Gearing up for security
Part II of OPRRA's special robbery and security survival guide story
By Gina LaVecchia-Ragone, OPRRA Correspondent

Last issue of The Independent examined robbery—what to do if the event your business is ed, and some simple measures to prevent robbery, including keeping your operation well-lit and making sure your sales counter is visible from the outside.

We will look at some of the perimeter you can use to make your business more secure and resistant to both robbery and burglary as well.

Locks
Defending the perimeter of your operation—-that is, keeping the bad guys out against all types of crime, for this reason, it's important to and install the best locks you find. Locksmiths suggest using tumbler cylinder locks, preferably those with five pins or more (such types of locks have between five and seven pins). Those with five or more pins resist "picking" by criminals.

Your front door, a double-cylinder dead bolt lock will serve as extra protection against break-ins. Deadbolts are sliding locks that don't require a spring to engage or disengage them. Double-cylinder deadbolts require a key to be opened from either side. They are a smart choice for your front doors because burglars will not be able to reach in and unlock the door, even if they break part of the glass.

The U.S. Small Business Administration advises paying special attention to rear doors, a security concern during both operating and non-operating hours. Not surprisingly, burglars or those wishing to surprise a service station employee prefer back doors. Therefore, all rear entrances should be locked when not in use and barred after business hours. Use a sliding deadbolt for your rear door, not a deadbolt that requires an inside key, or people may not be able to escape your station should the need arise.

The Columbus Division of Police suggests using automatic door locks for the rear door and the back office door. They caution against screw or push button auto locks, which require manual engagement each time the door is closed. The police also suggest purchasing "storeroom locks with key access from the outside and a sealed auto lock mechanism that engages each and every time the door closes."

With all locks, especially those for exterior doors, make sure the manufacturers' instructions are carefully followed during installation, or their effectiveness may be compromised.

If you are located in a high-crime area, consider installing an electric door access system, which uses a magnetically operated door lock that automatically locks the door each time it closes. With the push of a button, your counter operator can "release" the lock after they've identified the person wishing to come into the store. Although this system isn't foolproof because it's difficult to identify a robber before he actually commits the act, it can add another layer of security.

Continued on page 4...
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E-mail: oprra@infinet.com

Visit OPARRA’s
New Website:
www.oprra.com
I know... money is scarce and every time you pick up the phone or open your mail, somebody is asking you to part with more of your hard-earned cash. Interest rates on savings and CDs are at all-time lows. Stock portfolios are shaky and other investment options seem risky and plain crooked. So where could you invest as little as $200 and reap substantial results, possibly worth thousands of dollars in your pocket, on the road? Your Association’s PAC, that’s where!

has never been more apparent to me that in order to gain the ear and influence our legislators, we MUST arm ourselves with a substantial war chest.

Below-Cost Retailing of Gasoline

June 28, your OPRRA leadership met with Senator Mike DeWine’s anti-trust attorneys to discuss this crucial topic. Our presentation, including a detailed accounting of street prices in Ohio, really opened some eyes. We asked the attorneys for their help with our legislative efforts to finally curb this unacceptable major oil dealer practice.

The Drive-off Bill

Thanks to hard work by your Association and its allies, Ohio’s Drive Off Bill, featuring stiffer penalties and enforcement for fuel theft, has now passed the House and this fall will head to the Senate. I personally lost $200 in one week due to drive-off fuel theft. So if this bill passes and stops three or four thieves from robbing me in the next few years, my contribution to the OPRRA PAC will already have paid off.

Unfair Pricing Legislation

(H.R. 1039)

I don’t need to say much here... if SSDA-AT, OPRRA and others in our corner can convince our legislators to stop the unfair pricing practices by major oil refiners, our businesses will immediately become much more viable enterprises from a fair profit standpoint.

PMPA Amendments

(H.R. 949)

These changes go straight to the core of many of our problems. The proposed amendments to PMPA include Maximum Price Setting, First Right of Refusal and Transfer of Legal Fees.

Superfund Liability

Used oil liability - Proposed legislation would eliminate the retroactive liability provision regarding used oil for service station dealers and repair facility operators. We’d all sleep a little better at night with these important revisions.

Right to Repair Act

Legislation is underway to prevent major auto manufacturers from cutting off our access to the manuals, tools and parts required to fix today’s complicated automobiles. This practice is unfair both to consumers and to our fine repair shop owners and technicians. This is an important battle that we must win.

The Plan is Simple

This Saturday, instead of a $225 night out on the town, why not pick up a pizza, grab a move from the rental store, make some popcorn and enjoy a night at home. On Monday, send the difference, or about $200 to the OPRRA PAC fund. If each of our members can follow suit, our PAC fund will go to war with about $100,000 - enough to make our voices heard in Columbus and Washington.

Remember, all PAC donations must be made personally. The OPRRA PAC cannot accept business checks. If you have any questions about the PAC fund or pending legislation, please contact me direct at (440) 449-4959.

“IT has never been more apparent to me that in order to gain the ear and influence our legislators, we MUST arm ourselves with a substantial war chest.”
In April, OPRRA lost member Fred Gaertner, owner of Mayfield Village Market, a Shell-TrueNorth dealership in Mayfield Village. Gaertner, 62, apparently died of natural causes. His son, Mark, has taken over the operation. "He had a good relationship with many of his customers. The number of people who have come in to express their sympathy has been overwhelming. He touched many people in his life," said Gaertner adding, "He had been through it all and had dealt with all of the challenges of this business in recent years. Through it all, he managed to succeed and enjoy his life. Fred Gaertner is also survived by three adult daughters, D'Jean, Nanette, and Katie. Mark Gaertner added, "He was a good teacher. Credibility was important to him. He taught us to be responsible for our own actions, to be accountable." OPRRA President Maurice Helou said, "Fred was just beginning to reap the rewards of his new, state-of-the-art operation. His death was untimely, and he will be so missed."

OPRRA has also lost long-time member Karen Colagross Colagross Enterprises, a BP cership with locations in Mentor Willoughby. Colagross, 53, died of a car accident in June. She is survived by her husband and busi

layer of protection and act as a deterrent, especially during high-risk hours or in high-crime areas.

