

# INDEPENDENT DEALER

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Official Publication of The Great Lakes Petroleum Retailers and Allied Trades Association



## Ohio tunnel car wash owners BEWARE

*Sales tax interpretation  
could spell disaster*

By **Paul Harvey**, Editor

Jerry Billman, a Great Lakes Member and tunnel car wash owner, is meticulous when it comes to financial matters. So when a recent Ohio sales tax auditor tersely informed him and his son Mike that they owed a large sum in unpaid sales tax, they were speechless.

When the shock wore off, he dialed up his veteran accountant, Jerry Shriner of Marcoin/E.K. Williams, and asked him to assist with the matter.

"I pretty much told Mr. Billman not to worry and they could bring it on," said Shriner. "I had been calling the Ohio Sales Tax Commission almost every year since 1978 to check and re-check that statute. Nearly every time, they stated that an unattended, tunnel style, coin-operated car wash was definitely exempt. The few times that the phone representative said they

*Continued on page 7...*

## GLPRATA to merge with Associated Food Dealers of Michigan (AFD)

*New group boasts over 3,900 members*

By **Jane Shallal**, President AFD



DEARBORN, Mich. — The boards of directors of the Associated Food Dealers of Michigan (AFD) and the Great Lakes Petroleum Retailers & Allied Trades Association have both voted to merge the two trade groups into a single association representing more than 3,900 small business locations in Michigan and Ohio.

The merger became effective April 1, 2006.

"Today, the retail food and beverage business is increasingly cutting across many categories. Service stations, liquor stores and independent supermarkets are all a part of our industry," said Jane Shallal, president of the AFD. "Anyone who has run into a gas station food mart or a neighborhood grocery store for a gallon of milk can see just how much the two

kinds of businesses have in common.

"The new strength in our numbers will bring better buying power and a more powerful voice in speaking to the Michigan and Ohio legislatures," said Ed Weglarz, president of the Great Lakes Petroleum Retailers. "Small retail businesses play an important role in the economic health of our two Midwestern states, and they deserve recognition for it."

Governor Jennifer Granholm attended the first meeting of the combined boards of the two associations in Dearborn. She wished them well, saying, "I want to be the first person to congratulate all of you on the marriage of two great organizations."

The Associated Food & Petroleum Dealers, with Shallal acting as its president, will have its primary offices in Farmington Hills, with additional offices in Lansing. Weglarz will serve

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## Another growth spurt for our Association

By **Ed Weglarz**, President  
Great Lakes Petroleum Retailers and Allied Trades Association



Just recently we experienced a solar eclipse, proving the world keeps turning and our relationship with outside entities affects our lives.

In this issue of *The Independent Dealer* you'll find an article notifying you and the world that the Great Lakes Petroleum Retailers and Allied Trades Association and the Associated Food Dealers are merging into an entity to be recognized as the Associated Food and Petroleum Dealers.

Each association has roots dating back over 75 years, and both associations have strong points and weak points. The boards of directors of each association, along with a transition committee, have evaluated the pluses and minuses of the merger and overwhelmingly decided that joining forces rather than remaining singly distinct would more readily

accomplish the best future goals.

We will have offices in Farmington Hills and Lansing, Michigan. The merged associations will have programs available to all member retailers and repair facilities across both Ohio and Michigan. The programs will help you maximize the profitability and value of your businesses.

We can learn from one another about the face-to-face retailing offerings of two similar classes of trade. Additionally, our political clout will be enhanced. Our standing in both state capitols and in Washington will grow to new levels that cannot be ignored by legislators.

If we don't manage the changes that swirl about our industry, the changes will manage us. I feel this opportunity to expand our programs and membership offerings to a wider range of retailers will enable us to enjoy a long and stable future.

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## New associate member provides payphones, air machines and ATMs

### Meet Tom Twiss, owner of American Communications

**Independent Dealer:** Tom, can you tell us a little about yourself and your company?

**Tom Twiss:** Hi, I'm the founder and owner of American Communications, a Payphone, Air Machine and ATM supplier headquartered in New Albany, Ohio near Columbus. I started my career with Champion Spark Plugs as Sales Manager in 1975 in Canton, Ohio. As a salesperson back in those days, we called on all the dealers, or as some of you may remember them, service stations.

**ID:** When was the company born?

**Tom Twiss:** In 1991, I started American Communications out of my house. Thanks

to the contacts I made with Champion, the business grew quite fast. At the outset, we only had payphones. You could plant one in the middle of a cornfield and it would start making money.

But things have changed and we knew the only way to continue was to move our equipment and stick to those old tried and true places where payphones would still work... now called C stores. Through excellent service and hard work, we already have payphones in 10 states.

**ID:** What other products and services are offered?

**Twiss:** In 2003 we started our coin operated air machine service called American

Air Line. We place those machines and give a commission to the site owners, just like payphones; all you do is make money. A few years later we began selling, doing processing and placing ATMs. We are currently selling ATMs anywhere and have many brands available. We do processing and no one in the industry takes more credit/debit cards in their machines than we do. We will also do total placements, where we stock the money and we own the machine and all you do is make money.

I look forward to meeting all association members. Please call us to see if my company can help you make money from any of our products. Call toll free, 1-800-511-7790.

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## Important Ohio UST update

Log on to [www.greatlakespetro.com](http://www.greatlakespetro.com) for full story

FROM THE CHAIRMAN...

### Combined Board looking forward to exciting enhancements

By Dennis Sidorski



By now you've probably heard that the boards of directors of the Associated Food Dealers of Michigan (AFD) and our board voted to merge the two trade groups into a single association representing more than 3,900 small business locations in Michigan and Ohio. The merger became effective April 1.

By joining forces, the two organizations hope to dramatically expand their services when providing vendor discounts, industry news, training programs and political advocacy for its members. In addition, the combined group will have more influence when sending its message to policy makers. We were honored to have Michigan Governor Jennifer Granholm in attendance at the first meeting of our combined boards of the two associations in Dearborn. She wished us well, saying, "I want to be the first person to congratulate all of you on the marriage of two great organizations."

AFD's Jane Shallal will act as President of the combined group. Our own Ed Weglarz will take the position of Executive Vice President of Petroleum, with AFD's Dan Reeves assuming the role of Executive Vice President of Food & Beverage.

We understand you may have questions about how the merger will affect your current member programs. Members of both associations will soon receive updates on any changes, plus information regarding new, enhanced benefits that the joint association is able to provide. In addition,

our publications, including this magazine, will begin a process of changing to reflect the new membership base. "Next month we will debut a new masthead, with logos representing both the AFD and the Great Lakes Petroleum Retailers. Inside will be sections devoted to both industries," said Michele MacWilliams, vice president of communications and AFD Food & Beverage Report editor. "Once a new association logo has been finalized, we will redesign our masthead accordingly," she added.

