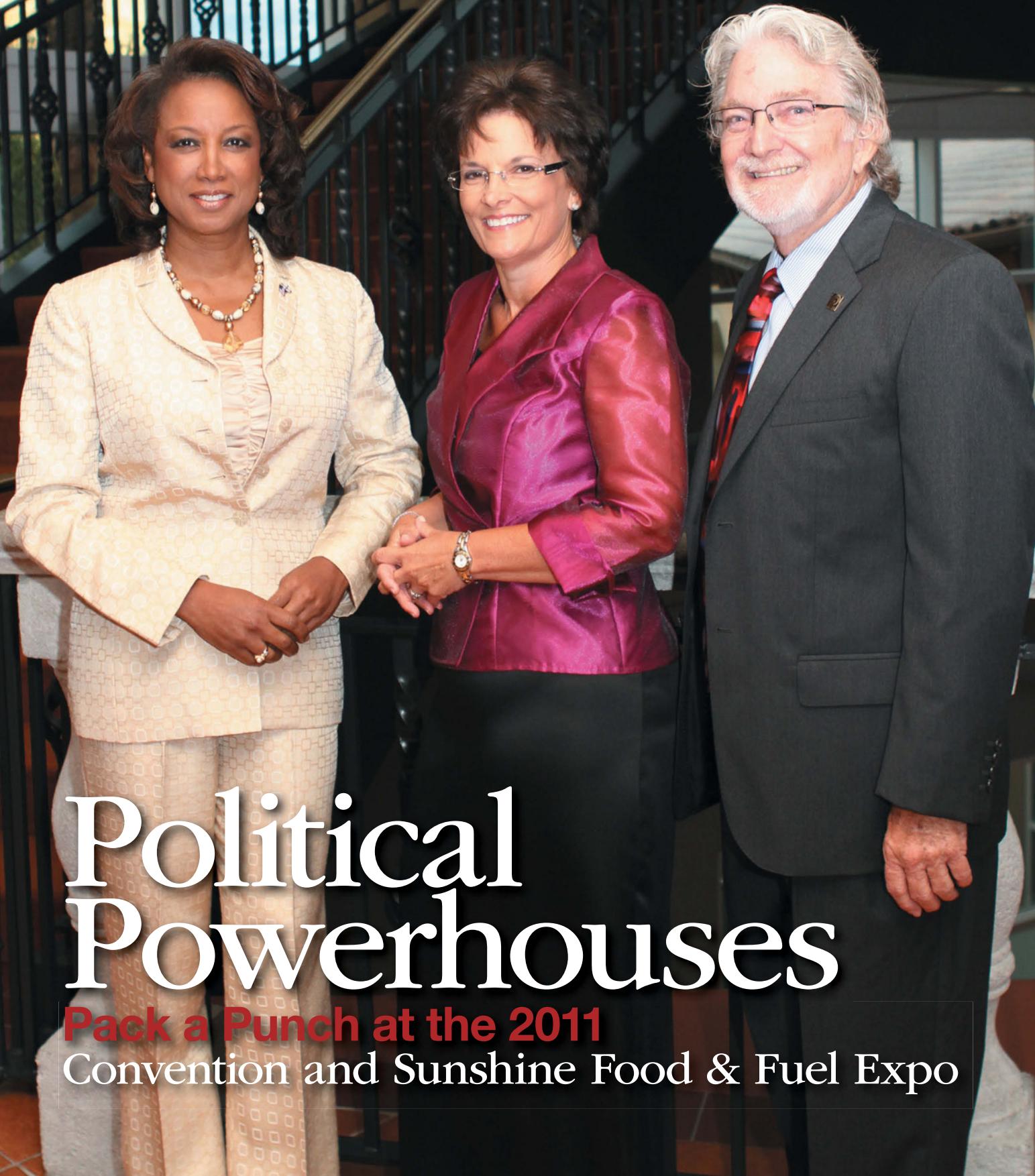


Petrogram

News for Florida's Petroleum and Convenience Store Industry

Florida Petroleum Marketers & Convenience Store Association, Inc.

Volume 7, No. 3 • Fall 2011



Political Powerhouses

Pack a Punch at the 2011
Convention and Sunshine Food & Fuel Expo



Some see a BP station. We see a powerful retail network.

BP Branded Marketers are part of a powerful retail network committed to driving traffic and volume growth, building consumer loyalty, increasing revenue and reducing operating costs.