Other pieces of equipment you should consider are: A one-way mirrored window, which will allow anyone in the back office to observe the front of the store; and a rear door peep-hole (again, make sure your rear door is well lit so that visitors can be identified);

**Doors and windows**

Inspect your doors regularly for structural weaknesses. When choosing a door, opt for heavy, drill-resistant materials and doors that offer solid, durable construction. You can also reinforce the backs of doors with crossbars. The best doors and locks are of little use if burglars can gain easy access from one of your station's windows. Periodically inspect your window frames for rotting or looseness. Also check to make sure your windows offer clear visibility both from the inside out and the outside in. If you are in a high-crime area, it may be worthwhile to consider window bars or grills.

**Alarms**

In trying to protect your operation from break-ins, remember that burglars want, above all things, to get away undetected. Therefore, an activated alarm system goes a long way to discouraging would-be burglars. If you install a burglar alarm, be sure the installer thoroughly trains you and your staff in its use, because the alarm will be useless if it is not activated correctly. Also, an alarm is only a good deterrent if people know you have it. Post signs indicating the presence of an alarm in several conspicuous areas and at all points of entry.

The Columbus Division of Police Robbery Squad advises service station and repair shop owners to get two or more bids before choosing a company to install an alarm. Although price is a consideration, choose a reputable company you are confident will stand by their product for years to come.

There are two types of alarms:

1. **Audible alarms**

An audible security system will do much to deter break-ins when your business is closed. If your station is located in a low-crime area, you may decide such a system is not necessary. However, if break-ins are common in your neighborhood, it may be a vital security tool, saving you not only the cost of a break-in, but also saving you money on insurance premiums. While an audible alarm system that also activates by a central monitoring station will cost more because the alarm will be useless if it is not activated correctly. Also, an alarm is less expensive, yet still effective, since no burglar will want to stick around when sirens go off.

2. **Silent hold-up alarms**

In trying to protect your business and your employees from robbers, careful consideration should be employed before buying this controversial tool. Secondary to catching the robber, and your employees' goal in a robbery is to have a safe and successful reaction. If a robber catches you or one of your employees activating an alarm, there's no way to predict how he will react. Therefore, a hold-up alarm may trigger, rather than prevent, violent action from the robber. Also, remember that a silent alarm will only be effective in bringing police to your station if it is activated very early in a confrontation. Since robberies of retail establishments usually last less than five minutes. If you choose to install such a panic button, your employees should be trained to only use it if he or she is certain the robber cannot see them activating it. Most importantly, unless an employee absolutely certain the robber...
members

Karen Colagross, Dale, and three adult children, Anthony and Halle, and Jeff, who will take over her mother's responsibilities as V.P. of Colagross Enterprises. Those who knew her other shoes will be difficult to fill. Colagross said, "She was a very smart lady. She did it all—bookkeeping, taxes, payroll, and she was tremendously involved in the lives of children. She and I were a team 32 years." OPRRA President Harice Helou said Karen Colagross had recently volunteered to join the OPRRA board and serve on one of the association's committees. "We will miss Karen, her expertise, and her desire to help other service station dealers." Helou said. Dale Colagross expressed thanks to the OPRRA members who have extended their sympathy. "I've absorbed every moment of support other dealers have given. Their love and support have been unbelievable."

The Association would also like to express its sympathy to OPRRA's business manager, Lisa McCormick, on the loss of her stepfather, Ray Purdy, 70, of Clermont, Fla., died in June. He is also survived by his wife Judy Purdy, and a second stepdaughter, Gina Moreno. Lisa McCormick would like to thank those OPRRA members who have expressed their condolences.

Security

As always, it is almost always safer to comply with all the robber's demands.

Sales

Of course, you know that no business that deals in cash should be without a safe, but did you know that publicizing your safe is a very effective deterrent to a would-be robber or burglar?

Keep your safe in conjunction with a strict cash-drop policy to minimize the amount of cash you have on hand while you're open and especially after closing. Use a safe that is anchored to the floor and, ideally, that in a spot that's illuminated and visible from the outside. Change the safe's combination if an employee knows it leaves your employment.

Safes that cannot be opened by employees have long been a popular choice for many types of retail businesses where robbery is a concern. You might also want to consider a dual-access class B safe with a time delay. Such a safe requires both a key and a combination to open; and then, the locks take 15 minutes to disengage. Since it is the job of every robber take your money and get out as quickly as possible, chances are that he will not stick around long enough for you your employee to open such a safe. Post the fact that you have a dual-access time delay safe, and you'll do much to discourage would-be robbers.

Security cameras

Sgt. Shaun Laird of the Columbus Division of Police Robbery Squad suggests the use of a closed circuit television system if you operate in a high-crime area. The system is most effective if it's used with a time-lapsed, or better, a continuously taping, video recorder. This equipment isn't as expensive as you might think, and most tapes can be used up to 100 times without sacrificing picture quality. Laird cautions against inexpensive cameras, which often have poor picture quality; and what he calls "split-screen set-ups," which are designed more to monitor employees than to identify robbers. "Decide on your focus. If it's robbery prevention, be sure the camera is focused on the counter, where the robber would stand. Make sure you will be able to see a robber. Does the camera capture peoples' faces? Is the shot nice and tight, so that you could identify the suspect if he's later apprehended?" Laird asks. Also, he says business owners should be certain that display items are not cluttering or obscuring the view.

Lastly, because burglars and robbers want to go undetected, remember that a well-lit operation is your best deterrent against crime. Make your business glow both inside and out, and don't forget to light the back of your property and all entrances, including those on the roof. Not only will you discourage robbers, but you'll also attract more customers.

OPRRA Resource

You may borrow OPRRA's copy of "Armed Robbery Survival Skills." This dynamic easy-to-follow training video will prepare you and your staff to confidently handle and survive an armed robbery. Contact Pat LaVecchia at 440-333-0707 to get the tape.
Two-year plan to address state budget crisis is approved

Legislature also acts on other key OPRRA issues before summer recess

Columbus – With Ohio facing the worst deficit in decades and a growing number of anti-tax lawmakers promising to fight to the end against any new taxes, one might have assumed that the Republican controlled General Assembly would find it difficult, if not impossible to reach agreement on Ohio’s next two year budget by July 1st, the start of the new fiscal year. Despite the long odds and opposition at every turn from many conservative lawmakers, legislative leaders and the Governor managed to cobble together enough votes to pass and enact a balanced budget bill that raises enough new tax revenue to avert a fiscal crisis.