Although there are many tangible benefits to merging the two associations, perhaps one of the most important benefits is intangible. "Many of our gasoline retailers have gotten into the convenience store business as an add on to their primary business. With this new association, they have the advantage of the expertise of the convenience store owners. Likewise, many convenience store owners are now branching into the petroleum industry. This association allows them both to rub elbows and learn best business practices from each other," added Weglarz.

We think you'll find the merger with AFD to be a perfect marriage of two industries that have in the past few years become more and more similar. For our petroleum members who wish to add C-stores and food outlets, the experience and clout that AFD brings to the table is priceless. Conversely, we can help AFD members interested in the gasoline retailing business. They will surely benefit from our years of navigating through the myriad of federal, state and local regulations, and the invaluable insight we've gained from our often-difficult but necessary relationships with major oil companies.

### Michigan starts tapping tax on web tobacco

**MICHIGAN** - Michigan coffers have already seen a \$5.9 million dollar bump after efforts to collect tax on internet tobacco sales paid off, according to CSNews online and the *Detroit Free Press*.

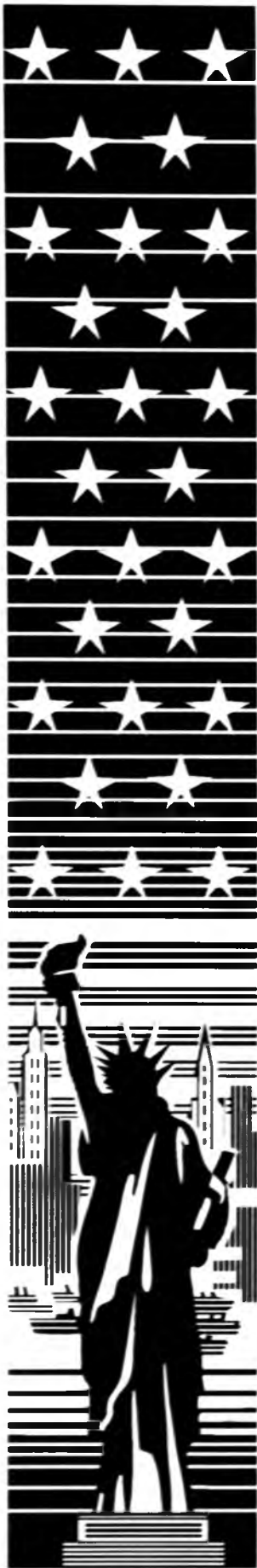
Residents have been forced to cough up the state's \$2-per-pack tobacco tax on online purchases, with the average back-tax bill approaching \$650. The story notes that there could be up to 12 additional internet sellers on the hook for the tobacco tax.

"We're assessing information and determining whether there is more tax liability," according to state Treasury Department spokesman Terry Stanton. "We reserve the right to take any action we need to get information."

Michigan joined a number of other states in taking on the online tobacco retailers. Courts can force the sellers to turn over their client lists, while some states have opted to instead target the sellers. The *Free Press* report said many internet tobacco firms remind their customers that it's their duty to pay state cigarette taxes.







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## McComb county drivers to get price break...for a day

**McComb County, MI** — The owners of a Clinton Township gas station that gouged consumers for 12 months will soon have a gift for area motorists, in the form of cheaper gas.

Nabil Dawood and the Kammie Brothers Corporation plead guilty in court to felony offenses for tampering with pumps at their outlet on Gratiot Avenue and Quinn Road. They now must pay \$35,000 to the

county prosecutor's office that will in turn select certain gas stations to offer consumers a day of discounted gasoline.

As of press time details were still being worked out, but county officials hoped that during the summer driving season several stations would sell fuel at approximately 50 cents or \$1 dollar below retail price on different days. They expect to sell about 5,000 gallons each time.

Dawood and the Kammie Brothers shorted consumers at the station from 2004 to 2005 until a suspicious customer blew the whistle. Along with the \$35,000 fine, they must also repay more than \$21,000 to the state's Agricultural Department for expenses related to the case. Dawood must also complete 18 months of probation and has been forever banned from the gasoline business.

## Ohio Tunnel car wash owners BEWARE

...Continued from front page

were required to collect sales tax, I asked for a supervisor, who, after checking, stated that these establishments were definitely NOT taxable," added Shriner.

Enter Mr. Billman's State Auditor. After collaborating with GLPRATA's lobbyists, closely checking the law books and the State's web site, Shriner and the Billmans were confident that the auditor didn't have a leg to stand on. However, when they presented their findings to the auditor, he seemed unconcerned with their research. He continued to insist that the Billman's were liable for uncollected sales tax.

Shriner promptly got back on the phone to the State's "Problem Resolution Officer" to report the problem. "She promised to research it and did get back to me... she stated that tunnel car washes were definitely exempt. But when I told her about the obstinate auditor, she asked if she could call him and then call me back," said Shriner. "A few days later, she did call me back and lo-and-behold, had flipped her position. She now stated that the Billmans car wash was indeed taxable."

The Billmans filed an appeal with the state, but were defeated.

"This is truly a travesty of justice," stated Shriner. "It's in Ohio's tax code books in black and white. It reads that if there are no personal products supplied or personal services performed, that revenue is not subject to sales tax," he added. "It mirrors the code for coin-operated laundries nearly word for word, yet the State has now decided to interpret tunnel car washes as different than coin laundry businesses."

In another twist, Ohio seemingly bolstered the Billmans' claim; they recently refunded thousands to another car wash owner who had collected and paid the sales tax but later found that he was not required to pay, according to Shriner.

"This new interpretation may spell disaster for a number of Ohio car wash owners. If the State looks back to the previous four years, some operators could owe more than \$60,000 in back taxes," noted Shriner. "I don't know many businesses that could absorb that hit."

The Great Lakes Petroleum Retailers and Allied Trades Association will continue to follow this story as it unfolds. If you have any questions regarding your sales tax liability, contact your tax professional or attorney immediately.

## GLPRATA to merge

...Continued from front page

as executive vice president of petroleum. Dan Reeves will serve as executive vice president of food and beverage.

The new association will continue to provide vendor discounts, industry news, training programs and political advocacy for its members, but on a more substantial and powerful scale. Additionally, the organization's increased membership will assist it in more forcefully tackling predatory pricing by merchandisers and other businesses.

The Associated Food Dealers of Michigan was founded in 1916 and represents more than 3,000 grocery stores, supermarkets and liquor licenses throughout Michigan. The Great Lakes Petroleum Retailers & Allied Trades Association has roots going back to 1929, when it was formed as the Service Station Dealers of Michigan. The group merged with the Ohio Petroleum Retailers & Repair Association in 2004 to become the Great Lakes Petroleum Retailers & Allied Trades Association. It represents more than 900 gas stations and convenience stores in Michigan and Ohio.

