading or replacing their tanks. But since an investment in tank replacement can take up to 10 years to recoup, the other half of his customers are just having any necessary remediation work completed (only about half of those sites have contamination issues to deal with). These dealers are ditching their tanks—and their gasoline business—altogether.

"There are lots of formulas out there to help people determine whether or not it's worthwhile to even try to keep their gas business," says Urian. "But our rule of thumb is that if your volume is under 50,000 gallons per month, it's questionable whether you should invest in new tanks. If you're under 30,000, you probably shouldn't even consider it," he says.

John Dzwonczyk, of engineering firm JGD & Associates, designs and constructs gasoline retail facilities. A firm such as his is a good idea for people who want to remodel their facilities, in addition to getting into compliance.

He says that "If you have modern pumps, but old tanks, you're looking at \$50,000 to \$75,000 to replace the tanks, and about \$30,000 to \$40,000 for the piping. If you're nowhere near compliance now, you're looking at up to \$100,000 to get into compliance."

But most dealers, at least those who have remodeled in the past 15 years, already have sound fiberglass tanks, and many will only need to add overspill buckets on fill pipes. Also, if you have submersible pumps, you will need automatic tank gauging (about \$4,000 per unit). Also, plan on spending about \$1,500 per dispenser for containment underneath the pumps. "It will total about \$25,000 for somebody with a pretty modern station," estimates Dzwonczyk.

Also, keep in mind that you can spend up to \$15,000 for automatic tank gauging installment. Therefore, some dealers are finding that SIR, or statistical inventory reconciliation, which costs only about \$575.00 per year, is a better alternative.

Terry Mulgrew, OPRRA member services director, says, "The SIR program can



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- SRW: 800-577-8447
- PSARA: 513-791-4418
- Oscar W. Larsen Co: 419-697-0555
- Petro Environmental: 800-767-6330
- Flynn Environmental: 800-690-9409
- JDG Associates: 440-933-6825.
- USTMAN: 800-253-8054

operate in place of automatic tank gauging, or along side of it. SIR is a good alternative for the low volume stations in the 30,000 to 50,000 gallon range. SIR is a less expensive way of tank product monitoring."

USTMAN, of Lakewood, Colorado is one provider of SIR. (See The Independent Dealer, January/February 1998, page 13 for more info.)

Another consideration, he points out, is that if you have steel tanks, it's possible to retrofit the necessary cathodic protection for it. "I don't recommend that, though, as a long-term solution. It won't be effective over a long period of time," he says.

Don't Wait!

If you decide to get out of gasoline, now is the time to find a contractor to complete the removal of your tanks and the remediation of your soil. Hiring your contractor now is even more important if you decide to keep your gasoline business. The longer you wait, the more difficult it will be to find a contractor to complete your upgrades or replacements. Tank replacement or retrofitting requires a lot of lead time, so that the work can be scheduled, and parts can be ordered. Also, the number of qualified contractors doing this type of work is limited, and many are already booked well into the summer, and even early fall.

Also, if you wait until the last minute, you may get stuck paying more, or missing the deadline altogether. Greg Marshall, general manager, Petro Environmental, (a soil remediation contractor) says, "We update UST sites so they can get a 'letter of no further action' from the state, and we've seen kind of a 'rush to the finish line' for this work. A big demand for our services from people with USTs really started halfway through 1997. We've been inundated, and we are expanding our field crews to keep up with the demand for the work."

(Petro has extended a program to OPRRA members. The company will submit all required paperwork, and complete tank removal and closure assessments for flat rate of \$9,000. The UST owner's direct cost would not exceed his/her deductible.)

Similarly, Matthew Wagner, sales manager, SRW, an environmental consulting firm, helps dealers determine if upgrading or removal is the best or them.

"We do a feasibility study," he says, "looking at the economics of the business, and we tell them whether or not they should upgrade. We'll offer advice on how to reduce costs as much as possible, regardless of which way they're going. Wagner's company (and others like it) conduct site investigations, remediation and cleanup, and tank removal. "In the event contamination is found during the process, we can take care of it right then."

He adds, "Everyone is concerned about cleanup, and wonder if their site is going to be dirty, but we've done six tank pulls in the past month, and they look brand new. A way to find out quickly is a tightness test."

If there has been a release, SRW also will wait for state payment



**...IF YOU WAIT,
YOU MAY GET
STUCK PAYING
MORE...**



Continued on page 8

Tick, Tick, Tick

Continued from page 7

after a state-insured dealer's deductible is spent. "We'll accept direct payment from the state, not demand it from the dealer," he explains. "We guarantee zero disallowance. We won't go back to owner for what state doesn't pay."

He adds, "We can also give a dealer a good idea of what maximum cost will be if they choose to get out of gas business. Everyone wants to know that."

Another expert, Larry Walkowicz, general manager for the Oscar W. Larsen Co. (a distributor for petroleum equipment manufacturers) says, "I recommend scheduling a meeting with an experienced petroleum contractor. They can suggest short and long term solutions and help you address your specific needs. Just make sure they're experienced, and check references. As it gets closer to the deadline, you may run into some unqualified people who are just looking to make a buck."

Picking someone to do your UST work

It's important for you to know that you don't have to know everything about this complicated regulatory issue right away. Utilize your network of resources—state offices like

BUSTR, other OPRRA members, OPRRA staff like Lynn Bearer and Terry Mulgrew, and the companies that consult in and/or complete this type of work can guide you through



"AS IT GETS CLOSER TO THE DEADLINE, YOU MAY RUN INTO SOME UNQUALIFIED PEOPLE WHO ARE JUST LOOKING TO MAKE A BUCK."

the specifics and explain complicated points.

Petro environmental's Greg Marshall cautions, "The biggest problem I've seen in dealing with individual proprietors is a lack of knowledge, because there is a wealth of misinformation out there. My advice is to interview as many qualified contrac-

tors as you can to get not only the best prices, but also, to get as much information as you can."

Here are some more guidelines, to help you pick a contractor to complete your UST work.

- Talk to as many contractors as you can. If they give you different information, ask them about it. More importantly, ask someone from OPRRA about discrepancies. Also, talk to your supplier/jobber. They should be able to provide you with information about regulation specifics.

- Make sure the contractor is licensed by BUSTR to be an installer/remover.

- Ask for references, and check them. Ask for the contractor's last three jobs, and his best three jobs.

- Run a credit check on them.

- Don't be afraid to call regulators, a local fire marshal or BUSTR. Ask if they've had problems with that contractor in the past.

- Ask the contractor if they've ever had to default on a job, or if they've ever been thrown off of a job, or failed to complete a project for any reason.

- Find out how long will it take to complete the project. Ask for a schedule of what work will be done on what day, so that you can keep apprised of how the project is proceeding.

- Start now! It's in your best interest to educate yourself and interview contractors to try to find out all you can.

Matthew Wagner also adds that you shouldn't discount the state as a source of help. "A lot of people have bad idea of the state's willingness to talk to you and help you. But if you're not sure of what you have to do, you should call BUSTR and IMBUSTR. Like OPRRA, they can be part of your network of resources."