The budget plan included a “temporary” 1-cent increase in the state sales tax to generate most of the money needed to plug the multi-billion hole. While tax increases are never desirable, the alternatives that were being considered would have been much more harmful to retailers. For example, right up until the end of the budget deliberations, a 19-cent per pack increase in excise taxes on cigarettes was still on the table as potential solution. OPRRA, along with the rest of the retailing community, strongly opposed this additional increase, which would have been on top of the 31-cent increase approved last year. In the end, lawmakers listened and opted for a penny increase in the sales tax that is supposed to end at the end of June 2005.

Importantly, to help offset retailer costs in collecting the increased tax, the vendor discount allowance was increased from the current .75 percent to .90 percent. The increased allowance will return to .75 percent when the sales tax reverts back to its current rate.

While the budget is technically in balance, as is constitutionally required, the sputtering economy continues to worry budget forecasters. On thing is certain – if the general economic outlook does not improve soon, state policymakers will forced to revisit the budget Ohioans will once again face prospect of new or increased ta

Gas Drive-Off Bill
Backed by OPRRA Passes House of Representatives

After nearly two years of work, a victory was scored for OPRRA when legislation intended to prevent gas theft in Ohio passed the House of Representatives in late June. The vote in support of House Bill 179 was unanimous, 99-0.

Sponsored by State Representative Larry Wolpert (R-Hilliard), H.B. 179 would provide judges with the ad to grant them discretion to suspend the drivers license of any individual who is convicted of a second offense of gas theft using a motor vehicle. In anticipation of this new sentencing option, OPRRA is working with law enforcement organizations and other interested parties to develop and implement effective prevention strategies.

In response to a recent situation where an Ohio municipality passed an ordinance prohibiting station owners from requiring prepayment for gasoline, the bill also includes language that effectively declares that any municipal ordinance that prohibits gasoline retail sale establishments from requiring prepayment for gasoline is in conflict with state law.

H.B 179 now heads to the Senate where it will be taken up in the fall once the Legislature returns from summer recess. Once hearings resume, OPRRA will continue to support the effort to pass and enact drive-off legislation in Ohio.
SSDA-AT and National Coalition of Petroleum Retailers announce merger

Stay tuned for details of Visa/MasterCard settlement
By Glenn D. Waggoner, OPRRA General Counsel

The companies agreed to change business practices for the future by agreeing that retailers need not follow the "honor all cards" policy that had been enforced. Further, Visa and MasterCard credit cards will be clearly distinguished from debit cards.

The companies also agreed to pay $3 billion in damages, but the details of who gets this money and how it will be paid are a lot less clear. Those retailers eligible to participate in the settlement are "all persons and business entities who have accepted Visa and/or MasterCard credit cards and therefore have been required to accept Visa Check or MasterMoney debit cards..." since 1992. This could include most if not all OPRRA members.

But, typically petroleum retailers run their fuel credit card transactions through the oil company credit card system, because they have no choice. It is therefore unclear whether many of these retailers appear on the lists of those eligible to participate in the money settlement.

The merger comes at an opportune time for our industry, which has narrowly missed passing some key bills over the past few years. Everyone appears to completely agree that the merged entity will allow for a stronger, united national voice, helping to secure legislation on a national level, dealing with such issues as the Right-to-Repair Act, waste oil liability in superfund sites, wholesale pricing discrimination and oil company relations.

Dennis Sidorski also commented saying "With the merger of NCPR and SSDA-AT, we've gained great strength in our national voice."

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SSDA/OPRRA 2003 Event
Windsor, Ontario, Canada
September 21-23, 2003

Special Events:

**Sunday**
- Registration
- President’s Reception
- Dinner
- Entertainment

**Monday**
- Buffet Breakfast
- Guest Speaker
- Afternoon Free
- Hospitality Suite

**Tuesday**
- Buffet Breakfast
- Guest Speaker
- Annual Meeting

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**Registration**

Name: ___________________________ Guest Spouse: ___________________________

Bus. Name: ___________________________ Additional Guest(s): ___________________________

Bus. Address: ___________________________ ___________________________

Phone: ___________________________ Fax: ___________________________

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The following member packages include: all workshops and materials on Monday and Tuesday; Sunday President’s Reception, Dinner and entertainment; Monday’s reception; and the annual meeting.

- $99.99 for one person package (member rate)
- $189.99 for two person package (member rate)
- $99.99 for additional family members

$_________ REGISTRATION TOTAL

Please make checks payable to SSDA-MI – or – MasterCard/Visa accepted

Visa/MC#: ___________________________

Exp. Date: ___________________________

Signature: ___________________________

☐ YES I want to extend my stay at Windsor Casino Hotel.

☐ YES I would like information on golf opportunities.

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Please mail or fax this form to: SSDA at 611 South Capitol Avenue, Lansing, MI 489:
Fax to: 517 484-5705 / Questions: Call SSDA at 800 748-0060
2003 Convention combined with Michigan Dealer Association event

Our 2003 Convention and Annual Meeting will be enjoyed on September 21-23 at the Windsor Casino Hotel in Windsor, Ontario, Canada. This year's event will be combined with the membership of SSDA-MI, Michigan's dealer association.

Southwest Ontario has plenty to offer in the way of fun, culture, fine dining, tours and festivals. There is entertainment scheduled for Sunday evening, September 21, and informative seminars and speakers lined up for Monday and Tuesday mornings. The new Commissioner of the Michigan Lottery Bureau will address the memberships on Monday, along with a number of speakers to help us achieve success in the present marketplace.

For those interested in golf, Tee times are available on Monday afternoon. Others can enjoy shopping and antiquing, or take a tour of the famous Hiram Walker Mansion and other museums. The Casino is available 24 hours a day for gaming and fun. Or, enjoy a boat cruise and wine tasting. There really is something for everybody.

Block out the dates on your calendar and call the Windsor Casino Hotel (800) 991-8888 and request the special room rate designated for the "Service Station Dealers Association." The Windsor Casino Hotel has a variety of rooms available for us beginning at $140.00 Canadian (about $100 U.S.).

Remember, you can bring a guest along to enjoy the convention. Call now for the best selection of rooms and watch your mail for a registration form.