# Safety & Health

## Classes for Ohio Workers

**April - June, 2006**

The Ohio Bureau of Workers' Compensation Division of Safety & Hygiene Training Center offers 61 occupational safety, health, and ergonomic courses in twelve locations statewide. All courses are offered at no additional cost to Ohio employers who pay into the Ohio workers' compensation insurance fund. Courses are designed to emphasize practical application of safety principles, to help develop a safety culture, and to provide current and proposed standards for regulatory compliance.

For more information or to register, go to [www.bwclearningcenter.com](http://www.bwclearningcenter.com) or call 1-800-OHIOBWC, option 2, then 2.



Governor Bob Taft  
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| Code:  | Course Title:  | Length   |
|--------|--|----------|
| GEN314 | Accident Analysis                                      | 1.0 day  |
| IHY205 | Asthma: Is Your Company at Risk?                       | 1.0 day  |
| GEN375 | Behavior-based Safety Systems                          | 1.0 day  |
| IHY220 | Bloodborne Pathogens                                   | 0.5 day  |
| IHY214 | Confined Space Assessment and Work                     | 2.0 days |
| GEN311 | Controlling Costs through Claims Management            | 1.0 day  |
| GEN310 | Controlling Workers' Compensation Costs                | 1.0 day  |
| RIS101 | Drug-free Workplace: How to Implement BWC's Program    | 0.5 day  |
| GEN360 | Effective Safety Teams                                 | 1.0 day  |
| SAF107 | Electrical Hazard Recognition and Abatement            | 3.5 days |
| SAF108 | Electrical Safety Audits                               | 2.0 days |
| GEN292 | Enhancing Safety Through a Drug-free Workplace         | 0.5 day  |
| ERG218 | Ergonomics Applied                                     | 3.0 days |
| ERG210 | Ergonomics Basic Principles                            | 1.0 day  |
| ERG219 | Ergonomics: Developing an Effective Process            | 1.0 day  |
| ERG215 | Ergonomics for Office Environments                     | 1.0 day  |
| SAF114 | Fall Hazard Recognition, Avoidance and Protection      | 2.0 days |
| GEN380 | First Aid in the Workplace                             | 1.0 day  |
| GEN101 | Fundamentals of an Effective Safety and Health Program | 2.0 days |
| IHY225 | Got Mold?  | 1.0 day  |
| IHY212 | Hazard Communication                                   | 1.5 days |
| IHY317 | Hazardous Waste Operations—Awareness                   | 0.8 day  |
| IHY319 | Hazardous Waste Operations—Refresher                   | 1.0 day  |
| IHY318 | Hazardous Waste Operations—Technician                  | 3.0 days |
| IHY224 | Industrial Hygiene Calibration and Sampling            | 1.0 day  |
| IHY211 | Industrial Ventilation                                 | 3.0 days |
| SAF124 | Job Safety Analysis                                    | 1.0 day  |
| IHY230 | Laboratory Safety                                      | 1.0 day  |
| SAF109 | Lockout/Tagout and Safety-Related Work Practices       | 0.5 day  |
| SAF106 | Machine Guarding Basics                                | 0.5 day  |
| GEN126 | Measuring Safety Performance                           | 1.0 day  |
| SAF105 | Mechanical Power Press                                 | 2.0 days |
| GEN320 | OSHA Recordkeeping                                     | 1.0 day  |
| RIS100 | PDP - Developing a Plan of Action                      | 0.5 day  |
| SAF120 | Personal Protective Equipment Selection Criteria       | 0.5 day  |
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| SAF125 | Safety and Ergonomics for Extended Care Facilities     | 1.0 day  |
| GEN385 | Safety Management for Public Employers                 | 0.5 day  |
| SWI006 | Safety Works for Industry—Module 1                     | 0.5 day  |
| SWI004 | Safety Works for Industry—Module 2                     | 0.5 day  |
| SWI008 | Safety Works for Industry—Module 3                     | 0.5 day  |
| SWI010 | Safety Works for Industry—Module 4                     | 0.5 day  |
| SWI012 | Safety Works for Industry—Module 5                     | 0.5 day  |
| SWI014 | Safety Works for Industry—Module 6                     | 0.5 day  |
| SWI002 | Safety Works for Industry—Module 7                     | 0.5 day  |
| GEN302 | Train the Trainer                                      | 1.5 days |
| SAF112 | Trenching and Excavation                               | 3.0 days |
| GEN316 | Violence in the Workplace                              | 0.5 day  |
| GEN234 | Wellness in the Workplace                              | 0.8 day  |





## Group rating enrollment complete

### Take advantage of your group member benefits

Article provided by **The Frank Gates Service Company**

As the program administrator for Ohio Petroleum Retailers and Repair Association, The Frank Gates Service Company would like to thank all members who joined the group rating program for 2006! Enrollment for the July 1, 2006 rating year wrapped up on February 28. We appreciate the trust you have placed in us, and will work to keep your claims costs low and discounts as high as possible.

Remember to take advantage of the

valuable services Frank Gates provides throughout the year. Your account executive, backed by a team of expert claims examiners and hearing reps, works to manage your workers' compensation program and is available to answer your questions or to meet one-on-one for personalized consultation.

Be sure to visit [www.frankgates.com](http://www.frankgates.com) and to read *VantagePoint*, Frank Gates' quarterly newsletter, for valu-

able workers' compensation and safety information. In addition, Frank Gates offers educational seminars every spring to give you the latest updates on relevant workers' compensation issues in Ohio.

If you have questions about Frank Gates' services to group rating members, please contact Rich Elsea with Frank Gates at 1-800-777-4283, ext. 721 or email [relsea@frankgates.com](mailto:relsea@frankgates.com).

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# 2nd Annual **Great** Golf Event

Presented by > **Liberty USA Inc.**

In partnership with > **The Great Lakes Petroleum Retailers & Allied Trades Association**  
Soon to be known as "Associated Food and Petroleum Dealers"

**Thursday > July 27, 2006**  
**Weymouth Country Club**

3946 Weymouth Road  
Medina, OH

**Association Members May Golf As Invitees of Liberty USA Inc.**

Spaces are limited...See your Liberty account executive for information

Proceeds from the golf outing benefit the

**Anthony Procaccini**  
**Memorial Scholarship**

(Ohio)

and the

**Phil Bucalo**  
**Memorial Scholarship**

(Michigan)



## **Schedule:**

**8:30 – 10:00 a.m.**  
Continental breakfast  
and registration

**10:30 a.m.**  
Shotgun start

**4:00 – 5:00 p.m.**  
Cocktails

**5:00 p.m.**  
Dinner

## **For Information Contact:**

**Peppy Lindner**  
**at Liberty USA**  
**(800) 289-5872**  
**ext. 1026**

[peppy.lindner@libertyusa.cc](mailto:peppy.lindner@libertyusa.cc)

## The 2<sup>nd</sup> Annual Great Golf Event

*Great Lakes Petroleum Retailers and Allied Trades Association and Liberty USA Inc. team up for customer appreciation outing to benefit the Association*

*By Dennis Siderski, Chairman*



After enduring one of the harshest winters on record, it's hard for me to even envision lush, tree-lined fairways ringing with the sound of titanium drivers.