John Dzwonczyk adds that regulators "will be looking for general compliance, not nitpicking. They have lots of things to inspect and many stations, so enforcement will be somewhat limited. I think those with steel tanks should be most concerned. If you are fairly modern, and everything is in good shape above ground, you'll be ok. Only those grossly not in compliance need to be worried. The key is general compliance. Have a tank gauge system working, overspill buckets, and a clean looking station so that an inspector doesn't see you as defeating the intent of the rules." ♦

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How the Petroleum Board reviews RAPs

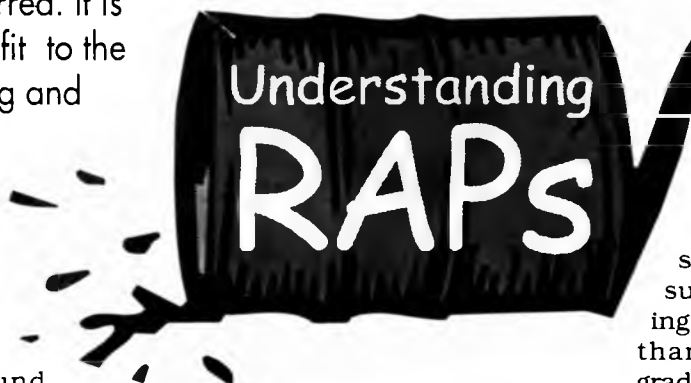
The Ohio Administrative Code requires that the Petroleum UST Release Compensation Board pre-approve costs before the implementation of any long term Remedial Action Plan (RAP). This allows the responsible person (RP) to understand what costs will be reimbursed before the work is begun and expenses are incurred. It is also a major benefit to the Board in projecting and controlling costs...

By Dave Reeder
PUSTRCB

to the Board of this option should be provided at the same time the RAP is submitted. Immediately upon receiving BUSTR approval, the detailed costs then should be submitted to the Board for pre-approval, before any work is performed. This will protect the RP's reimbursement rights and comply with the requirements of Board rules. However, use of this option may slow the overall process of the Board-BUSTR RAP pre-approval.

already on file in claims or eligibility is reviewed. Site characteristics, the levels and extent of contamination, and previous work performed will be reviewed. In reviewing the RAP, the scope of the proposed remediation and the recommended alternative are evaluated in the context of all the remedial alternatives presented. Costs are evaluated to determine if they are typical based upon the Board's experience and if a least-cost alternative is being recommended. The least cost alternative which will most cost-effectively achieve "No Further Action" (NFA).

At the same time a RAP is submitted to the Bureau of Underground Storage Tank Regulations (BUSTR), a copy of the plan must be submitted to the Board. The RAP should include a discussion of all remedial alternatives considered and an estimate of the costs associated with each alternative. The selected remedial alternative must be specified and as much detailed cost information as possible for the chosen alternative should be provided. A responsible person may elect to have his consultant provide detailed cost information for the selected alternative when submitting the RAP or provide the detailed costs after receiving BUSTR approval of the RAP. If a RP chooses to wait until BUSTR approval is granted, notification



The Board's rules require that the costs be broken down for corrective action activities and for ongoing system operation and maintenance. A detailed cost breakdown should provide all program task costs which will be included in the remediation. The consultant should include employee classifications and hourly rates, equipment costs, material and supply costs, reporting costs, lab costs, and any subcontractor costs. Each of these costs should be listed separately.

RAP PREAPPROVAL REVIEW PROCESS

As a part of the review process, pertinent site information

If the cost of the selected alternative exceeds what is typical, the Claims Analyst may request additional information in writing from the RP and consultant. The RP may submit revised costs, or may submit an explanation outlining the reason costs are greater than what is typical. Steep grades making soil removal more difficult or remedial systems on a plume crossing property boundaries or roads are examples of site conditions which could increase costs beyond what is typical.

Providing sufficient information concerning unusual site conditions when the RAP and costs are submitted may avoid the delay that results when the Claims Analyst has to request more information in writing.

BUSTR and Board staff may confer on those RAPs where questions arise whether the most cost-effective alternative is being proposed. A Board claims ana-

Continued on next page

Continued from previous page

lyst or BUSTR site coordinator may also determine whether the RAP presents any additional issues which may require discussion and review. Examples of issues which can lead to a discussion between the Board's staff and BUSTR's staff are whether the scope of the work is appropriate for the levels and extent of contamination, or whether, where appropriate, the potential use of monitoring only or risk-based assessment has been considered. The objective of the process is to find the most cost-effective option to achieve a NFA.

This review process generally takes approximately 30 to 45 days from the receipt of the RAP, if complete information has been submitted and there are no significant issues requiring additional review. At the end of the review process, after any and all issues have been resolved, correspondence is sent to the RP pre-approving the costs of implementing the remedial approach and, where appropriate, the first

year costs of operation, maintenance, and monitoring. If for any reason the costs for implementing the RAP significantly in-

BUSTR AND BOARD STAFF MAY CONFER ON THOSE RAPs WHERE QUESTIONS ARISE WHETHER THE MOST COST- EFFECTIVE ALTERNATIVE IS BEING PROPOSED.

crease, the Board should be notified immediately. This will assure the RP's rights to reimbursement are protected and will facilitate later claim review. The pre-approval, however, is not a guarantee that all future claimed costs will be reimbursed in full. Only actual costs which are documented and eligible based upon the Board's rules will be reimbursed in a claim.

If particularly difficult conditions exist at a site which require complicated remediation, an RP and his consultant are encouraged to open communications

with BUSTR and the Board while they are developing the RAP. This will facilitate both BUSTR technical pre-approval and Board cost pre-approval when the RAP is finalized. In addition, proposed costs for other corrective action activities, such as pilot testing, site assessment and other remediation, may be submitted for voluntary pre-approval prior to implementation of the work. The cost pre-approval will evaluate whether the estimated costs are within a range considered as typical.

The Board's pre-approval of RAPs can save both the owner and the Fund money. The process defines upfront what is reimbursable, which usually results in a faster, more efficient claim review. A well-conceived RAP will enable an owner the opportunity to obtain a cost-effective NFA in a more timely manner. The Board's claims staff is available to answer any questions and to assist RPs and their consultants in the cost pre-approval process. ♦

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Sage advice...

By Gina LaVecchia
OPRRRA Correspondent

If the high price of Stage III underground tank improvements has you wondering how you'll ever afford to be in compliance, you have alternatives. For many business owners, financing such updates, rather than paying for them out of pocket is a good solution.

Your bank may be a good source for a loan which would give you the money to get your tanks and lines in compliance. Another alternative is a lease through a company called Sage Financial Corporation. Sage's founder and president, Kevin Lasser, says, "We lend money to gasoline businesses, c-stores, anyone in the retail or wholesale sides of this business. We started thinking about how the industry was going to adapt to these regulations last year," he explains. "The research we did told us that at the time, half of all independent dealers weren't yet in compliance. We knew the distributors didn't want to lend money for the updates, so we decided to do it."

Sage has already financed about 50 independent locations in Ohio and Michigan. Lasser says that many independent dealers have chosen this time to complete their Stage III compliance upgrades, as well as entire station overhauls, including new pumps and card readers. A major overhaul will cost around \$150,000, according to Lasser. New tanks and piping are around \$60,000 or \$70,000. Dealers can borrow part or the total cost of the work they want to complete.