More ways to take a bite out of crime

Here is some more food for thought to help safeguard your business and your staff against robbery, burglary and other types of crime:

• A surprising number of robberies and burglaries involve employees or former employees. Carefully screen all job applicants and check both character and employment references. The Columbus Division of Police cautions you to thoroughly research large gaps in employment history and to take snapshots of new employees for their personnel file. This will help identify an employee who may commit a crime against your operation, and also deter any employee who might be considering something illegal.

• Conduct exit interviews when people leave your employment. They may reveal a great deal about their co-workers and any dishonest activity they may be involved in.

• Give keys only to employees who really need them. Keep careful records on who has keys. Keep office sets locked up.

• Keep side and back doors locked when not in use, but make sure you're in compliance with your local fire code.

• Fit your storage rooms with an inside lock and keep a key hidden inside as well. This will allow an employee to escape, should a robber lock him inside.

• Before bringing a weapon to your business, think very carefully. The Columbus Division of Police advises, "You should never keep a weapon on the premises. Weapons breed violence and it is dangerous to even have them around.... The robber's weapon is already one too many, and if he doesn't have one, he might end up with yours."

• Place identification stickers in conspicuous spots on all valuable pieces of property.

• Before locking up, make it a habit to check your station, especially places such as bathrooms and storage rooms, where a criminal might hide, waiting for you to leave.

• Double-check all windows and locks, even if you're "sure" they're secured.

• Have a security check-list-including dropping cash, checking windows, locking doors and activating alarms-for closing employees to complete every night.

• Don't enter your building or office if you see signs of forced entry. Call the police and wait for them to arrive.
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 31, 2003. 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, 2003 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 to:
OHIO PETROLEUM RETAILERS AND REPAIR ASSOCIATION
947 E. Johnstown Road #146
Gahanna, OH 43230

Refer questions to Scholarship Committee at the above address
or by calling (888) 804-9808 or by faxing (888) 549-9819

THE INDEPENDENT DEALER
Third Quarter
Workers' Compensation

BWC raises rates for C-stores and vehicle service centers

By Dave Merz, Assistant Vice President
The Frank Gates Service Company


IC currently utilizes 536 different payroll classifications for private employers. Of these, 438 (82%) increased as of July 1, 2003. Also, of 536 classifications, 253 (47%) of total experienced an increase in range of 20% to 30%.

IC projects a 9% overall increase premium collection next year across all industry groups. Combining the adverse impact of base rates increases, the Expected Loss Rates decreased by slightly more than 2% on the whole. Unlike decreases in base rates which are always welcome, decreasing Expected Loss Rates are not to your advantage, for the effect is to moderate your experience rating and increase premiums. Fortunately, manual # 8381 also had an Expected Loss Rate increase of 25%. Rates most applicable to OPRRA employers are shown on the table below.

By early July, BWC will release premium rate notices to all experience rated and Group Rated employers. Watch for yours, and contact Frank Gates Service Company if you have any questions about the contents.

Employers who are not in Group Rating as of July 1, 2003 and wish to apply to BWC's Premium Discount Program have 35 days from the date that BWC publishes the rate notices to submit the application (BWC form UA-5). PDP is a safety-oriented rating alternative for organizations that do not qualify for Group Rating. These employers receive premium rate discounts in return for implementing BWC's Ten-Step Business Plan. We request that clients of Frank Gates send their completed applications to our office for filing at BWC.

BWC split premium payment plan helps employers' cash flow

To the dismay of Ohio employers everywhere, the January through June 2003 payroll period will not bring with it the benefit of a 75% dividend. The full workers compensation premium will be due at the Ohio Bureau of Workers' Compensation (BWC).

Employers have enjoyed the extended run of premium dividends because of their own successful claim cost control, improved efficiencies at BWC, its effective fund management and a vibrant economy in the 1990s.

According to the BWC, the ongoing advantage is that premium rates overall are 34% lower than they were seven years ago. With respect to the deep dividends, however, the "good old days" are gone for now. While BWC efficiencies are still in place, rapidly rising medical costs and disappointing investment results have eroded the excess insurance fund surplus.

The BWC has introduced a 50/50 Split Premium Payment option to help employers lessen the financial impact of the full premium obligation that would normally be due in full by August 31, 2003.

To take advantage of this deferred payment option, 50% of the premium must be paid on-line at www.ohiobwc.com by August 31st. Available payment methods are VISA, MasterCard, American Express or checking/savings account direct withdraw. Employers must have an established e-account with BWC to utilize this payment method (see related item on how to set up your e-account).

Continued on page 14...
Premium update for Ohio employers

Today, even without dividends, Ohio workers' compensation premiums are, on average, 39 percent lower for private employers and 21 percent lower for public employers than seven years ago. Ohio premiums are also below the national average. These cost savings have been delivered with improved service to all our customers and have not resulted in a single reduction in injured worker benefits.

Since 1995, the Ohio Bureau of Workers' Compensation (BWC) has worked hard to reduce employer premiums. For every dollar, an average Ohio employer spent in 1995 on workers' compensation insurance, that employer spent only $0.66 in 2002. When factoring in rebates and dividends, that employer paid $0.41 on the dollar.

The chart below indicates what employers in several states paid for workers' compensation insurance in 2002 compared to 1995.

What makes up an employer's workers' comp insurance premium?

1) Employee payroll

2) Base rate: The premium rate charged to all employers in a particular industry group (technically called a manual classification or NCCI classification)

3) Experience modifier (EM) This rating is a reflection of the frequency and severity of injuries in the company compared to that of the average employer in the industry. This is the single most controllable premium rating factor.

If the organization has an EM above 1.0, it is penalty-rated. For example, if the EM is 1.2, this means the employer pays 20% more than the base rate; conversely, if the EM is 0.8, this means the employer pays 20% below the base rate. BWC has developed cost-cutting programs to help employers control their EMs.
Once you have made your online premium payment, print a confirmation and keep this document for your records. BWC intends to mail your Certificate of Coverage one to three business days following your online payment.

At some point in October, BWC will send an invoice by mail for the remaining 50% balance, giving you a thirty (30) day payment period. Your final payment in November, within the 30-day payment window, will fulfill your premium obligation for the payroll period ending June 30th.

Abiding by the BWC's stipulated timeframes is vitally important that you do not incur lapsed coverage.