Hopefully by July 27 the snow will have receded, making way for members of the Great Lakes Petroleum Retailers and Allied Trades Association to traverse the beautiful links of Weymouth Country Club in Medina, Ohio.

This year, our associate member, supplier and friend, Liberty USA Inc., is taking over a lion's share of our annual golf outing and has a special surprise for our membership... Association members will enjoy the day as guests of Liberty USA Inc.! It's their way of thanking our members for their support.

Proceeds from the golf outing benefit

the Anthony Procaccini Memorial Scholarship (Ohio) and the Phil Bucalo Memorial Scholarship (Michigan). This year the association will award four winners – two from Ohio and two from Michigan – with \$1,000 scholarships to help offset the high costs of continuing education.

Players can expect a full day of fun at this year's outing, starting with a continental breakfast at 8:30 a.m. and ending with cocktails and dinner in the evening.

### Sponsorship information

Finally, sponsorship opportunities are still available. Call me or contact the association office at (800) 748-0060 for additional information. Last year, the following companies and individuals were kind enough to help make the outing a complete success. We encourage our members to support the following companies for their goods and services:

Peppy Lindner's e-mail address:  
[peppy.lindner@libertyusa.com](mailto:peppy.lindner@libertyusa.com).

### Photos from 2005 GLPRATA Golf Outing



### PLATINUM SPONSORS

**Liberty USA Inc.**

*Liberty also received sponsorship from the following manufacturers for 2006:*

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Campbell Soup Company

Energizer Battery Inc.

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M&M Mars

Middleton, John Inc.

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**ONLY \$99**

GLPRATA  
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# Sunrise

## BASIC TRAINING

### It's a new day in training for service stations and convenience stores

**Haslett, MI** - They say you never get a second chance to make a good first impression. While most business owners embrace this concept with customers, many overlook the importance of this notion with new employees who are often placed in front-line positions with little or no training. The result: poor service, dissatisfied customers and costly employee turnover.

Now, Sunrise Basic Training, LLC, in alliance with the Great Lakes Petroleum Retailers and Allied Trades Association (GLPRATA) has developed a new employee orientation program designed specifically for front-line staff at service stations, convenience stores, car washes, oil change operations and other auto trade businesses. This innovative program provides a positive introduction to the industry and establishes ten essential work habits and job skills that each new employee needs to be successful in the industry and in life.

The 16 minute DVD program, titled *Welcome to the Retail Petroleum, Convenience and Auto Trades Industry*, begins with an overview of the operations and opportunities within these unique small businesses, stressing the important role each employee plays in customer satisfaction and business success. The second part of the program delivers ten "Winning Work Habits"

that will help make each employee and the business more successful:

It's a New Day in Training for Service Stations & Convenience Stores

- Be on Time
- Be Prepared for Work
- Follow the Rules
- Work Safely
- Be Dependable
- Practice Teamwork
- Value the Customer
- Learn While you Earn
- Activate your Attitude
- Take Ownership

The enhanced DVD disk includes a "Quick Quiz" to assess employee's understanding of the concepts presented in the program, and a customizable "Certificate of Completion" that can be personalized, printed and awarded to successful trainees. In addition, the DVD disk includes a full-color 8"x10" mini-poster featuring the ten "Winning Work Habits" that can be printed and posted for ongoing reinforcement.

"Our businesses, like many retail operations, face a tight employment market," says GLPRATA President, Ed Weglarz. "High turnover and competition for qualified applicants often means that untrained employees are thrust onto the front lines to

represent (or misrepresent) our businesses to the customer. We believe this new program will establish positive attitudes and realistic job expectations on day one that will generate long-term customers and loyal employees."

Sunrise Basic Training President, Cheryl Armstrong, agrees. "At Sunrise Basic Training, our mission is to help employers develop successful team members who will contribute to the success and growth of their business. We believe that employees who understand their role and the opportunities for growth within their industry are more likely to take ownership in the success of the business and embrace the idea that *a successful business is a better place to work.*"

The new training program is affordably priced at \$99 and can be purchased by calling toll-free at (866) 309-1069 or online at <http://www.profcs.com/app/?af=343027>

Sunrise Basic Training, LLC is a business dedicated to providing effective orientation and basic skills training created specifically for unique industries. Training programs are designed to promote productivity, positive attitudes and responsible work habits among employees and work teams. GLPRATA member price just \$79.00.

*"...We believe that employees who understand their role and the opportunities for growth within their industry are more likely to take ownership in the success of the business and embrace the idea that a successful business is a better place to work."*

# Sunrise

## BASIC TRAINING

**NOW AVAILABLE!**

**"Welcome to the Retail Petroleum, Convenience, and Auto Trades Industry"**



### Build a winning front-line service team with Sunrise Basic Training!

It's true – you never get a second chance at a good first impression with your new employees. Now you can get your team off on the right foot with this innovative and fast-moving orientation program designed specifically for employees of service stations, convenience stores, oil change facilities, car washes, repair shops, and other auto trade businesses. Establish realistic job expectations that help to develop the positive attitudes and consistency that builds repeat business and loyal customers. The DVD also includes: a Sunrise "Quick Quiz" assessment tool and a "Winning Work Habits" mini-poster.

### Order Form (Fax to: (517) 655-6871)

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Phone Number: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_

Email address: \_\_\_\_\_

Shipping Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Name on Credit Card: \_\_\_\_\_

Card Type (check one): ☐ Visa ☐ Master Card ☐ American Express

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

| Quantity | Description  | Price<br>GLPRATA<br>Members | Price<br>Non-<br>Members | Total |
|----------|--|-----------------------------|--------------------------|-------|
|          | Welcome to the Retail Petroleum, Convenience<br>& Auto Trades Industry | \$79.00                     | \$99.00                  |       |
|          | Sales Tax: Michigan 6%   |                             |                          |       |
|          | Shipping:  |                             |                          |       |
|          | Grand Total:   |                             |                          |       |

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# Ohio's 2006 Political Preview

By **McKenzie Davis**, *The Success Group*

The 2006 political season is officially underway. The May 2<sup>nd</sup> primary marks the start of what will certainly be one of the most interesting/exciting campaign years in recent memory. With every statewide office, half the seats in the Senate, all the seats in the House of Representatives up for election your televisions are certain to be filled with campaign rhetoric and promises.