Before dealing with any finance company, be forewarned: Their interest rates are typically higher than banks' rates. Sage financing starts at about 8.5%, but the interest rate depends on the amount borrowed, the extent of the work being done ("If we're lending on MPDs, that could be lower than loans on under-

LEASE FINANCING MAY BE THE ANSWER FOR TANK UPGRADES

ground technology," explains Lasser). Other factors influencing interest rates are risk, personal and business credit history, and how long you've been in business.

But the upside is that some dealers may be more likely to be approved for financing with a finance company than by their banks. "Another advantage we have is that the cost to get into one of our leases is low—typically just the first and last payments," says Lasser. Banks, in some cases, may require a down payment, collateralize on private property, such as your home.

Sage Financial, it is important to note, provides leases, not loans. Though everyone's tax situation is different, the difference to you may be that the lease could be 100% tax deductible, whereas loans are depreciated. So, you may be able to write off a lease more quickly. Also, a lease is considered "off balance sheet" financing, which means your financial statements will show less debt.

"Most of the contractors doing the Stage III improvements are good, but we check on your contractor before the work starts to make sure they've been doing this type of work for a while and that their past work is good."

Lasser says that his company also offers services to independent dealers that most banks won't including financing for c-stores, improvements, or signage. Moreover, Lasser says financing from Sage involves less red tape than do bank loans. There is only a half-page form to fill out, the Petro E-Z Lease, and in some instances, we can lend up to \$150,000 without financial statements or tax returns. Approval takes only a day or two. "For an E-Z Lease form or more information, call 800-724-3150. ♦





ANTHONY E. PROCACCINI JR. MEMORIAL SCHOLARSHIP

**OPRRA will award two scholarships of \$1,000 each this August.
The following are the official rules and regulations.**

1. Any full member in good standing with the association may submit the name of his or her child or dependent, provided he or she begins classes within twelve months of award date. The scholarship is not limited to those enrolled in traditional 2-or 4-year college courses of study, but is available to students attending vocational, trade, or business schools.

2. To be eligible, the member must submit to the OPRRA office a completed Scholarship Registration Form by **July 15, 1998**. The registration form must be hand-delivered or sent via certified mail. No phone calls or faxes.

3. The winners will be determined by a lottery drawing from Ohio and Pennsylvania Pick 3 digit drawing on Aug. 15, 1998 to determine the winners. In case of dual awards,

the very next Pick 3 drawing in Ohio.

4. No family can win more than one OPRRA scholarship each year.

5. The scholarship maximum will be \$1,000 per year, and renewable up to 3 times, unless course of study is completed sooner.

6. To receive the subsequent awards after the first year, the recipient must submit proof of good academic standing (2.2 grade point average or above) by August 15.

7. Upon receipt of scholarship, recipient must notify in a letter to the committee, his or her academic plans for the academic year.

ANTHONY E. PROCACCINI JR. MEMORIAL SCHOLARSHIP APPLICATION

Applicant's name: _____

OPRRA member's name: _____

Business address: _____

Applicant's relationship to member: _____

Name of high school or institution currently attending, if applicable: _____

Your current grade or year of study, if applicable: _____

Submit this application via certified mail or in person to:
OHIO PETROLEUM RETAILERS AND REPAIR ASSOCIATION
17 S. High St. • Suite 200 • Columbus, OH 43215-3458

*Refer questions to Scholarship Committee at the above address
or by calling (614) 221-0095 • (888) 804-9808 or by faxing (614) 221-1989*

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COMPLIANCE

A glimpse at the upcoming
1998 LUST deadline



By Craig Weigand,
State Government
Affairs, Marathon Oil

As the LUST
deadline
approaches,
it may be
valuable for
you to
establish
your vision
of where
you want to
be on that
morning...

It's natural for people to pay greater attention to a change as it draws near — even when there has been much time to understand and create ways to cope with the change, and also to understand the extraordinary costliness of the change... with tremendous penalties for noncompliance.

But what happens when such a change has had ten years to arrive at a point of finality? Well, we are about to find out. Such is the case with the December 22, 1998, deadline for compliance with EPA leaking underground storage tank (LUST) regulations.

Formally known as 40 C.F.R. Part 280, whose requirements have been finalized since 1988, these rules arguably are the most significant regulatory regime the petroleum marketing industry has ever seen. It is likely to be an issue that will dominate the attention of the industry throughout the coming year... let's start now.

Like all major changes, this one is viewed as both threat and opportunity by the affected community and it is expected that the greatest occurrence of these effects will occur in 1998. And while there may be uncertainty as to how the deadline will affect each business, there is little uncertainty that the deadline will stand. As Carol Browner, EPA Administrator, succinctly states, "I want you... to know that EPA does not intend to extend this deadline," which is a position that major industry groups, including PMAA, SIGMA and API, have formally supported.

Some of the compliance deadlines associated with these regulations, such as financial responsibility, have come and passed, each creating a stir in the policy attentions of our industry. But the remaining deadline is the final deadline... the big one, that requires complete compliance of spill, overfill and corrosion protection... or closure. The very approach of these pending requirements has caused some businesses to be sold or to close, while spurring aggressive growth and expansion to others. The regulations have caused debates over liability for delivery into non-compliant tanks and the effect of PMPA on third-party sites which must be closed to take place throughout the coming year. Regardless of where you find yourself in this

continuum, now is the time to be informed of the requirements and review your compliance status.

HISTORY

The regulations, which were called for under Subtitle I of the Resource Conservation and Recovery Act (1984), represent a Congressional response to safety and health problems resulting from leaking underground storage tanks that had been occurring at an increasing pace in the late 1970s and early 1980s. The regulations, finalized on December 22, 1988, require most underground storage tank systems installed before this date to either be replaced, or upgraded with spill, overfill and corrosion protection, or be removed and the surrounding ground remediated (closed).

THE EXPECTATIONS

When the morning of December 23 arrives, what can we expect? Besides the joy of the pending holiday (perhaps a cruel irony), it is likely everyone will feel like they have run off a cliff. Some will feel that they have made it "over the hill," but may not be certain they are in compliance. Some will be adjusting to a business without gasoline, others enjoying recent retirement and still others experiencing the anxiety of knowing they are not in compliance at all. Some will be concerned about paying (dearly) for the upgrades and closures they put off, and very frustrated by the lack of timely reimbursement from their states' tank fund or the fact that their fund may no longer exist at all.

In all cases, the anticipation of the enforcement visit will be on the minds of petroleum marketers. The landscape will have changed significantly — conservative (GAO) estimates place the station closure rate at 15 percent from 1996 levels. Competitors, benefitting from the consumer appeal for big, new stations, will be eager to absorb the lost volumes from the fallout. Some stations will be abandoned outright, placing policy attention on how to address "orphaned tanks." And consultants and contractors will be saddened by the reduction from the exceptionally high

Continued on next page

Continued from previous page

revenues they will have enjoyed in 1998.