Creating your BWC electronic-account

An electronic account (e-account) requires a user ID and password, and allows you to access personal, secure information about your individual workers' compensation policy. To do e-business with the BWC, you must first create an e-account.

Your policy number is different from your e-account. Log onto www.ohiobwc.com to create your e-account. While a BWC employee may ask you for your policy number, NO BWC employee will ask for your e-account (user ID and password). Do NOT give your e-account to anyone.

**Primary account**

A primary account is the first e-account that you establish. The individual who establishes the primary account, the primary user, manages that account. This includes adding and/or deleting secondary users and transferring primary status to another person.

**Secondary account**

For organizations with multiple individuals needing access to their information online (for example, several people in the human resources department of a large company who manage workers' compensation), BWC offers a secondary account.

**Step-by-step e-account set-up**

1. Log onto www.ohiobwc.com. Click on "Create an e-account."
2. Fill in your first name, last name and title. Your email address and department are optional, but you should include your email address in case you forget your user ID or password. Click the "Next" button at the bottom of the screen.
3. You will now establish your relationship. Click on the button next to "Employer" Click the "Next" button at the bottom of the screen.
4. You will now need to provide your: a) policy number; b) federal tax ID or Social Security number; and c) zip code of your place of business. Click the "Next" button at the bottom of the screen.
5. Now create your user ID, which is the user name that you will establish. It can be virtually anything you will remember, but it must be at least six (6) characters.
6. Now create your password. It must be a minimum of six (6) characters, with at least one (1) numeral. You will need to verify your password, choose from a list of several secret questions and supply your answer to the secret question you have chosen.

You have now established your e-account.
Curbing workers' compensation fraud

By Dave Merz, Assistant Vice President
The Frank Gates Service Company

Workers' compensation fraud is a problem in Ohio as it is in every state. Just as we all pay higher retail prices to compensate for business losses from theft, all organizations pay higher workers' compensation premiums because of fraud.

When we think of fraud, what usually comes to mind first is that which employees commit. The person who seeks for pay while at the same time receiving disability payments is degrading the system. So is the person who feigns injury or who misrepresents the extent of injury and the nature and extent of disability in order to receive payments from the Bureau of Workers' Compensation (BWC). In either case, the one who is "working and receiving" or who misrepresents a medical condition for the purpose of receiving benefits to which that one would be otherwise not entitled, they are equally engaged in fraud.

Others besides workers can commit fraud. The lawyer who completes applications for benefits on behalf of others without their knowledge or consent is committing fraud, as are medical personnel who bill for services not rendered.

Do employers commit fraud? Of course! Employers have been known to forge BWC-issued certificates of average by altering the information. Another way is to deliberately misrepresent payroll in order to avoid the correct premium obligation. A third way that employers can commit fraud is to knowingly employ someone who is not entitled to receive temporary total disability compensation.

Aside from criminal prosecution, BWC has another way to punish employers who are found to deliberately underpay premium. Known as the ten times rule", BWC can fine the employer ten times the amount of premium that employers sought to void by deceptive practices.

These are just some of the ways that people can commit workers' compensation fraud. In reality, there is no end to their creativity.

As a business owner/operator, you can do your part to curb fraud. I offer ten suggestions.

1. The first and most obvious way to avoid fraud is simply to handle all record-keeping properly. In the face of considerably higher premiums due to the vanishing 75% dividends, there is greater temptation to be dishonest. How much of our grief in life can be prevented by making the effort to do things correctly in the first place? You can set high standards and expect high standards of your employees.

2. Try to remain aware of matters affecting your business. Trust your instincts. If a situation doesn't seem right, check it out further.

3. Carefully review job applicants' references, work history and background information. Gaps in employment, frequent job changes or some other irregularities could clue you in to unscrupulous types whose life's work is filing fraudulent claims.

4. Educate your employees about the financial impact of your company's annual premiums. It's important for them to understand that you - not the gigantic and infinitely deep-pocketed BWC - is the one who ultimately bears the cost of workers' compensation.

5. Identify safety problems through a regular program of safety management and loss control efforts. Make corrections immediately. Most fraudulent claims don't start out that way. They arise from legitimate injuries but the fraudulent aspect gradually evolves over time.

6. Address employee complaints about working conditions quickly and thoroughly. Disgruntled employees are much more likely to file fraudulent claims.

7. A word about "off-the-job" injury claims. Employees sometimes allege workplace injuries that actually happened at home or somewhere else. Those without private medical insurance may attempt to have it put on workers' comp. Some even brag about their underhanded attempts.

Was the alleged workplace injury reported immediately? If not, why not? Is the claimant giving a consistent explanation to everyone about how the injury happened? Coworkers may confirm that they received a different story about how it happened than what you, the employer, were told. A copy of the initial medical report from the emergency room or urgent care facility could establish the exact circumstances under which the incident really happened and when.

8. The BWC makes available a variety of fraud awareness posters, window stickers, bumper stickers, payroll stuffers, etc. Utilize them. Display the BWC's fraud hotline number at your facility.

9. If you suspect fraud, report it by calling 1-800-OHIOBWC. In your telephone interview with the BWC fraud investigator, be prepared to detail what you know or suspect. As far as BWC is concerned, merely suspecting fraud is sufficient for contacting them. All information can be given confidentially. Instead of phoning BWC, you may complete an on-line Fraud Allegation Form if you choose.

10. Utilizing a qualified, private investigator may sometimes be in your interest. By contracting privately for surveillance and/or other investigative efforts, the out-of-pocket expense may be worth it, especially if you are successful in stopping a claim in its tracks.

Workers' Compensation fraud is a crime. Eliminating it helps make Ohio a better place for all of us to live and work.
An American Company
Serving America

Eastern District Office
1-800-772-1125
Steve Wagner – Eastern District Manager
www.mapllc.com
Michigan to pursue rest area leasing arrangements

The State will undoubtedly see resistance from the gasoline and foodservice groups and stronger complaints from businesses with locations at nearby highway exits.

But there is a long road ahead with no rest in sight. Michigan must first submit their plans and get approved by the feds as a pilot program under the reauthorization of the federal Transportation Equity Act, currently in Congressional debate. Current federal laws prohibit commercialization of rest stops on interstate highways.