Thanks to the strong BP brand, our differentiated, quality fuel slate and superior marketing programs, our Branded Marketers can be sure their site will stand out from the competition.

For more information, contact your local Jobber Sales Managers:

North FL | Kevin Rodriguez | (904) 728-2315 | kevin.rodriguez@bp.com

South FL | Kevin McCaffrey | (813) 994-7146 | kevin.mccaffrey@bp.com





- Certified Video Inspections
- Complete Relining and Upgrades
- Physical Entry and UST/AST Repairs
- Ethanol Compatible Tank Upgrades
- Secondary Containment Systems
- Exclusive On-site Manufacturer of the ZCL Phoenix Systems®



Protecting You - Protecting the Environment

Attention all Fuel Station UST owners!

Comply with Florida's Administrative Ruling by using the ZCL Phoenix Secondary Containment Systems.

Tank Tech Inc. is the exclusive manufacturer for the ZCL Phoenix Systems, the third party and UL approved technologies that allow tank owners to transform their existing single-wall tanks into fully compliant tanks without replacing them. These proven systems have a standard 30-year warranty.

Tank Tech's 23 plus years of experience has identified them as the premier industry leader in petroleum storage tank upgrades. Tank Tech Inc. is the primary contractor to the petroleum industry's major retailers plus thousands of independents nationwide.

An ever increasing number of underground storage tanks all across Florida have already been upgraded using the ZCL Phoenix Systems. Don't suffer the extensive delays and costs of replacing your tanks.

Call toll-free, 1-888-405-2369 for a quotation and scheduling information. Visit us online at: www.tanktech.com

Florida's #1 Value Brand



SURGEON GENERAL'S WARNING: Quitting Smoking
Now Greatly Reduces Serious Risks to Your Health.

CIGARETTES

305's
© 2010 DOSAL TOBACCO CORP

is published for the
Florida Petroleum Marketers
and Convenience Store Association
209 Office Plaza Drive
Tallahassee, FL 32301
Phone: 800-523-9166
Fax: 850-877-5864
Web: www.fpma.org

2011-12/13 Board of Directors

Executive Officers

Chairman
Bruce Mitchell
Risser Oil Co.
Chair-Elect
Stephanie Hinton
Jim Hinton Oil Co.
Treasurer
John Tiffany
TimeSaver Food Stores
C-Store Chair
Summit Shah
Southeast Petro Dist.

Food Director
Greg Bradley
H.T. Hackney Co.

Membership Chair
Wenda Lewis
Lewis Oil Co.

Motor Fuel/Lubes
Craig Lynch
Lynch Oil Co.

Directors

Max Alvarez, Jr.
Sunshine Gasoline Dist.

Rosemary Anderson
J.H. Williams Oil Co.

James Clardy
Clardy Oil Co.

Pat Codd

CITGO General Supplier Director

Dennis Combs
Combs Oil Co.

Mike Doerr
Tri-County Oil Dist.

Mark Gornto
Harbour Petroleum

Noel Hardy
Port Consolidated

James Hirsch
F&H Consulting Director

George Nail
Gate Petroleum

Charlie Roberts
Eli Roberts & Sons

Charlie Taylor
Taylor Oil Co.

Christine Wiles
Automated Petroleum

Immediate Past Chair
Ed Hinson
Hinson Oil Co.

Past Chairman
Ken Wood

Medallion Convenience Stores

PMAA Director
Carl Berner
Berner Oil Co.

FPMA Staff

Ned Bowman
Executive Director
ned@fpma.org

Adam Selvidge

Director of Member Services/
Trade Show Director
adam@fpma.org

Features

- 7** **Welcome, New Board Members**
2011-2012 Board of Directors
- 8** **FPMA 2011 Convention and Sunshine Food & Fuel Expo!**
Photos from this Year's Expo
- 19** **Lien On Who?!**
A Briefing on Florida's Construction Lien Law
George W. Hatch & Robert D. Fingar
- 25** **Defining Denial**
What Exactly Is the World Willing to Do About CO₂?
Dan Gilligan
- 27** **Conference of Committees**

Columns

- 14** **Barrister's Counsel**
Legislative Redistricting: a Time for FPMA to Refocus Its Political Objectives
J. Michael Huey, Esq. & Todd C. Steibly
- 23** **Out and About the Industry**
What Are We Going to Do With All These Center Island Marketers?
Mark Radosevich
- 26** **Enviro Corner**
How FPMA Can Continue to Lead the Industry
James D. Hirsch
- 28** **Insurance Issues**
Controlling Insurance Costs: What Can Businesses Do?
Bo Orr

And More...