As this time approaches, it may be valuable for you to establish your vision of where you want to be on that morning. Anticipating the eventualities of that morning now, coupled with some thought, study and organizing, will go a long way toward insuring a happy 1998 holiday.

THE PLAYERS

The EPA Office of Underground Storage Tanks (OUST) was formed to administer the regulations to the states and the regulated community. They developed the technical standards, financial responsibility requirements and state program approval procedures and remain the administrators of the program. In most cases, either the state or the EPA can initiate enforcement under these rules, and it is likely they will approach enforcement jointly. States cannot extend the deadline in this case.

The various EPA Region Offices (Region 5 for the Midwest and Region 4 for Kentucky and south) will be jointly responsible for enforcement in those states, roughly half of them, which have not gained the final approval of their LUST programs. These offices have implemented enforcement "sweeps" this summer to estimate the level of compliance. While most sites were substantially in compliance, many of them had minor inefficiencies in their overall compliance.

Each state has its own means of implementing the LUST program, as well as authority for establishing requirements for UST fire safety and construction. In some states (Kentucky, Michigan, N. Carolina, Ohio, Pennsylvania, Tennessee, Virginia, West Virginia), these responsibilities are jointly held, while in others the oversight lies in more than one agency. This can lead to confusion in the regulated community. The LUST program and deadlines deal with control of leaking USTs. The other requirements deal with the safety and integrity aspects of LUST systems and must also be followed. In addition, the tank funds in each state will be sought to the maximum extent during 1998 and 1999, so the availability of reimbursement will be

discussed as an associated issue as the deadline approaches.

ENFORCEMENT AND PENALTIES

Significant discussion continues throughout the regulated community about the need for adequate enforcement of the regulations. This is the result of the significant investment that marketers have made to comply with the regulations. Some states have limited personnel available to perform inspections of the large number of sites that are required to comply. Various policy initiatives are being discussed, including third-party and self-audit inspections, whereby the regulated party would provide proof that they comply to the appropriate authority. These approaches each have pluses and minuses that will be considered in 1998 by the affected parties in each state.

The federal enforcement rules specify four types of enforcement responses which may be applied, depending on the severity of non-compliance. Initial responses and NOV's (Notices of Violation) are letters which outline that a specific violation exists and sets a time frame

for correction, typically for more "routine" violations. The goal of this type of action is compliance, but penalties here can range in the several hundred to thousands of dollars. The next, more severe action is an administrative compliance order, the penalties for which can be as much as \$11,500 per tank per day. The most serious action (and you really have to do everything wrong here) is a judicial action, the fines for which can be as much as \$27,500 per tank per day — not including the legal fees you would spend before you get this far! A new type of enforcement action is the field citation, which is like a ticket, issued at the time of inspection, that outlines a violation with a fine in the \$300 range. This will be the most common action under LUST enforcement.

In addition to the stark reality of fines and legal fees, some practical issues arise when discussing enforcement. First, it is important to remember that an enforcement visit is a compliance audit. Therefore, it is extremely important for you to have an enforcement plan in place for each of your locations, so that the impression of knowledgeable

Continued on page 30

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Nine steps to a better safety program

By Gary Hanson
President
American Safety
& Health Management
Consultants, Inc.

This is the second article in a four part series designed to explain the new Nine Key Safety Program Parameters, developed by the Division of Safety and Hygiene, and implemented July 1, 19996. In the last article we outlined the key steps and reviewed in detail the first step, a written Safety and Health Policy Statement. In this article we will cover the next two steps that include:

- Visible Senior Management Leadership that promotes the belief that safety is a key organizational value.
- Employee involvement and recognition that affords employees the opportunity to participate in the safety program.

STEP TWO Visible Senior Management Leadership

For a safety program to be truly effective, it must start at the top. It should have a higher purpose than simply complying with OSHA. Although OSHA compliance is important, if that is the only purpose of a company's safety effort the safety program will not be as effective as it should be. Safety needs to be considered a core organizational value that directly contributes to the overall success, growth and profitability of the company. Safety is an investment in the continued success of the company.

Safety should start with a Mission Statement. That mission should reflect the importance safety has to the organization and it should tie directly into the overall *Corporate Mission*.

The following is a sample of the *Safety Mission Statement*:

It is the intent of our Corporation to provide as safe and healthful work environment as possible. By doing so we will protect our most vital assets and contribute directly to our company's continued growth, success and profitability.

What are a company's most valuable asset?

- Employees
- Property

- Equipment
- Service, Sales, Production Capabilities
- Financial Strength
- The Company's Good Name

This is what an effective safety management system is designed to achieve. This will only happen if upper management takes the necessary leadership role to make it happen.

What should upper management be doing?

- Promote safety as a key organizational value. (This needs to be made clear to everyone in the company)
- Authorize needed resources to ensure the safety program is successful.
- Establish clear management safety responsibilities for all levels of management.
- Set high goals and standards for performance.
- Hold everyone accountable for the success of the program.
- Measure results and strive for continuous improvement.
- Stay actively involved in the process.
- Accept no excuses for failure.
- Constantly promote the value of the safety program.

STEP THREE Employee Involvement & Recognition

Safety is a behavioral science not an engineering or technical science. The vast majority of things that cause employees to get hurt are behavioral in nature. Unfortunately, behavior is one of the hardest things to change, especially if employees have been allowed to develop bad habits. These habits usually go unnoticed or unchanged until someone has had an accident. Once this has happened we often try to determine blame, instead of finding the root cause. Most of the time the causes are easy to see if we only open our eyes and start observing why our employees do what they do.

One of the best ways to determine why

Continued on page 30

BWC VIDEO LIBRARY QUICK WAY TO IMPROVE SAFETY

Take advantage of this free time-saving resource

By David Merz
The Frank Gates Service Company

To the small business owner/operator, time is a precious commodity. Most cannot afford to spend a day, or even a few hours, milling around a library. If you are unable to get away from the workplace for even part of a day, you can still take advantage of the Ohio Bureau of Workers' Compensation's (BWC) library system.

Frank Gates

The Frank Gates Service Company always welcomes calls from OPRRA group rating participants and inquiries from others. The toll free number is 800-777-4283. Ask for Mike Stange at extension 431 or Dave Merz at extension 318.

The BWC Central Library, located on the third floor of the William Green Building, 30 W. Spring Street in Columbus, offers a wide variety

of written resource material. A great deal of information covering workplace safety and health and workers' compensation is available to the Ohio employer upon request. In addition to the thousands of safety-related books and magazines available to the visiting researcher, there are newsletters, articles, reports and pamphlets that may be requested by phone, fax, or mail.

A particularly valuable resource to the small business owner/operator is the video collection. The BWC Central Library's branch facility-The Ohio Center for Occupational Safety and Health (OCOSH) Resource Center in Pickerington, Ohio-supports the OCOSH Training Center and offers a Video Library

The Resource Center is staffed with helpful personnel and stocked with numerous occupa-



tional safety and health related videotapes that Ohio employers may borrow.

The videotapes are loaned to you free of charge. Your only cost involves returning them by insured mail. So that the tapes can be provided to others without undue delay, you are requested to return them promptly after use.