For maximum drama, look no further than the top of the ticket. The Gubernatorial race represents the first opportunity for Democrats to climb back into some control of state government that has been in Republican hands since 1990.

Congressman Ted Strickland is the clear favorite to receive the Democratic nomination for Governor. Congressmen Strickland successfully cleared the field of any serious challenges in the May primary. State Senator Eric Fingerhut, who had previously announced his candidacy has withdrawn in part to Strickland's choice of a running mate. Former Attorney General Lee Fisher has been tapped to be Strickland's running mate and that choice made it difficult for Fingerhut to continue his candidacy, as both Fisher and Fingerhut are from the Cleveland area and share a similar base of support. Fisher's inclusion on the Democrat ticket brings many of those supporters to the Strickland campaign. Former State Representative Brian Flannery is still running in the Democrat primary for Governor, but he is not expected to mount a serious challenge to Congressman Strickland's campaign.

On the Republican side, Attorney General Jim Petro and his Lt. Governor running mate, State Senator Joy Padgett, will square off in primary against Secretary of State Ken Blackwell. After a failed attempt by the Ohio Republican Party to avoid this bitter primary and to create a Blackwell - Petro ticket, Blackwell announced his running mate, State Representative Tom Raga. Rep. Raga is a

member of House leadership from Mason, Ohio and is a well-respected legislator.

The Republican battle between Blackwell and Petro has immediately turned ugly with both candidates running attack ads questioning the character and honesty of the other. The tough attacks on members of their own party is unusual this early in the campaign and something that certainly the Democrats will seek to repeat in November using the Republican candidates own words.

The "down-ticket" races could also provide an equal amount of drama. Auditor of State Betty Montgomery, having dropped her bid for the Republican nomination for Governor, is running for the office of Attorney General, a position she previously held for eight years. State Senator Tim Grendell contests her in the primary.

The Democrat primary for AG will pit State Senator Marc Dann from Warren against former Cleveland Law Director Subodh Chandra.

Treasurer of State Jennette Bradley, the former Lt. Governor to Bob Taft and appointed in mid-term to the post, will be challenged by former State Representative Richard Cordray.

The Auditor of State's position will pit Republican State Representative Mary Taylor against Democrat State Legislator Barbara Sykes, both from the Akron area.

Finally, the race for Secretary of State will match Cincinnati local officeholder, Greg Hartman and former Franklin County Judge Jennifer Brunner.

## Commercial Activity Tax Update

Last summer, the industry was successful in obtaining an exemption from the commercial activity tax from the sale of gasoline. However, the exemption was only granted for two years. Furthermore, the industry was

charged with developing an alternative to the proposed application of the CAT to gasoline. The industry continued to meet and discuss ideas and concepts to offer lawmakers.

The Great Lakes Petroleum Retailers and Allied Trades Association legislative team will continue to keep you updated on these proposals.

## Legislative Update

The Ohio General Assembly recently passed SB 265 regarding Ohio's air pollution permitting process. The controversial measure would improve the process by which air pollution permits are granted and eliminate how "vague" standards are applied on a permit-by-permit basis.

Ohio's EPA supported the bill, along with the Coalition to Modernize Ohio's Air Pollution Control Act (a group that includes NFIB Ohio, the Ohio Cast Metals Association, the Ohio Chamber of Commerce, the Ohio Chemistry Technology Council, the Ohio Contractors Association, the Ohio Manufacturers Association and the Ohio Petroleum Council). These groups claimed the bill would improve Ohio's ability to attract economic investment in new and expanded production facilities by modernizing and streamlining Ohio's air pollution control program.

However, consumer organizations and Democrats, calling the bill "The Bad Air Bill," claim the bill will allow some regions' air quality to again reach the "moderate non-attainment" classification and thus require E-Check.

The Ohio General Assembly also passed HB 245 regarding the use of alternative fuel. The measure, as indicated in previous articles, would require 90 percent of new state vehicles purchased after July 1, 2006 to be capable of using alternative fuels such as ethanol or soybean-based biodiesel. It would also create tax credits and grants to increase the retail supply of ethanol and biodiesel fuels.

## Minnesota to crack down on below-cost stations

Companies who sell gas below the legal minimum price in Minnesota will see hefty fines, according to the Minnesota Department of Commerce.

An Associated Press report stated that for starters, a \$140,000 fine against Midwest Oil of Minnesota is two times as large as any since 2001. For 5 over five years, the State has utilized a formula based on wholesale prices, fees and taxes to

figure a daily basis for gasoline prices.

The Minnesota below-cost formula was introduced to stop large oil companies from pushing small competitors out of the marketplace. Critics, however, say it has failed to protect consumers.

Allegedly, Midwest-owned outlets in Albert Lea, Oakdale and Anoka of-

fered gas under the minimum price on more than 290 days in 2005.

Earlier penalties for below-cost pricing ranged from \$500 to \$70,000. Those companies cooperated and generally agreed on the fines.

The Associated Press had reported that Midwest Oil was using "delaying tactics" and had thus far not cooperated with the State regarding the penalty.

## Michigan prepaid gasoline sales tax increased to 12.7 cents per gallon

*Approved February 28, effective May 1, 2006*

**RAB 2005-1.** This Revenue Administrative Bulletin (RAB) announces a change in the prepaid gasoline sales tax rate, and describes the prepayment of gasoline sales tax and the corresponding rate determination, MCL 205.56a. This RAB supersedes RAB 2005-1.

### ISSUES

- I. What is the new rate?
- II. Why do we need to change rates?
- III. What is the recent historical information on the rate?

### CONCLUSIONS

- I. Effective May 1, 2006, the new prepaid gasoline sales tax rate is 12.7 cents per gallon.
- II. The rate change is necessitated by MCL 205.56a, section 6a(2), which requires the department to determine the rate every 6 months unless the change in the price of a gallon of gasoline has been less than 10%. The rate shall be determined not less than annually.
- III. a. Effective May 1, 1994 through July 31, 1999, the rate was established at 5.4 cents per gallon.  
b. Effective August 1, 1999 through December 31, 1999, the rate was established at 4.6 cents per gallon.  
c. Effective January 1, 2000

through August 31, 2000, the rate was established at 5.7 cents per gallon.