Sunoco to jettison locations

Sunoco attributes the change to the execution of their long-range business plan. The major maintains their commitment to the Midwest market segment.

The real estate company, National Real Estate Clearinghouse (NRC) is offering a sales brochure or site-specific presentations along with information on bidding and terms. The printed prospectus is $35 while a CD-ROM can be purchased for $25. For more information, check out www.nrcBid.com/306 or call 800-747-3342, extension 306.

Are you taking advantage of our programs and benefits?

OPRRA is asking all of its members to become a little bit greedy. We want you to keep more of your money. And we're even going to tell you how to do it. It's EASY! Simply get on board with the many terrific programs and benefits your Association offers. For example:

- ATM Program — Special OPRRA bonus and pricing
- Beverage Supply (for Cleveland area dealers) — Special OPRRA pricing
- Convenience Supply Program — Special OPRRA pricing, new customer discounts, and monthly rebates available

OPRRA is asking all of its members to become a little bit greedy. We want you to keep more of your money. And we're even going to tell you how to do it. It's EASY! Simply get on board with the many terrific programs and benefits your Association offers. For example:

- Environmental Site Assessment Program — Special OPRRA pricing
- Financing Program — 100% financing for site upgrades and equipment acquisition
- Health Insurance — affordable health insurance
- Legal Services — legal advice from OPRRA attorneys
- State Government Affairs Program — OPRRA's representatives work to represent our member's behalf at the Statehouse
- Pre-Paid Phone Card Program — Special OPRRA pricing available
- Safety Program — OPRRA discount for compliance services
- Anthony E. Procaccini, Jr. Memorial Scholarship — Two scholarships awarded each year for $1,000 each.
- UST Insurance — Underground tank insurance or surety bonds
- Worker's Compensation Group Rating Program — Group discounts offered to OPRRA members
- Car Wash Benefit — Special OPRRA pricing available
- Customer Financing Program — Allows your business to offer a customer financing option at no cost to your company.
- Boundary — Value-Priced Cigarettes

For more information or if you have any suggestions or comments on these programs, please contact the approved supplier or the OPRRA office. Sign on now for savings!
All right, boys and girls, listen up. Today we have a surprise, pop-quiz in light of overwhelming apathy running amok in the classroom. Please put away all notes, books, calculators, slide-rules, palm pilots, Magic Eight-balls and crib-sheets. Abacuses, however, are permitted, if you happen to have one with you.

You may score the test by using the answers which are printed upside-down at the end of the quiz, but only if you do so while standing on your head.

Your individual test results will indicate your knowledge of some of OPRRA's membership benefits, but, in all likelihood, will do very little else, and continuing onward is, essentially, a waste of your time. But, what the hell? - You're this far into it, so let's go for it.

1.) “OPRRA” stands for:
   a.) The lady on TV with the fluctuating bodyweight who sells all those books.
   b.) Strange people on a stage with horns on their helmets, who carry spears while singing about barbers in a foreign language.
   c.) The Ohio Petroleum Retailers & Repair Association - YOUR association, fighting YOUR battles and helping YOU to stay in business.
   d.) Are all the questions gonna be this difficult?

2.) The Ohio Petroleum Retailers & Repair Association originated:
   a.) In a Guatemalan rainforest.
   b.) Way back when Moby Dick was a minnow.
   c.) In a smoke-filled backroom in a bar in Youngstown, during the Depression.
   d.) In 1950, BY independent dealers, FOR independent dealers as a means of solidifying power in economic and legislative matters.

3.) OPRRA today offers how many different Program Benefits to assist Dealers?
   a.) I dunno — I never have time to look at them!
   b.) OPRRA has programs?
   c.) I have no idea - I'm just in it for the golf outing.
   d.) Perhaps I should call them and ask

4.) In a recent poll of OPRRA members asking what was the biggest challenge facing them today, which response was cited most often?
   a.) “My mother-in-law just moved in with us!”
   b.) “There’s so many I don’t know where to begin.”
   c.) “Get the #*! outta here, and leave me alone!”
   d.) None of the above...because everyone complains about us pricing, hypermarketers, lack of good faith by the oil companies, and other issues that the OPRRA Government Affairs group works for on your behalf...no one actually responded to the poll.

5.) OPRRA's Group Rated Workers Compensation Program saves:
   a.) Me from jumping out the window.
   b.) Me a ton of money, as well as headaches, by knowing that I have the best Third Party Administrator, the State, the Frank Gates Company, managing my account and any potential claims.
   c.) Their breath - I never bother registering with the Bureau, even though that's illegal.
   d.) The last dance for me.

6.) Who said, “It’s not about the oil”?
   a.) Someone from the State Department regarding the Middle-East
   b.) My oil company rep when they raised my lease again
   c.) One of my customers as he drove across town to save a penny a gallon
   d.) John D. Rockefeller at an anti-trust hearing
Benefits Quiz

The Convenience store buying program through Liberty USA can increase my profits by what percentage?

I've heard that it's a lot, but I haven't looked into it because my time is worthless, and I actually enjoy fighting the crowds shopping at Sam's club several times a week. Plus, I'm compelled to go there because my brother-in-law is the Door-Greeter.

Probably quite a bit...now, if only I could keep my employees from devouring my profits in candy and snacks.

A rebate of 3% the first three months and 2% thereafter - plus better pricing of 3 to 5% on the front end - plus additional manufacturers' rebates - plus increased sales through merchandising assistance - plus food service with no royalties or franchise fees - plus faster product turnover, increased profit margins and...hey, wait a minute here - this REALLY adds up! - Where's that abacus?

9.) My benefits booklet from OPRRA, explaining all the programs available to members:
   a.) Was stolen from the restroom.
   b.) Is probably out of date because it features the new "free glassware with a fill-up" promotion.
   c.) Was last seen when gas approached $5.00 a gallon.
   d.) Has valuable contact names with whom I can discuss specific services as needed, all at the substantial savings negotiated on behalf of over 500 members - which reminds me...maybe I better find that "Men from Texaco" on the back cover.

Additional programs are being negotiated and your input is encouraged.

9.) What do you mean by "profits"?

That term's somewhat foreign to me.