- 17** **FPMA Featured Advertiser Marketplace**
- 29** **Index of Advertisers/Advertiser.com**



ON THE COVER

(Left to right) Lt. Gov. Jennifer Carroll, Rep. Denise Grimsley and Chairman Bruce Mitchell at the 2011 Convention and Sunshine Food & Fuel Expo, July 31-Aug. 3, 2011

Petrogram is published by



Naylor, LLC
5950 NW 1st Place
Gainesville, FL 32607
Phone: 800-369-6220
Fax: 352-331-3525
Web: www.naylor.com

Publisher: Kathleen Gardner
Editor: Heather Williams
Project and Sales Manager:
Megan Sapp
Marketing: Brianna Martin
Book Leader: Mandy Wyrick

Advertising Sales: Jessica Alexander, Thomas Broiles, Shaun Greylng, Rick Jones, Diane Markey, Eric Singer, Donnie Tuttle, Paul Walley, Marcus Weston, Jamie Williams

Design & Layout: Preeti Pandey

Petrogram is published quarterly for the Florida Petroleum Marketers and Convenience Store Association. Subscription rates are \$25 per year for members and \$40 per year for nonmembers. Postmaster: Send Address changes to FPMA, 209 Office Plaza Drive, Tallahassee, FL 32301.

Neither the Florida Petroleum Marketers and Convenience Store Association nor the editor of this publication necessarily endorses the statements made in advertising or contributed articles and are not liable in any way for anything that appears herein. Always contact

your own personal advisers before taking action on articles appearing in this publication.

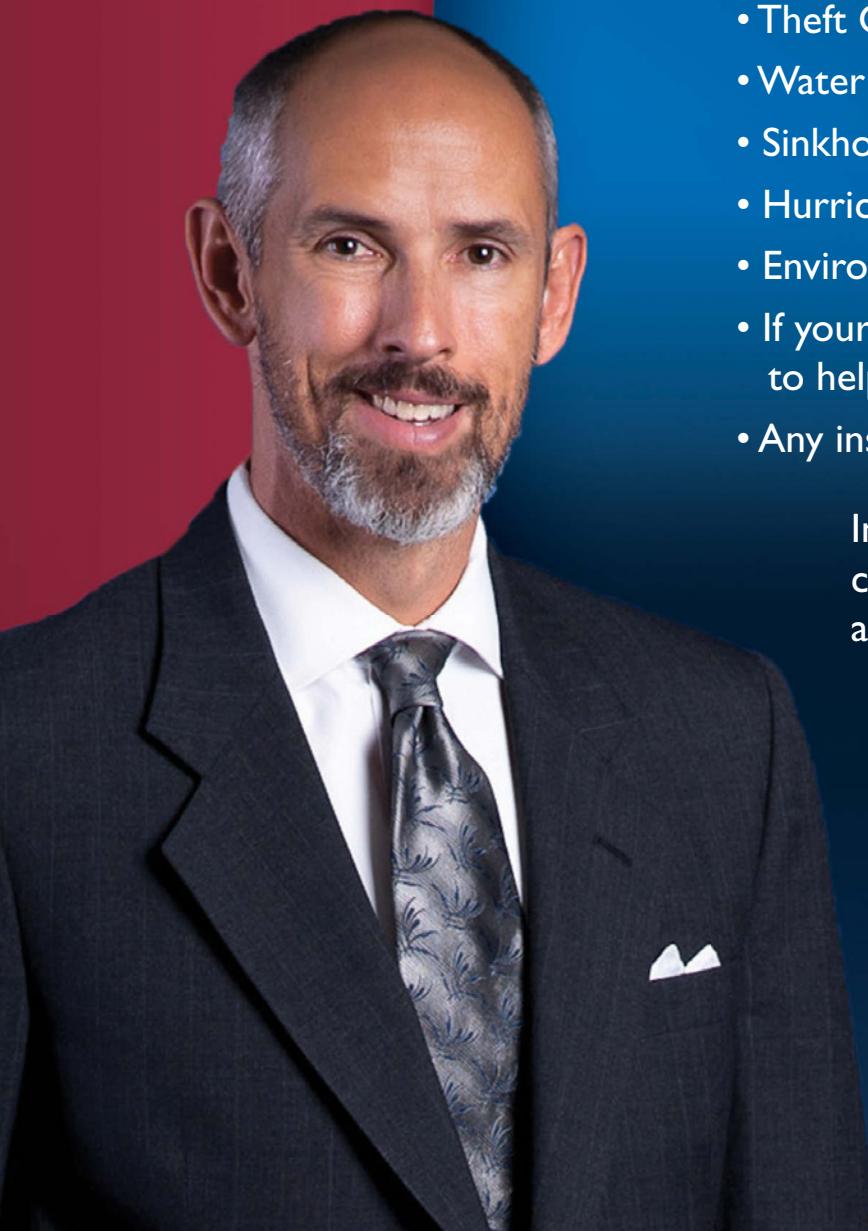
©2011 Naylor, LLC. All rights reserved. The contents of this publication may not be reproduced by any means, in whole or in part, without the prior written consent of the publisher. For information on advertising opportunities in *Petrogram*, please call Book Leader Andrew Strid at 800-369-6220. Please support our advertisers; they made this publication possible.