- d. Effective September 1, 2000 through February 28, 2001, the rate was established at 6.8 cents per gallon.
- e. Effective March 1, 2001 through February 28, 2002, the rate was established at 8.1 cents per gallon.
- f. Effective March 1, 2002 through July 31, 2002, the rate was established at 7.9 cents per gallon.
- g. Effective August 1, 2002 through December 31, 2002, the rate was established at 5.8 cents per gallon.
- h. Effective January 1, 2003 through January 31, 2004, the rate was established at 7.2 cents per gallon.
- i. Effective February 1, 2004 through March 31, 2005 the rate was established at 7.9 cents per gallon.
- j. Effective April 1, 2005 through April 30, 2006 the rate was established at 9.9 cents per gallon.

### LAW & ANALYSIS

As provided in Section 6a of the General Sales Tax Act, MCL 205.56a, at the time of purchase or shipment from

a refiner, pipeline terminal operator, or marine terminal operator, a purchaser or receiver of gasoline shall prepay a portion of the sales tax at a rate determined and certified by the department. The department must determine the rate every 6 months unless the change in the statewide average retail price of a gallon of self-serve unleaded regular gasoline has been less than 10% during the 6-month period. However, the department must determine and adjust the rate not less than annually, regardless of the percentage change.

The review most recently completed examined the gasoline prices for the period July 1, 2005 through December 31, 2005, and resulted in a determination and change in the rate to the 12.7 cents per gallon. Please note that a review of the previous six month period of January 2005 through June 2005 did not necessitate a change in the rate as the statewide average price of regular unleaded gasoline did not change more/less than 10% as required by statute.

*Questions may be directed to:*  
Michigan Department of Treasury  
Technical Services Division  
430 W. Allegan Street  
Lansing, MI 48922  
Telephone (517) 636-4230

## Michigan gets minimum wage increase

**Michigan** – Democrats here were pleased as Governor Jennifer Granholm signed into law a bill that raises the state's minimum wage, the first such increase in nine years.

The new law (SB 318, PA 81) holds off a ballot proposal that would have included the minimum wage and annual cost of living adjustments in the constitution, but Governor Granholm and union leaders hope to get approval of other changes regarding tipped employees and to index future inflationary increases.

"This is a tremendous victory for working families and all of Michigan," Ms. Granholm said. "Today, you're getting a raise and it's about time."

The bill bumps the minimum wage to \$6.95, from \$5.15 an hour as of October 1, to \$7.15 on July 1, 2007 and to \$7.40 on July 1, 2008.

During her 2002 campaign, the governor had proposed an increase in minimum wage. It became a priority issue in January of last year when she and legislative Democrats began a strong move to legislate a higher wage.

"We would like to see (the minimum wage) indexed so it is not at the whim of whoever is in the governor's chair or in the Legislature," noted the Governor. She said the minimum wage law should be further addressed to help workers whose income comes partially from tips, and also conveyed



hope that the Legislature would increase unemployment benefits.

The new law makes no changes in how tipped employees are compensated. The ballot proposal would have required they be paid \$2.50 below the minimum wage.

Michigan, like most states, lets restaurants and other businesses with tipped employees to apply a credit - currently at \$2.65 an hour - for that income when figuring their obligation to pay the minimum wage.

AFL-CIO President Mark Gaffney, who helped orchestrate the petition drive, said nearly 500,000 workers would garner increases of \$2 an hour more when the final part of the wage is in place. "That's \$1 million an hour going into the Michigan economy," he said.

"People will be buying products. It is a creator of jobs because it will stimulate the economy," Ms. Granholm said. The governor saved most of her congratulations for Democratic lawmakers and the organizations and unions that pushed the petition drive, but did acknowledge that

Republican legislators in the Legislature let the issue come to a vote.

But she said the reality is that the change would not have happened without the pressure supplied through the petitions that supported the proposed constitutional amendment.

The Michigan Chamber of Commerce foresees a negative hit to the economy due to the wage increase. However, they agree that the new law is less onerous than the ballot proposal. "The legislation that is now law is going to adversely affect some of our members, but not nearly as severely as the petition drive would have been," noted Wendy Hoffmeyer, director of health policy and human resources for the chamber.

Sen. Ray Basham (D-Taylor), sponsor of the bill, pointed out that while the increase is a positive step for minimum wage workers, the new minimum wage still falls short of the \$8.50 an hour that would now be in place if inflationary compensations had been applied since it was last raised to the federal standard level of \$5.15 an hour.

Democratic Party Chair Mark Brewer said, "a lot more needs to be done," but he was pleased with the signing of the bill. Republican gubernatorial candidate Dick DeVos had said previously that after nine years, it was time to raise the minimum wage and hailed the Republican leaders for making it possible.



FROM YOUR SAFETY DIRECTOR

### OSHA rules require a railing or similar protection

By Howard Cherry, CECM, Environmental Services of Ohio

OSHA requires employers to provide a railing or similar protection on:

- Most all stairway openings, chutes, hatches and ladder ways.
- Any floor hole into which a person can accidentally work or fall.
- Any wall opening from which there is a drop of more than four feet.
- Any pit, manhole, skylight or trap door opening.
- Any one-sided floor or platform four feet or more above ground level.

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### *New Member Profile...* **Certified Oil continues growth plan**

**Columbus, Ohio** — Certified Oil Company is excited about having recently joined the Great Lakes Petroleum Retailers and Allied Trades Association. Becoming an associate member makes sense for the company as they now operate and supply motor fuel products throughout Ohio, under the flags of Citgo, Marathon, and Sunoco, as well as their own Certified flag. They also have operations in Kentucky and West Virginia.

Certified began operating in 1939 with one gas station, and has grown to a chain of 92 locations with multiple flags, and also provides supply to 47 independent dealer accounts in Ohio. This diverse network will create a volume of over 150 million delivered gallons of products in 2006. Certified continues to rebuild and remodel assets to make for a stronger mar-

keter down the road.

The company is proud of the independent customer program that was started only two years ago. Previously, Certified was focused totally on company-operated units but saw the need to branch out and thus created an entity to develop a dealer supply system.

"Our concept is built from years of experience with major oil, and we have an infrastructure dedicated to providing the services today's independent operator requires," noted Bob Clemens, manager of Dealer Sales and Development at Certified. "We don't just sign a contract with someone and never see them again. It's about relationships and building trust, being a visible presence to the customer." The structure allows the dealer customer access to Certified's buying power, merchandising department, and planning section, as well as other related services, according to Clemens.

In these days of low margins and volume impacting market changes, both divisions at Certified have faced the same challenges as many others in our industry; staying above water. The company is constantly looking at new technology and opportunities to protect the bases while promoting growth. The company recently added a new Vice President of Sales and Marketing. Gregg Edwards came to the company with an extensive background in operations and will provide a "wealth of resource and direction for us," said Clemens.

For more information about Certified and their growth plans, contact Bob Clemens at 614-421-7500 X293. He can also be reached at [bclemens@certifiedoil.com](mailto:bclemens@certifiedoil.com). Visit their web site at [www.certifiedoil.com](http://www.certifiedoil.com).