Other membership benefits available to OPRRA members include:

- Advance tank-wagon pricing information through reduced rates on "The Psychic Hotline".
- For boating enthusiasts, a free boat safety seminar, "Pleasure Craft Navigation Techniques", with instructor Joe Hazlewood, former skipper of the Valdez. Includes lunch and a cash bar.
- Discounted Health Insurance, ATM programs with savings up to $600, over $1000 in savings toward repair shop management consulting which guarantees you a 2 for 1 return on your investment, discounted UST insurance to meet BUSR regulations, college scholarships, a customer financing program, environmental site assessments, a financing program for equipment acquisition and site upgrades, legal services at reduced rates, special rates on petroleum equipment services, complete safety services including OSHA regulatory assistance, car wash system discounts, a Government Affairs Program making your voice heard in Columbus, as well as in Washington, and much more.

More programs are being negotiated and your input is encouraged.

Customer Financing Program
Convenience Supply Program
Environmental Supply Assessment Program
Anthony E. Procaccini, Jr. Memorial Scholarship
Workers' Compensation Group Rating Program
State Government Affairs Program
Pre-Paid Phone Card Program

If you need answers for points not belonging in your benefits booklet, please refer to the back of the book. Each question, answer pair counts as a "benefit" in the OPRRA program.
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♦ Preferred Provider Organization plans

Additional plan features offered
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Washington (May 15, 2003) — Representatives of the automotive aftermarket industry vow to fight federal funding of old vehicle scrappage ("car crusher") programs included in the U.S. Department of Transportation's "Safe and Flexible Transportation Efficiency Act of 2003" (SAFETEA) which was released yesterday.

Title I. Section 1601 of the SAFETEA would reverse a long-standing prohibition on federal funding of state vehicle scrappage plans through the Congestion Mitigation and Air Quality Improvement Program (CMAQ), administered by the Federal Highway Administration. In this case, U.S. taxpayer dollars would be used to purchase and crush cars made in 1979 and before.

Scrapage will not achieve its intended goal of improving air quality, but will damage automotive aftermarket businesses and eliminate American jobs.

Under the ill-conceived program, states would use federal CMAQ funds to turn pre-1980 vehicles into blocks of scrap metal. "Classic" or "parts cars" would not be spared from the crusher. Salvageable used parts would be lost rather than being rebuilt and reused to keep other vehicles running.

In reality, the federal dollars would likely purchase 24+ years old cars that are not frequently driven. The program would also have a disproportionately adverse effect on lower and fixed-income Americans who depend on older vehicles and their replacement parts for daily transportation.

In addition, there is no guarantee scrapped vehicles would be replaced by cleaner running or more fuel-efficient models. Scrappage programs typically offer owners who surrender vehicles for crushing a cash payment towards the purchase of another vehicle. However, the payment hardly is enough to cover the cost of even a down payment on a newer used car; and there is nothing to prevent someone from receiving payment for scrapping a clean running and fuel-efficient 1979 compact car and replacing it with a potentially more-polluting, and likely less fuel-efficient light truck or SUV.

"Old car" scrappage programs sound good but they don't work. Congress has abandoned at least nine such measures over the past decade once they became educated to the fact that scrappage programs are not cost-effective and do not positively impact air quality emissions. In addition, the automotive aftermarket industry's substantial experience with state-level scrappage proposals indicates that most states elected not to use or discontinue implementation of vehicle scrappage programs as a method for meeting air quality goals based on their cost and failure to demonstrate real benefits.

The automotive aftermarket industry supports the nation's clean air goals. In fact, we manufacture, rebuild, market, distribute, retail and install products that produce cleaner emissions, and we are always looking for ways to improve these products and services. Federally funded scrappage programs will not improve air quality. They will, however, wreak havoc in the automotive aftermarket and cost American jobs.

This bulletin is written on behalf of the Alliance of Automotive Service Providers (AASP), Automatic Transmission Service Group (ATSG), Automotive Aftermarket Industry Association (AAIA), Automotive Engine Rebuilders Association (AERA), Automotive Parts Rebuilders Association (APRA), Automotive Warehouse Distributors Association (AWDA), Production Engine Remanufacturers Association (PERA), SEMA, the Specialty Equipment Market Association, Service Stations Dealers of America and Allied Trades (SSDA-AT) and Tire Industry Association (TIA).

The automotive aftermarket is a nearly $250 billion industry which employs approximately four million Americans in all 50 states. It is comprised of independent businesses that manufacture, rebuild, distribute, retail and install vehicle parts and perform service on all types of motor vehicles, including the older vehicles this legislation targets. Vehicle owners throughout the United States depend daily on aftermarket parts and service.
New members

OPRRA is pleased to welcome the following new members:

MEDANCIC, Branko
ROCKSIDE & 271 SUNOCO
24849 Rockside Road
Cleveland, OH 44146-1962
(440) 786-0727
Fax: (440) 786-8068

MATHEWS, Mark A.
GRAB N GO
5760 Rt. 193
Kingsville, OH
(440) 594-2084

TROYER, Robert
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Fax: (440) 632-1125
dlist@ebobtroyer.com

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9796 Columbia Rd.
Olmsted Falls, OH 44138
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Fax: (440) 826-9828

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Fax: (330) 679-2611
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Fax: (330) 673-0059

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14218 Broadway Ave.
Garfield Hts., OH 44125
(216) 663-0981

EUGENE, Stephen
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East Cleveland, OH 44112
(216) 795-4259
Fax: (216) 421-8846

MEISER, Don
DON'S MARATHON
3003 Colorado Rd.
Lorain, OH 44052
(440) 288-6950
Home: (440) 288-1044
linmarvid@aol.com

Housekeeping pays off

By Howard Cherry, CSC
Environmental Services of O

Customers and employees alike perceive clean floors as non-slippery and free of spill hazards. In the most part, they are right. Floors free of spill and nonslippery floors are less likely to cause accidents. General maintenance, floor mopping should be done during non-rush hours. A dry floor, even if it’s clean, can be a hazard for everyone during rush hours.

A three-step process is recommended:

1. The First Step is to use a cleaning solution that is ready with clean water and mix it according to the label instructions. If a floor is not properly rinsed and the detergent is allowed to dry on the surface, that floor will come extra slippery on a spill is introduced. Do not use laundry soap to clean floors.