OCTOBER 2011/FPC-Q0311/5625



A message of hope in a
time of need...

I will review any insurance
denial **for free!**



- Fire Claims
- Theft Claims
- Water Damage
- Sinkhole
- Hurricane / Wind Damage
- Environmental Matters
- If your insurance company refuses to help when you're sued
- Any insurance denial whatsoever

In most cases, if we win, the insurance company must pay our fees and costs, and if we lose, we'll work *for free!*

THE
NATION
LAW FIRM
Insurance Recovery Attorneys

Welcome, New Board Members

2011-2012 Board of Directors

Officers/Executive Committee



Chairman
Bruce Mitchell
Risser Oil Co.



James Clardy
Clardy Oil Co.



Charlie Roberts
Eli Roberts & Sons



Chair-Elect
Stephanie Hinton
Jim Hinton Oil Co.



Pat Codd
CITGO General Supplier
Director



Charlie Taylor
Taylor Oil Co.



Treasurer
John Tiffany
TimeSaver Food Stores



Dennis Combs
Combs Oil Co.



Christine Wiles
Automated Petroleum



C-Store Chair
Summit Shah
Southeast Petro Dist.



Mike Doerr
Tri-County Oil Dist.



Immediate Past Chair
Ed Hinson
Hinson Oil Co.



Membership Chair
Wenda Lewis
Lewis Oil Co.



Mark Gornto
Harbour Petroleum



Past Chairman
Ken Wood
Medallion Convenience Stores



Motor Fuel/Lubes
Craig Lynch
Lynch Oil Co.



Noel Hardy
Port Consolidated



PMAA Director
Carl Berner
Berner Oil Co.

Directors



Max Alvarez, Jr.
Sunshine Gasoline Dist.



James Hirsch
F&H Consulting Director



Ned Bowman
Executive Director



Rosemary Anderson
J.H. Williams Oil Co.



George Nail
Gate Petroleum



Adam Selvidge
Director of Member
Services/Tradeshow Director

FPMA Staff



Ned Bowman
Executive Director



FPMA 2011 Convention and

GOLF TOURNAMENT



THE SHOW FLOOR



Republic National Distributing



Commercial Pay Vacuums, Inc.



McLane Company, Inc.



Florida Lottery



Handex Consulting & Remediation, LLC (HCR)



Irresistible boiled peanuts from the Peanut Patch



Adam Selvidge, FPMA Tradeshow Director, busy signing up 2012 expo booths



Sunoco Mud Truck

Sunshine Food & Fuel Expo!

ELI BAND ENTERTAINMENT



CASINO NIGHT



SCHOLARSHIP WINNERS



I t ' s O u r B u s i n e s s



— t o P r o t e c t Y o u r s®

Federated offers insurance protection products and services designed to meet the needs of business owners:**

Products

- Property
- Auto
- Liability
- Umbrella
- Workers compensation
- Life, disability, annuities

Services

- Regular coverage review
- Risk management services
- Claims services
- Business succession and estate planning assistance

** Products and services may not be available in all states, nor meet all the needs of every business owner. Contact your Federated representative for more information.