*The Great Lakes Petroleum Retailers and Allied Trades Association  
welcomes the following new members in Michigan and Ohio:*

## SSDA

### Michigan

*The following are new  
Standard and Associate  
members of SSDA-MI:*

**Joel Weingarden**  
**JS ADVISORS**  
**ENTERPRISES, INC.**  
3557 Pontiac Trail, Suite 201  
Wixom, MI 48393  
Phone: 248-624-9366  
Fax: 248-624-9360

## OPRRA

### Ohio

*The following are new  
members for OPRRA:*

**Musleh Ahmad**  
10485 Northfield Road  
Northfield, OH 44021

**Richard E. Davisson**  
**3 LOCKS EZ MART**  
3362 Bridge Street  
Chillicothe, OH 44016

**Rohit B. Patel**  
**AASHIL, INC.**  
4680 Corduroy Road  
Mentor, OH 44060

**Thomas Twiss**  
**AMERICAN**  
**MUNICATIONS OF OHIO**  
P.O. Box 351  
New Albany, OH 43054

**Andy Tilton**  
**BCAS LLC (GAHANNA)**  
171 High Street  
Gahanna, OH 43230

**Andy Tilton**  
**CAS LLC (WORTHINGTON)**  
6568 N. High Street  
Worthington, OH 43085

**Sam & Nick Abdallah**  
**ADAH ENTERPRISES, INC.**  
10606 Belaire Road  
Cleveland, OH 44111

**William Todd Ramsey**  
**BALTIMORE MINI MART**  
539 S. Main Street  
Baltimore, OH 43105

**Debra Y. Sellers**  
**RNESVILLE TIRE & CITGO**  
152 S. Chestnut Street  
Barnesville, OH 43713

**Santosh Patel**  
**BHOLUPIR TWO, INC.**  
36944 Vine Street  
Willoughby, OH 44094

**Robert M. Marshall**  
**BOB MARSHALL**  
**ENTREPRISES**  
2910 Berwick Road  
Columbus, OH 43209

**Glenn Willis**  
**BUD'S ONE STOP LLC**  
**(BEAVER)**  
5611 Beaver Pike  
Beaver, OH 45613

**Glenn Willis**  
**BUD'S ONE STOP LLC**  
**(CHILLICOTHE)**  
35595 U.S. Highway 35  
Chillicothe, OH 45601

**Glenn Willis**  
**BUD'S ONE STOP LLC**  
**(JACKSON)**  
970 East Main Street  
Jackson, OH 45640

**Charles K. Bricken**  
**CKB STERLING ONE STOP LLC**  
35 W. Columbia Street  
Mt. Sterling, OH 43143

**Chandrakant Kasabwala**  
**CONVENIENT FOOD MART**  
#3092  
7488 Mentor Ave.  
Mentor, OH 44060

**John Gillogly**  
**COOP'S CORNER**  
320 E. Columbus St.  
P.O. Box 837  
Thornville, OH 43076

**Timothy W. Dickens**  
**DELCO DRIVE THRU**  
523 Pennsylvania  
Delaware, OH 43015

**Timothy W. Dickens**  
**DELCO DRIVE THRU (2)**  
317 London Road  
Delaware, OH 43015

**Timothy W. Dickens**  
**DELCO DRIVE THRU (3)**  
112 E. Central  
Delaware, OH 43015

**Booz Singh**  
**DHAMI BROTHERS**  
11750 Snow Road  
Parma, OH 44130

**Dennis Finney**  
**FINNEY'S MARATHON**  
11061 SR 39  
Millersburg, OH 44654

**Linden, Matt Gibson**  
**GIBBY'S EATERY**  
**& SPORTS BAR**  
126 West Main  
Circleville, OH 43113

**Eric & Cathy Givens**  
**MAIN & HIGH SHORTSTOP**  
81 Main Street  
P.O. 418  
Frankfort, OH 45628

**Shiv Bhardwaj**  
**MAYAG, INC.**  
1459 Aster Ave.  
Akron, OH 44301

**Mark Morisky**  
**MORISKY, INC.**  
15150 Snow Road  
Brook Park, OH 44142

**Randy Sharp**  
**OAKLAND GROCERY**  
9101 Chill-Lane Road  
Amanda, OH 43102

**Abe Abdullah**  
**ONE STOP GAS, INC.**  
421 Claremont Ave.  
Ashland, OH 44805

**Binal Patel**  
**PCR OHIO INC.**  
666 East Hudson St.  
Columbus, OH 43211

**Dave Milliser**  
**PLEASANTVILLE**  
**MARATHON**  
6475 Lancaster Thornville Road  
Pleasantville, OH 43148

**Ray Jeffers**  
**RAY'S SERVICES, INC.**  
228 Louisiana  
Perrysburg, OH 43551

**Kewal Singh**  
**RITTMAN QUICK**  
**FOOD MART**  
101 East Ohio Ave.  
Rittman, OH 44270

**William A. Rowley**  
**ROWLEY ENTERPRISES, INC.**  
13408 St. Rt. 164  
Lisbon, OH 44432

**Shawn D. Dorsey**  
**S.A.J. DORSEY ENTERPRISE**  
**LIMITED**  
P.O. Box 7, 8400 St. Hwy. 43  
East Springfield, OH 43925

**Raj V. Patel**  
**SUNOCO SNACK & GAS**  
12765 State Route 56 SE  
Mt. Sterling, OH 43143

**Rohit B. Patel**  
**SAHRUT, INC.**  
6866 Center St.  
Mentor, OH 44060

**William Todd Ramsey**  
**SALT CREEK VALLEY**  
**ENT., INC.**  
10472 St. Rt. 56 E  
Circleville, OH 43113

**William E. Prymas**  
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**VILLAGE EXPRESS**  
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**WILSON & SONS**  
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**WILSON & SONS 2**  
24200 Lakeshore Blvd.  
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## ANTHONY PROCACCINI JR. & PHIL BUCALO MEMORIAL SCHOLARSHIP

The Association will award **FOUR** 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 Association office a completed Scholarship Registration Form by **July 31, 2006**. 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 Michigan Pick 3 digit drawing on **August 15, 2006** 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 scholarship each year.
5. The scholarship maximum will be \$1,000.
6. 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. & PHIL BUCALO MEMORIAL SCHOLARSHIP APPLICATION

Applicant's name: \_\_\_\_\_  
\_\_\_\_\_  
Member's name: \_\_\_\_\_  
Business address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
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:**

THE GREAT LAKES PETROLEUM RETAILERS & ALLIED TRADES ASSOCIATION  
611 South Capitol Ave., Lansing, Michigan 48933

*Refer questions to Scholarship Committee at the above address  
or by calling (800) 748-0060*



OHIO PETROLEUM RETAILERS & REPAIR ASSOCIATION

## Member Benefits & Programs

Programs and incentives available as a member only. 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.