2. The Second Step is to scrub floors, a thorough scrub whenever and whenever they need it.

3. The Third Step is to use some type of chemical cleaner, usually an acidic solution, on a regular basis.

Refer any cleaning questions you may have to your Safety Director, Howard Cherry.
Review teen work hours; feds hunting violators

By Howard Cherry, CECM
Environmental Services of Ohio

As the summer hiring season continues, make sure your company complies with federal and state teen work laws. Recent Child labor investigations by the U.S. Labor Department jumped to a six-year high in 2002 and are expected to continue this year.

An example: A Utah theater owner was just slapped with a $230 fine for keeping two dozen 14- and 15-year-olds working too late.

The agency is becoming creative in its enforcement tactics. It has been asking school districts to identify local companies that hire lots of teens. Then the agency keeps a watchful eye on those businesses.

Your risk is increasing. Labor is pushing Congress to increase the maximum penalty for child-labor violations from $11,000 to $50,000 per violation. It will likely become law.

If you hire anyone age 17 or under, review the state and local rules. Once workers reach age 18, they can work any job for unlimited hours. (NIBM Publications, April 2003)

Perform inspections to avoid electrical fires

According to the State Fire Marshal's office, about 15 percent of Ohio fires in the past 10 years have had electrical origins. Here is a breakdown of the different sources of electrical fires.

YEAR TOTAL: 2,475

- 60% Wiring, cords, outlets, lamps
- 18% Appliances, TVs, radios, computers
- 8% Cooking-related appliances
- 4% Other
- 2% Air conditioners, refrigerators, freezers

Columbus Mayor Michael B. Coleman's Haddon Road home was struck by fire twice in 18 months. Both fires were blamed on electrical problems.

This summer, take an hour out of your day to perform an electrical safety inspection, followed by the proper repairs performed by a licensed electrician. You might catch a dangerous condition before it threatens lives and your business.

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SURGEON GENERAL WARNING:
Smoking Causes Lung Cancer, Heart Disease, Emphysema, and May Complicate Pregnancy.
The following programs and incentives have been negotiated for you as an OPRRA member. Before you consider purchasing or signing a contract for services, please check this ready reference to see if one has already been negotiated on your behalf. OPRRA continues to establish new programs throughout the year, so be sure to contact the office staff to see if any other programs are available other than those listed below. Programs listed alphabetically.

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<tr>
<td>UST &amp; Property Insurance</td>
<td>USTI</td>
<td>Bob Barbero</td>
<td>440/247-3750</td>
</tr>
<tr>
<td>Workers Comp. Group Plan</td>
<td>Frank Gates Service Co.</td>
<td>Dave Merz</td>
<td>800/777-4283</td>
</tr>
</tbody>
</table>

Programs and incentives available as an OPRRA member only. All participants must be in good-standing with the association to receive incentive plans. Programs listed are those in effect at time of publication and are subject to change.
MEMBERSHIP APPLICATION

member of OPRRA, I/we pledge to maintain loyalty, and essentially pursue the Association objectives; hold inviolate the confidential relationships between the individual members of my Association and myself, and the confidential information entrusted to me through the Association office. I agree and insist on second business principles in the conduct of affairs, and agree to abide by the bylaws of the Association. It is my understanding that as evidence of membership in the Association, I will be furnished with a display emblem of the Association. The emblem shall at all times remain property of the Association and may be displayed during the entire time of my membership. I agree that its emblem will be used for no other purpose or by any other than the one described in this application. I agree, upon termination of my membership, to remove the Association's emblem from public display. The Association reserves the right to cancel membership for just cause.

APPLICATION FOR BOARD APPROVAL

Please check which membership you are applying for. If you are signing up branch locations, please indicate how many, and attach a separate sheet to this application form, listing the location(s) information.

- Garage/Station
  - $420.00 annually
- Associate Member
  - $395.00 annually
- Branch or additional location receiving monthly information
  - $200.00 annually
- Branch or additional location NOT receiving monthly information
  - $100.00 annually

Business Name: ____________________________

Address: _________________________________

City: ____________________________

County: ____________________________

State: ____________________________

Zip: ____________________________

Billing (if different from above) ____________________________

Phone: ( ) ____________________________

Fax: ( ) ____________________________

E-mail: ____________________________

Fed I.D. #: ____________________________

S/Security #: ____________________________

Owner Name: ____________________________

Spouse Name: ____________________________

Home Address: ____________________________

City: ____________________________

State: ____________________________

Zip: ____________________________

Home Phone: ( ) ____________________________

Fax: ( ) ____________________________

E-mail: ____________________________

Applicant Signature: ____________________________

Date: ____________________________

Submitted By: ____________________________

Effective Date: ____________________________

Remit application to:
OPRRA Membership
947 E. Johnstown Road, #146
Gahanna, OH 43230
Classified Ads

FOR SALE
Gas Station / C-Store / Real Estate
TWO LOCATIONS:
- Sandusky Street • Delaware, Ohio
  Major branded. Supplier agreement options available
  Includes lottery, carryout license, two service bays, 1264 sq. ft., 43-acre, high-traffic location
- Major Highway • Crawford County, Ohio
  Major branded. Supplier agreement options available
  Included: 4M in revenues, two service bays, 1917 sq. ft., 3 acres
Other locations available. If you are interested in receiving additional detail on the businesses referenced above or if you have any questions, call:
Tony Mesi, Commercial One Capital Corporation
614/451-5100 • Fax: 614/451-9943 • E-mail: tonlora@aol.com

FOR LEASE
Three-Bay Marathon Station • West Cleveland Area Location
Contact Jim Moore at Free Enterprises Inc.
330/722-2031 or 330/273-2000

PARTING OUT!
- Bellanger Cloth Wash, McNeil Conveyor — new, 40-foot chain. All or Part
- Snap On Scanner — updated to 1997. $1,000
- Motor-Vac Injector Cleaner — metal cabinet. American and foreign adaptors. $1,500
Contact Jerry Gorczyca, 440/888-8087

ENVIRONMENTAL SITE ASSESSMENTS
for 20% less than the lowest price you can find!
Call Flynn Environmental at 800/690-9409 or K.C. at 330/808-1400
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.
3. Fax or mail your ad to:
OPRA Classifieds
947 E. Johnstown Road, #146
Gahanna, Ohio 43230
Fax: 888/549-9819
* Ad will run a minimum of three issues unless you fax a cancellation notice to the above number.

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