To inquire about obtaining reference materials or borrowing videotapes, call 1-800-644-6292 (select option 2, then option 2 again). The fax number is 1-614-644-5707

Take advantage of these valuable safety resources and get more out of your insurance coverage through the Bureau of Workers' Compensation. ♦

PREVENT INJURIES BY LEARNING FROM WORKPLACE FATALITIES

Statistics from the Ohio Department of Health are in for 1996. And truck driving topped the list of deaths by occupation. Twenty truck drivers died, 10 percent of all workers killed on the job.

Workplace murders also in-

creased, according to ODH, from 25 in 1995 to 39 in 1996. Convenience store workers lead the list of homicide victims, often as a result of shootings during robberies or attempted robberies.

The fewest job-related deaths, three in each occupation, occurred

among food preparation or food service workers, mechanics, painters, precision metal workers and sales representatives.

Future columns in this magazine will address the topic of workplace violence.

Fill it up with ???

By
Glenn D.
Waggoner, Esq.
OPRR Counsel



**...CHANGE IS
NOT OVER,
AND ONE
CHANGE
ON THE
HORIZON
MAY TURN
THE
PETROLEUM
REFINING
AND
MARKETING
INDUSTRY
ON ITS
HEAD.**

The history of the automobile industry in this century is one of stunning technological and industrial breakthroughs.

Assembly lines. Rubber tires. Fuel injection. Airbags. Electronic braking systems. doorlocks and mirror controls... the list is endless.

A mode of transportation that began as a slow, uncomfortable and unreliable experience now offers unparalleled luxury. Where else can you go — except to your car — to sit in a heated seat? Or, more to the point, who even needs a heated seat?

Now we are sold gimmicks for the sake of having the latest creature comfort to show off to other drivers.

But change is not over, and one change on the horizon may turn the petroleum refining and marketing industry on its head.

Not long ago, I read a lengthy news article about the quiet but intensive efforts underway by the major automakers to be the first to achieve a major milestone in the history of automotive industry. That milestone is developing a practical and economical alternative to the internal combustion engine. A breakthrough by any of the major automakers would be the equivalent for this industry of landing a man on the moon, and would give the company which cornered this technology a vast head start on the next century of automotive travel.

The research in this area is driven by factors including the long-term instability of the price and availability of an exhaustible resource, petroleum. Pollution, and pollution regulations, are also a concern. Power options being studied by automakers include batteries which are recharged on-the-go by onboard generators, powered by petroleum, which operate only as needed.

All the retail petroleum marketer can do is watch and be alert, as always, to changes in the marketing environment. Major oil companies are intensely concerned with the future of their industry, and the latest reflection of this is in the new Shell Rental Program which is caus-



Glenn D. Waggoner, Esq

ing a nationwide uproar among its dealers.

Shell dealers have long enjoyed relatively stable and competitive rents, thanks to a rent structure in which stated base rent was often a high number but was reduced by dealers attaining monthly gallonage targets. The net effect was that dealers rarely, if ever, paid stated rent.

Shell is now attempting to scrap its old rent structure and has announced that it relies too much on profits from petroleum sales. Under the new structure, dealers would basically split the profits with Shell from the dealer's various business components — convenience stores, car washes, and service bays and other revenue sources — by taking a percentage of sales or profit.

Shell dealers are confronting substantial rent increases under the new Shell program, and litigation may attempt to head off the change.

However the current confrontation plays out, Shell and other major refiners have reason to be nervous about the long-term outlook for petroleum sales. Remember, we are ending the century which belonged to the internal combustion engine. No one in 1900 could have possibly predicted the amazing inventions we take for granted every day. As we near 2,000 we can only peer tentatively into the future. What is a fact today is that millions of dollars are being poured into programs specifically intended to change the automobile as we know it, and to revolutionize its means of propulsion. Unless history is bunk, as Henry Ford supposedly said, then change will come. ♦

10 steps to bring out their best

The science of managing employees changes daily. Here are some common-sense management tips:

1. Expect the best from the people you lead. If you expect failure, you increase its chances. If you expect success, and the other person feels that, you increase its chances.

2. Help your staff to recognize what they want, then help them decide how to get it. Motivating people must be tailored to fit each person; this becomes possible through careful questions and careful listening. Watch and listen well and your people will show you how they can be motivated.

3. Establish high standards for excellence. Show you care and be a consistent model for these standards with your own high quality work. Your hard work and confidence transfers to others.

4. Create an environment where failure is not fatal. Don't have the philosophy of one place I worked, "To err is human, to forgive is not company policy."

5. Model what you want. Approach your own work with a sense of urgency, use your time efficiently, and meet the goals you set. Show employees by your actions, that the job really does matter, and that quality is important.

6. Recognize and applaud achievement. Achievement

By Bill Cates
Originally appeared in
Clean Times Magazine



begets more achievement. Help your people parlay their small achievements into more and greater ones.

7. Employ a mixture of positive and negative reinforcement — swift praises when things

are done right, and swift reprimands when they're not.

8. Use their natural competitive instinct to achieve more than they might otherwise. Use self-competition liberally; use competition with others sparingly.

9. Place a premium on collaboration (team work). Form teams of two or more whenever possible. One mind plus one mind equals a third mind. Teams create an atmosphere of positive peer pressure and encouragement.

10. Build into the group an allowance for storms. People will get mad, people will disagree, people will argue. Sometimes the best solutions come from the tension and confrontation of differing opinions. ♦

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We couldn't do it alone...

The Independent Dealer staff would like to thank all contributing writers and those who supplied information for our recent issues, including: **OPRRA Attorney Glenn Waggoner, R. Dave Hughes, David Merz, Mike Stange, Mr. Henry Holland, Terry Daly, David Reeder, Gary Hanson, Paul Tierney, Bomba, O'Neil & Company, Matt Wagner, Nicola Jones, Lori Miklas, Terry Mulgrew, Lynn Bearer, Ralph Miller, and Pat LaVecchia.** Special thanks to OPRRA correspondent **Gina LaVecchia** for her years of hard work and dedication!

In the news...

OPRRA Board Member Maurice Helou of Lyndhurst recently appeared in a feature story in the *Cleveland Plain Dealer*. The story dealt with the pending unfair pricing lawsuit brought against Shell Oil by a consumer. It also discussed shrinking dealer profit mar-

gins throughout the industry. Members **Jay Linn** and **Amos Norwood** also contributed to the story.

Reach out and scam someone...

Be wary of anyone who calls your business and identifies himself as an AT&T Service Technician who wants to check your lines. The 'Technician' may ask you to punch in a sequence of numbers on your phone. This process allows the scammer access to your long distance phone line for the next call he makes. Investigators say the calls are originating from many local jails and prison.

A repeat customer...

A few years back, a Cleveland woman accidentally hit her gas pedal, sending her car through the front wall of a local pet store, totalling the store. The pet store rebuilt and was operating smoothly until a few months ago when the same woman hit the same gas pedal and drove right through...

you guessed it... the same pet store. How's that for repeat business? She should stop monkeying around.

Wrapped up in his work...