All program information sheets are available from the OPRRA office or by calling the individual companies directly. You can reach the office at (800) 748-0060.

Please refer to each program for names and numbers to contact the companies directly.

| PROGRAM  | COMPANY                                | CONTACT           | TELEPHONE                    |
|--|--|-------------------|------------------------------|
| Beverage Supply  | Cleveland Coca-Cola Bottling Company   | Kevin Burthold    | 216/378-7494                 |
| Car Wash Benefit   | Beck Suppliers, Inc.                   | Ed Willman        | 800/472-2591                 |
| Credit Card Processing                                   | Huntington/Community Merchant Services | Fred Bailey       | 800/239-0201                 |
| Value-Priced Cigarettes                                  | Liberty USA                            | Robert L. Collins | 800/289-5872                 |
| Food Service Program                                     | Liberty USA                            | Robert L. Collins | 800/289-5872                 |
| Coffee Program   | New England Coffee Company             | Jeff Gehman       | 717/733-4036                 |
| Convenience Store Supply                                 | Liberty USA                            | Robert L. Collins | 800/289-5872                 |
| Environmental Site Assessments for Real Estate Transfers | Flynn Environmental                    | K.C. Flynn        | 800/690-9409<br>330/808-1400 |
| Health Insurance   | Employee Benefit Specialists           | Jim Irwin         | 800/373-4327                 |
| Legal Services   | OPRRRA                                 | Pat LaVecchia     | 440/333-0707                 |
| Milk Buying Group Program                                | Dairymens                              | Jim Evans         | 800/944-2301 x 2             |
| Petroleum Equipment Plan                                 | Reliable Oil Equipment, Inc.           | Tom Coyle         | 800/967-3876                 |
| Pre-Employment Screening                                 | AAN Investigations, Inc.               | Karen Tanton      | 866/866-5693                 |
| Safety Services  | Environmental Services of Ohio         | Howard Cherry     | 800/798-2594                 |
| Sara Lee Program   | Liberty USA                            | Robert L. Collins | 800/289-5872                 |
| Service Station/C-Store Training                         | Sunrise Basic Training                 | Cheryl Armstrong  | 866/309-1069                 |
| Scholarship Program                                      |  | GLPRATA office    | 800/748-0060                 |
| UST & Property Insurance                                 | USTI                                   | Bob Barbero       | 440/247-3750                 |
| Workers Comp. Group Plan                                 | Frank Gates Service Co.                | Rich Elsea        | 800/777-4283                 |

**Programs and incentives available as an association 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.**



## Member Benefits & Programs\*

*\*Only available to members in good standings*

### **AAN Investigations, Inc.**

*Pre-Employment Screening*  
23800 W Ten Mile Road, Suite 150  
Southfield, MI 48034  
Phone: 866-866-5693  
Fax: 248-233-9490

### **Blue Cross Blue Shield of Michigan**

*Health Insurance Benefit Plans*  
Contact: Karen at SSDA-MI  
Phone: 800-748-0060

### **Electric Choice**

*Bill Schloss*  
Lower Electric, LLC  
1307 Shermer Road  
Norbrook, IL 60062  
Phone: 866-569-3788  
Fax: 866-329-8845

### **Endorsed Financial Services**

*Strategic Planning Concepts*  
3310 W Big Beaver Road, Suite 105  
Troy, MI 48084  
Gary Faigle  
248-515-5610  
Christian Cicchella  
248-981-7471

### **Frankenmuth Mutual Insurance**

*Business Insurance Program*  
**Retailers Mutual Insurance Co.**  
*Workers' Compensation*  
*Peter Dewan*  
*Lyman & Sheets Agency*  
2213 E. Grand River Ave.  
Lansing, MI 48901  
Phone: 800-648-0856  
Fax: 517-371-4881

### **Huntington Bank/First Data Visa/MC Program**

21625 E. Nine Mile Road  
St. Clair Shores, MI 48080  
Phone: 800-239-0201  
Fax: 586-773-2340

### **NSF Check Collection/Debt Recovery**

*Arthur Nitzsche*  
Asset Recovery Team, Inc.  
23800 W. Ten Mile Road, Suite 150  
Southfield, MI 48034  
Phone: 248-233-9551  
Fax: 248-233-9490

### **Royal Buying Group**

*Michael E. Zielinski*  
12 Salt Creek Lane, Suite 450  
Hinsdale, IL 60521  
Phone: 888-728-3724  
Fax: 630-986-1568

### **Scholarship Program**

GLPRATA office  
Phone: 800-748-0060

### **Specialty Roll Products, Inc.**

*Business Paper Products*  
601 25<sup>th</sup> Avenue, P.O. Box 5374  
Meridian, Mississippi 39302  
Phone: 800-693-1771  
Fax: 601-693-6211

### **Sunrise Basic Training**

*Service Station/C-Store Training*  
*Cheryl Armstrong*  
Phone: 866-309-1069  
[www.sunrisebasictraining.com](http://www.sunrisebasictraining.com)

### **USTMAN (SIR)**

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Lakewood, CO 80228  
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Fax: 303-986-8011

### **Zurich North America**

*Pollution Liability Insurance*  
*Tim Walter*  
1118 East Geneva  
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Fax: 517-333-1884



FROM YOUR SAFETY DIRECTOR

## Handling materials in the safest possible way

By **Howard Cherry, CECM**, Environmental Services of Ohio

Whether you use a forklift, a hand truck or your bare hands, doing it the right way means doing it nicely.

Here are some rules to remember:

- Plan Ahead: Don't make a move until you've thought it through.
- Don't Overdo It: Get help with heavy or bulky loads.
- Stay Alert: Keep an eye out for hazards as you move along.
- Take Precautions: Review any special handling requirements and report spills immediately
- Use PPE: It's too late to get the PPE after an accident.
- Communicate: Let people around you know what you're doing.
- Keep Pathways Open: Don't block aisles, passageways or doors. Be sure you have clearance to go under overhangs, too.

Source: Supervisors Safety Bulletin, January 2006.



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KNOW THE FACTS ABOUT THE RULES!!**

USTI/Lyndall has saved many OPRR members thousands of dollars and you could be one of them. Combine all your insurance coverages, including liquor liability, into our package program and you could save big, even on your UST deductibles. Your total price for everything could be less than what you are currently paying without the upgraded coverages. Call us and see if you qualify. Testimonials on file. We'll be happy to share them with you.

Insurance underwritten by Motorist Mutual Insurance Company.

U.S.T.I. is the recognized leader in providing tank owners and operators with the correct coverages with several options to meet your individual needs.