MARILYN MONROE MAKES AN APPEARANCE



Marilyn with Chris and Jon Bodie



Marilyn with Chairman Bruce Mitchell



Bruce Mitchell and Jennifer Coticchio



Marilyn with Max Alvarez



Marilyn Monroe sings Happy Birthday to Bud Risser



FPMA staff



Adam Selvidge, FPMA Director of Member Services, and Karl Mechlenberg, former Denver Broncos captain and All-Pro



Ken Wood, Lori Walton, Ken Czoer



Guest Speaker Kiahan Krippendorff with sponsor Haskel Thompson & Associates



The Hinson family



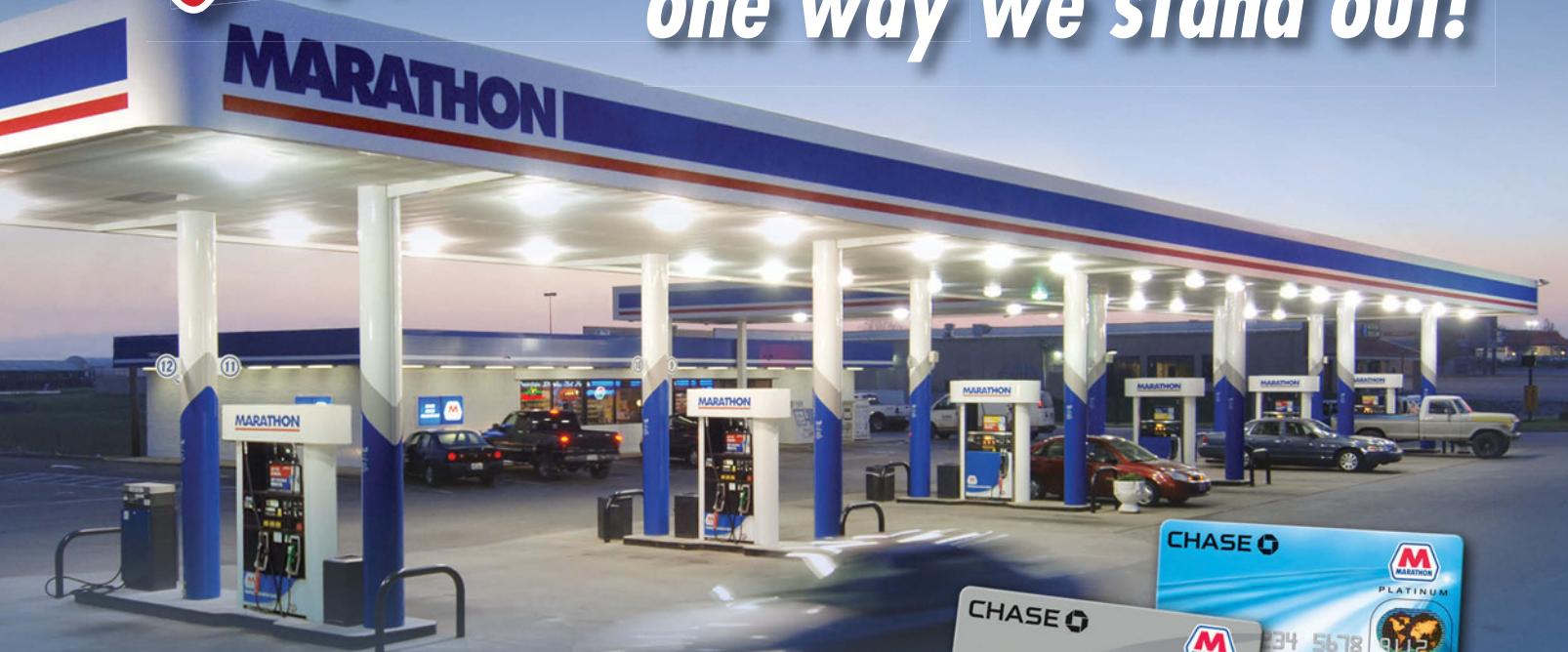
Major General (Ret) Vincent Boles with Kevin Russell, BP Products North America, Inc.



Hall of Famers

Value...

one way we stand out!



Building Brand Value:

- Marathon employs 33 Territory Managers and 5 Program Territory Managers to deliver value to our customers.
- Marathon has excellent supply with truck loading racks at our 84 terminals, all operated with the driver in mind.
- Marathon has 9,600 miles of pipeline, which ensures stable and flexible supply.
- Marathon is the 5th largest refiner in the United States, owning and operating six refineries with a combined capacity of 1,142,000 barrels per day.



For Brand and Wholesale opportunities visit
www.marathonpetroleum.com



Fueling the American Spirit.