From the *Kalamazoo Gazette*: James Burns, 34, (a mechanic) of Alamo, Michigan, was killed last March as he was trying to repair what police described as a "farm-type truck. Burns got a friend to drive the truck on a highway while he hung underneath to ascertain the source of a troubling noise. Burns' clothes caught on something, however, and the other man found Burns, "wrapped up in the drive shaft... Ouch.

You'll need small tools...

The Microtransmission developed by researchers at Sandia National Laboratories has a 3 million to 1 ratio, allowing a microengine (1/3 the thickness of a human hair) to theoretically generate enough force to move a one-pound object. ♦

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▪ Richard Butcher ▪ Wayne Eliason ▪ Jane Zahorodnij





Getting to know you...

By Nicola Jones, OPRRA Business Manager

Do you know me? I'm the voice on the other end of the phone line! Now that I've got your attention (at least those of you who like my voice), my name is Nicola Jones, the Business Manager at the OPRRA office. I know when the move from Cleveland came about, many of you felt a sense of loss. You had formed a relationship with your previous staff members and now you really

don't know anyone on the other end of the line. It doesn't have to be that way!

I don't want to be known as "that person" in the office so in the coming months I will escape from the organization for a few days and hit the roads of Ohio to meet and visit with some of you. Along with your Executive Vice President Lynn Bearer, I will be visiting lots of gasoline dealers and automotive repair shops

in hopes of returning to the home office with a better idea of what you experience on an everyday basis.

My mission is to get some grease under my nails. I admit — I don't know the mechanics of a car — I've never changed my own oil and I probably couldn't change my own tire, but as one auto repair shop owner told me, "People like you keep people like me in business!"

I look forward to meeting and getting to know you.

To put more names to voices, here are the other staff members at the OPRRA office: Lori Miklas and Deanna Callahan, Administration Assistants and; Barbara Nichols, Bookkeeper.

We can all be reached toll free at (888) 804-9808. ♦

BUYING POWER GROUP



The Buying Group Committee is pleased to announce three new vendors to our program. To participate in the Buying Group, call Lori Miklas at the OPRRA office to receive a copy of the order form. Here is a brief summary of the new vendors' program benefits:

Wright Screen Printers

Advertise your business and increase sales through screen printed, quality lighters. Lighters are packed 50 per box and come in assorted translucent colors. Standard logos including BP, Sunoco, Shell and Marathon or provide your own custom logo. Program pricing for buying group members: 250 lighters @ .39¢ each; 500 @ .32¢ each, and; 1000 @ .29¢ each. Prepayment is requested due to extremely low prices. For more details, call Richard at (440) 946-0897 or leave a message. Or, fax your questions to (440) 946-1269.

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Want to save money on the paper supplies for your station? If your oil company or jobber quit giving you these items here is a way to cut costs and have a quality product. Hamco offers an unconditional guarantee and warranty to protect your equipment, and their supplies are approved by all major manufacturers. Andrew, Pete and Roseanne are ready to assist you, so call (800) 733-0242. Mention you are an OPRRA Buying Group member. Ask for their free catalog!

S/S Car Care

Own a car wash? Are you a Buying Group member? Then get ready to save on the chemicals you use, because S/S is offering members a 10% discount off their manufacturer list prices. You will still receive full customer support through the area sales representative for any application needs. S/S is a manufacturer of the Royal Sheen products which include detergents, pre-soaks, tire cleaners, drying agent and waxes. Plus, they have a line of equipment for dispensing the products. Call now for an in-depth review of their program. Ask for Peter Denisoff at (330) 494-9535.

Remember, you need to mention that you are an OPRRA Buying Group member to receive the correct pricing. If you have questions or concerns call me at the OPRRA office, (888) 804-9808, ext. 221. **-Terry Mulgrew**

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OPRRA/INDUSTRY EVENTS, TAX DUE DATES AND IMPORTANT DEADLINES

MAY 5-7, 1998

ASE Spring Tests: Automobile/
Light Truck, Medium/Heavy Truck,
Collision Repair/Refinish, Engine
Machinist, Auto Advanced Level,
Alternate Fuels/CNG, School Bus,
All recertification tests.

Test dates: May 5, 7 and 12.

OPRRA payroll reports and pay-
roll reporting instructions to July
1, 1997 participants.

JUNE 15, 1998

BWC enrollment deadline for all
new July 1, 1998 PDP participants
(applies only to "ungrouped"
members).

JUNE 1998

BWC sends Jan. 1, 1998 June
30, 1998 payroll reports to em-
ployers. Frank Gates sends

JULY 1, 1998

1997 Group Rating Policy year
begins.



NOVEMBER 3-6, 1998

SSDA-AT Board & Committee
Meetings, Las Vegas, NV

DECEMBER 22, 1998

Deadline for new Underground
Storage Tank Regulations. Call
Terry Mulgrew, Director of Mem-
ber Services, at (614) 221-0095
soon for more information.

Reserve these dates NOW!

September 11-13, 1998

For the OPRRA Annual Meeting at Sawmill Creek Resort
in Huron, Ohio. Watch for more information...



*Need help? Log on to the Internet and try these business
and industrial web sites:*

SITE OF THE MONTH: Energy Information Administration

<http://tonto.eia.doe.gov>
Sign on and receive up-
to-the-minute reports on
national energy pricing
and news.

ALLDATA

www.alldata.tsb.com

CarTalk

www.cartalk.com

Hayne's Toolsource Bookstore

www.toolsource.com
Your complete resource
for hand tool users.

All Things Automotive

www.autodirectory.com

**Automotive Parts &
Accessories Assoc.**
www.appa.org

Online Auto Repair
www.win.net/~onlineauto/
welcome.html

**National Institute for
Automotive Service
Excellence (ASE)**
www.asecert.org

Class registration and testing
information, plus repair tips
and much more.

EPA

www.epa.ohio.gov
Stay up-to-the-minute on EPA
regs and rulings.

National Assoc. of C-stores

www.cstorecentral.com

Petroleum Equipment Inst.
www.peinet.org

American Petroleum Institute
www.api.org

PMAA

www.pmaa.org

National Petroleum Council
www.npc.org

Oxygenated Fuels Association

www.cleanfuels.com
Find out how your state is
rating cleaning up the air by
using more efficient fuels.

Cancer News

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Worldwide site featuring
techs discussing problems
from shop to cars.

Send us your favorite
website:

E-mail ideas to:
Harvdawg@worldnet.att.net

INTERNET DIRECTORY

How to handle the sale of a licensed lottery business



On December 31, 1996, the Ohio Lottery eliminated its change of ownership policy which had generally allowed a lottery license to continue at an agent location that had been sold pursuant to a management agreement. This was done as a means of allowing the continuation of lottery sales at that agent location. However, in an effort to license and allocate the limited number of available on-line terminals in the most equitable manner, the old policy was eliminated and the new "Sale of Business" procedures adopted.

The licensed sales agent must inform the prospective buyer of the business that the on-line terminal will not necessarily remain at the agent location when the location is sold.

Any person who buys an existing location must apply to the lottery for a new license. The Ohio Lottery must be informed of the pending ownership change at least sixty (60) days in advance of the sale or other transfer of the licensed business. Additional notice can minimize the time during which the buyer does not yet have a Lottery license, and therefore, cannot sell lottery tickets. The Ohio Lottery does not guarantee that the buyer will

be granted a license. At the time of license renewal, the sale of business must be completed, and the new owner legally in place.

On-line terminals that become available through the sale of business or other transfer of ownership, will be assigned to the agent with the highest instant ticket sales within the sales district where the business is located. Thus, if a business that previously had an on-line license is being sold and a license application has been made, that business instant ticket sales will be compared to all other instant-only sales agents in the sales district.

All Ohio Lottery agents who are in the process of selling their businesses are subject to and shall adhere to the following procedures:

1. Notify your local regional office that you are in the process of selling your business. Notification must be sixty (60) days in advance of the sale or other transfer of the licensed business, in order to avoid delay in license application processing.

2. Inquire with your local Regional Lottery Office as to what the current instant ticket sales levels are for your business in relation to all instant-only

sales in the district.

3. Encourage the buyer to complete an Ohio Lottery Sales Agent Application as soon as possible (available through your local regional office).

4. Because lottery licenses are non-transferable, the buyer must apply for his or her own license. A license will not be approved until the sale of the business has been legally completed. No location will be permitted to sell lottery tickets without a license or under the license of the seller of the business. The Ohio Lottery does not guarantee that the buyer will be awarded a license.

5. Failure to notify the Ohio Lottery Commission concerning the sale of your business, or to comply with licensing requirements which include securing a background check and surety bond, may result in the immediate suppression of the on-line terminal, and/or denial or cancellation of Ohio Lottery license. ♦

In memoriam...

OPRRA WILL MISS TWO LONG-TIME DEALERS

The Ohio Petroleum Retailers and Repair Association staff and membership extends sincere sympathies to the families, friends and customers of member **Thomas Donald** and member **Elmer Laurence Sr.** who passed away earlier this year.

† † †

Thomas Donald, of Bowling Green, Ohio, passed away February 26. He was 69. From 1953 to 1991, he owned and operated Donald's Sohio Station. Mr. Donald, a Korean War Veteran and American Legion Member, will be dearly missed.

† † †

Elmer L. Laurence, Sr. was a cornerstone to his community, running the Sunoco service station at W. 130th and Hummel Road in Brook Park, Ohio for over 40 years. Born in Cleveland, Mr. Laurence graduated from James Ford Rhodes High School. His brother and partner, Chuck Laurence, passed away three years ago.

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NEW MEMBERS



WELCOMES

NEW MEMBERS AND CURRENT
MEMBERS WITH NEW LOCATIONS
AND BEFORE YOU BUY OR SIGN
A CONTRACT, CHECK OUT THE
"ASSOCIATE MEMBER LISTING"
ON PAGES 28-29 OF THIS ISSUE.
SUPPORT OUR
ASSOCIATE MEMBERS!

Doug Beck
Friendship Food Stores
1716 E. Perry Street
Port Clinton, OH
43452
(419) 332-5527
♦♦♦

Luis Galvan
S & G Sunoco
6317 Pearl Road
Parma Heights, OH
44135
(216) 886-0336
♦♦♦

Robert Carnicom, Jr.
Crossroads Store
1744 Tiffin Road
Fremont, OH 43420
(419) 332-0438
♦♦♦

Clarence Perry
Perry's BP
5131 Glenway Avenue
Cincinnati, OH
45238
(513) 921 3577
♦♦♦

Todd Lassus
Lassus Brothers Oil
1800 Magnavox Way
Fort Wayne, IN
46804
(419) 436-1415
♦♦♦

Dorothy Ruffer
West Side Store, Inc.
288 West Main Street
Norwalk, OH
(419) 663-2389
♦♦♦

Roger Welch
Brookside Beverage #1-#3
410 W. Ervin Road
Van Wert, OH 45891
(419) 238-5700
♦♦♦



1998 COMMITTEE LIST

To join a committee, contact the Chairperson
or the OPRRA office at 1-888-804-9808.
Please fax your committee reports to the Editor,
(440) 356-3776 for publication in the next issue.

FINANCE	CHAIR: John Kirkland, Neysi Sample
FED/STATE GOV. RELATIONS	CHAIR: Pat LaVecchia, Jack Bope
BY LAWS	CHAIR: Tracy Stanton, John Quinn
WORKERS' COMP	CHAIR: Andy Tilton, Bob Ramsey, Joe Zigman, Jay Linn
HEALTH INSURANCE	CHAIR: Ron Milburn, Bob Ramsey, John Price, Greg Horan
SCHOLARSHIP	CHAIR: Dan Cricks, Pat LaVecchia (Advisor)
PAC	CHAIR: Jamie Hicks, John Quinn
PUBLICATIONS/ PROMOTIONS	CHAIR: Dan Cricks, Al Garvin, Ralph Miller
'98 CONVENTION	CHAIR: Greg Horan
LEGAL	CHAIR: Maurice Helou, John Quinn
BUYING POWER	CHAIR: Ken Frank, Terry Mulgrew, Ron Milburn, Neysi Sample



Tankwagon

Sample Pricing information from the period
2/5/98 through 2/26/98...

BP, Shell, Marathon: R=87 Octane, S=93 Octane
Sunoco: E=86 Octane, U=94 Octane

<u>DATE</u>	<u>BP</u>		<u>SUNOCO</u>		<u>SHELL</u>		<u>MARATHON</u>	
	R	S	E	U	R	S	R	S
2/5/98	97.9	111.9	97	112.5	98.5	114.5	98.5	105
2/19/98	93.9	107.9	97	112.5	98.5	114.5	97.5	104
2/18/98	92.9	106.9	94	109.5	93.5	107.5	98.5	105
2/24/98	97.9	111.9	101	116.5	101.5 2/25	115.5	99.5	106
2/26/98	97.9	111.9	99	114.5	96.5 2/27	112.5	98.5	105

NATIONAL PRICES: All Grades 2/16/98 through 3/16/98...

<u>DATE</u>	<u>AVERAGE</u>	<u>CONVENTIONAL</u> <u>AREAS</u>	<u>OXYGENATED</u> <u>AREAS</u>	<u>OPRG</u> <u>AREAS</u>	<u>RFG</u> <u>AREAS</u>
2/16/98	1.085	1.064	1 105	1.194	1 144
2/23/98	1.090	1.072	1 132	1.178	1 136
3/2/98	1.075	1.061	1.086	1.151	1 126
3/9/98	1.065	1.053	1.080	1.126	1.099
3/16/98	1.055	1.043	1.064	1.119	1.089

This report contains price estimates for gasoline sold in ozone non-attainment areas, carbon monoxide non-attainment areas, non-attainment areas for both ozone and carbone monoxide (OPRG), and attainment areas, as designated by the EPA. RFG is required in ozone non-attainment areas and the entire state of California and oxygenated gasoline is required in carbon monoxide non-attainment areas.



*Associate Member Listing**

*Through 3/26/98

*The Ohio Petroleum Retailers & Repair Association
Thanks its Associate Members.*

*Before you buy or sign a contract, call our Associate Members
for information on their products and services!*

Daniel Nyeste
7-UP/RC Columbus
950 Stelzer Road
Columbus, OH 43219
(614) 237-4201

Nancy Ferguson
BBN Oil Recycling Inc.
6442-J Metro Court
Bedford Hts., OH 44146
(216) 786-1888

Bob Fording
Car Quest Auto Parts
2825 Silver Drive
Columbus, OH 43211
(216) 361-1700

Jay Case
Cintas Corporation
1275 Research Rd. Box 501
Blacklick, OH 43004
(614) 238-5565

Edward Fadel
Cleveland Bandag
19015 St. Clair
Cleveland, OH 44117
(216) 531 2900

Ray Patterson
E.K. Williams & Co.
1258 S. Holland-Sylvania Rd.
Holland, OH 43528
(419) 866-5544

Michael Hensley
Envirotest Systems Corp.
2180 Pinnacle Parkway
Twinsburg, OH 44087
(216) 963-4464

John Gillota
Gillota, Inc.
300 Central Viaduct
Cleveland, OH 44115
(216) 241 3428

James Simcoe
J.S. Graphics
618 S. Yearling Road
Columbus, OH 43213
(614) 237-0843

*To Join the Ohio Petroleum Retailers & Repair Association
call 1-888-804-9808. We do better, together!*

Todd Lassus
Lassus Brothers Oil
1800 Magnavox Way
Fort Wayne, IN 46804
(419) 436-1415

Michael Pietro
Michael's Auto Parts
9566 Bedford Road
Macedonia, OH 44056
(216) 468-2332

Mike Duffy
Midwest Payment Systems
38 Fountain Square Plaza
Cincinnati, OH 45263
(513) 744-6533

Mark Riemenschneider
Mighty Distributors
739 Rose Ave.
Columbus, OH 43219

Rich Stuck
PSARA Technologies Inc.
10925 Hartman Hwy.
Cincinnati, OH 45242
(513) 791-4418

Jeff Lewis
Putnam Insurance Agency
4161 N. High Street
Columbus, OH 43214
(614) 267-1269

Wayne Eliason
Refiners Outlet Company
4525 W 160th Street
Cleveland, OH 44135
(216) 265-7990

Michael Renz
Renz & Associates Inc.
1052 Lambeth Dr.
Columbus, OH 43220
(614) 538-0451

Mark Pohlman
SRW Environmental Serv. Inc.
55. W. Technicenter
Milford, OH 45150
(800) 976-6342

John Hatfield
State Line Oil, Inc.
161 N. Lallendorf Road
Oregon, OH 43616
(419) 693-7918

Waite Talbot
Talbot Insurance Agency
38109 Euclid Avenue
Willoughby, OH 44094
(440) 942-2152

Toni Mullee
Telecheck Services
25111 County Club Blvd.
North Olmsted, OH 44070
(330) 823-2500

Ron Guthrie
Unibrand Tire Products
2840 Banwick Road
Columbus, OH 43232
(614) 237-0366

Urban Gradel
Urban Gradel
1724 Starr Avenue
Toledo, OH 43605
(419) 691-2486

John Waugh
Waugh's Towing & Auto, Inc.
2564 Groveport Pike
Columbus, OH 43207
(614) 443-5722

Jack Whitlock
Whitlock's, Inc.
P.O. Box 23140
Columbus, OH 43223
(614) 276-0119

Thank You!

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The Ohio Petroleum Retailers
and Repair Association

"We do Better, Together"

-FOR SALE: 4- D1000 Dresser Wayne Cash Registers. \$225.00 each. Used, work well. Ask For Bill, (614) 864-0815

-91 FORD TOW TRUCK 42K miles, dynamic self-loader, \$25,000.00

-KAL-Lab Scope & Engine Analyzer, like new, \$2,500 for both.

-Hunter Alignment-Turn Plates, \$350.00

-Mitchell Manuals, Offer OTHER EQUIP. AVAIL. Call Tony. 216-442-9294

FOR SALE!

Mac-Maximizer Tool Box Brand New Condition. Paid \$4,150 two years ago. Asking \$2,500. Call Wayne or Chris Castle, (614) 491-0741.

AVAILABLE ITEMS

Air Compressor: Service Station Style 80 gal. dual piston. Nearly new, asking \$600 or best offer.

Construction Site Skid Tank 300 gallons, steel on skids, \$75
1973 Honda Cl/CB 350 motorcycle, \$300
Contact Kevin: 440-639-9911

**FOR
SALE
BY**



OWNER:

Two Bennett Dual Product Two Hose Suction Gas Pumps. Model # 4025 - \$600.00 for both.
Sun "Super Slueth Two" Ignition Analyzer. Can be updated for DIS - \$350.
Call (614) 471-7535

FOR SALE... 20 year service station and real estate. Purchase includes 2325 sq. ft. facility, 10 pumps, 3 service bays, towing, c-store and beer license. For business package call: Tony Mesi 614-451-5100

also: 50 years in business, service station and real estate. Purchase price includes 4600 SF facility, 8 pumps, 3 service bays, lottery, c-store and beverage license. All 1998 requirements completed. For business package call: Tony Mesi 614-451-5100

15,000 GALLON DOUBLE WALL FIBERGLASS Underground Storage Tank. 9 years old. Best offer. Call 330-452-9409.

FOR SALE:

3-BAY SERVICE STATION No Tanks. Call Ralph Kelly 800-666-5331 or 330-494-5324

For Sale... 3 Fiberglass tanks, 18 years old; canopy, 5 years old; 4-wheel computer alignment, Model FM-C #4000; Hydraulic air jack; 20 ton hydraulic press; Wayne Model No. EC/SY2400/0160; Gas computer systems. **Contact Albert (440) 585-0498**

BUSINESS FOR SALE:

Gas Station with Two Service Bays. Updated Tanks and Lines. Located in Northeast Columbus on busy street. Great Potential.
Call (614) 899-7430

STORAGE TANKS FOR SALE...

(2) 6,000 gallon underground storage tanks. Fiberglass coated steel construction. VEEDER ROOT Model TLS 250, good working condition.
CALL FOR PRICES!
330-673-6192
Ask for Fred...

To Place Your Free Ad*:

1. Type or clearly write a brief description of your sale items.

2. Include your phone number including area code and contact name.

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FAX: (440) 356-3776

**Ad will run for a minimum of three issues unless you fax a cancellation notice to the above number.*

SERVICE STATION EQUIPMENT FOR SALE:

- A/C 134A Machine Model 1090XL, New! **New: \$3,900, Asking: \$2,500**
- OTC 5 Gas, New, All optional equipment. **New: \$8,200, Asking: \$6,000**
- New Engine Stand, \$125.00
- 275 Gall Tank w/hand pump, \$200
- Shop Gas Heater, 2 yrs, \$400
- Front Glass Door w/frame, \$600

B.P. Lyndhurst, 5615 Mayfield Rd., Lyndhurst. (216) 449-4959, ask for Paul.

FOR SALE:

NEW, NEVER USED
Champion Fuel Injection Cleaner Kit, complete, \$100 or best offer. Comes with video & manual.

TWO ESCO DW8340 PRINTERS \$60.00 each

15 BRAND NEW ELECTRIC MOTORS, 3 hp, single phase, \$100 each (\$325 new from store)

Call Larry 419-666-0418