Chairman Bruce Mitchell's induction into the FPMA Hall of Fame



Hide a Dagger Behind a Smile, by Kiahn Krippendorff



Ned Bowman, FPMA Executive Director, with his wife, Jane Bowman

Exhibitor photos and phone numbers are available at www.fpma.org

Outstanding Recruiter Contest Winners

Christine McKnight Wiles, APEC, again recruited the highest number of new members and receives a free full registration and free lodging at the 2012 Convention and Expo. Congrats, Christine! Frank Capitano, The Radiant Group, recruited members who paid the highest amount of dues and received a check for \$500 in appreciation for his efforts. Our thanks to both Christine and Frank!

Thanks to the 2011 Convention Sponsors for Their Support!

GOLF TOURNAMENT

Citgo

RJ Reynolds

AET (golf balls)

Florida Rock & Tank (refreshments)

Aluminum Plus (refreshments)

GRAND OPENING OF THE SUNSHINE FOOD AND FUEL EXPO

Chevron

DB Trucking

EXHIBITOR APPRECIATION RECEPTION

DB Trucking

Pipeline Transportation

Port Consolidated (open bar)

FGS (food)

Colonial Oil (food)

McLane (musical entertainment)

CASINO NIGHT

Automated Petroleum & Energy Company (APEC)

Energi Insurance Services

Nestle USA

FELLOWSHIPS/AWARDS

BREAKFAST – LT GENERAL RICHARD FORMICA

BP

OPENING SESSIONS WITH KARL MECKLENBURG

Valero

EXECUTIVE COMMITTEE/PAST CHAIRMAN LUNCH

HCR

BOARD/GENERAL MEMBERSHIP MEETING

The Florida Lottery

GUEST SPEAKER KIAHAN KRIPPENDORFF

Haskel Thompson & Associates

CHAIRMAN'S COCKTAIL RECEPTION

Marathon Petroleum

Chevron

ExxonMobil

GrayRobinson Law Firm

Sunoco

BANQUET AND GOVERNOR'S SPEECH

Federated Insurance

WEDNESDAY CONTINENTAL BREAKFAST

TransMontaigne Product Services, Inc.

Dosal Tobacco Corporation

Murphy Oil

Eagle Transport Corporation

ATTENDEE LANYARDS

Federated Insurance

REGISTRATION DESKS

Justin Davis Enterprises

ECT

TOTE BAGS

TERRA-Com

Shell Oil

PROGRAM ADVERTISERS

The Florida Lottery

ROOM DROP

Argus Media

Legislative Redistricting: A Time for FPMA to Refocus Its Political Objectives



J. Michael Huey,
Esq.



Todd C. Steibly,
Government
Consultant

Redistricting is the legislative process of drawing geographical districts for Congress, state legislators and local elected officials. Every 10 years following the decennial census, all states must engage in redistricting to account for increases or decreases in population. According to the latest census data, Florida has grown by 23.5 percent during the last 10 years—seventh fastest in the country. Consequently, Florida's congressional, state legislative and local districts will be redrawn to reflect population changes that have occurred throughout the state.

As it attempts to prepare and pass a redistricting plan, the Florida Legislature has embarked upon a series of public hearings across the state to receive public comments and suggestions regarding the appropriate manner in which to redraw the House and Senate districts—120 House and 40 Senate. We urge you—as involved community leaders—to attend and participate in these hearings. After conducting the 26 public hearings around the state, the Legislature will convene in January 2012 to consider specific legislation adopting new geographical districts.

Once approved by the Legislature and becoming law, the new districts must go through approvals by the Attorney General and the Florida Supreme Court. If the past is an indicator of the future, there will be many challenges by various interest groups before the new districts are ultimately approved by the Florida Supreme Court.

We, as citizens, have survived the redistricting process before and we will survive it again. At the end of this process, we will elect new legislators in each of the 40 Senate and 120 House districts in November 2012. Consequently, from today until November 2012, FPMA and its members must fully engage in order to assure that we elect responsible leaders who are informed about your businesses and sensitized regarding how government affects you. With all legislative seats “up for grabs,” our grassroots legislative efforts and our PetroPAC fundraising efforts must be hitting on all cylinders.

FPMA has been in the process of retooling its management, its processes, etc., during the past year. This retooling also needs to take place in our legislative efforts and in our PetroPAC fundraising. Marketers, suppliers, contractors and FPMA's other members, consistently, have major issues before the Legislature that require constant time and attention in order that the industry—and your families—can be adequately protected. We must use this historic upcoming election period to get to know candidates, educate them and then support those candidates who are qualified for these important offices and who have the best ability and motivation to address the needs

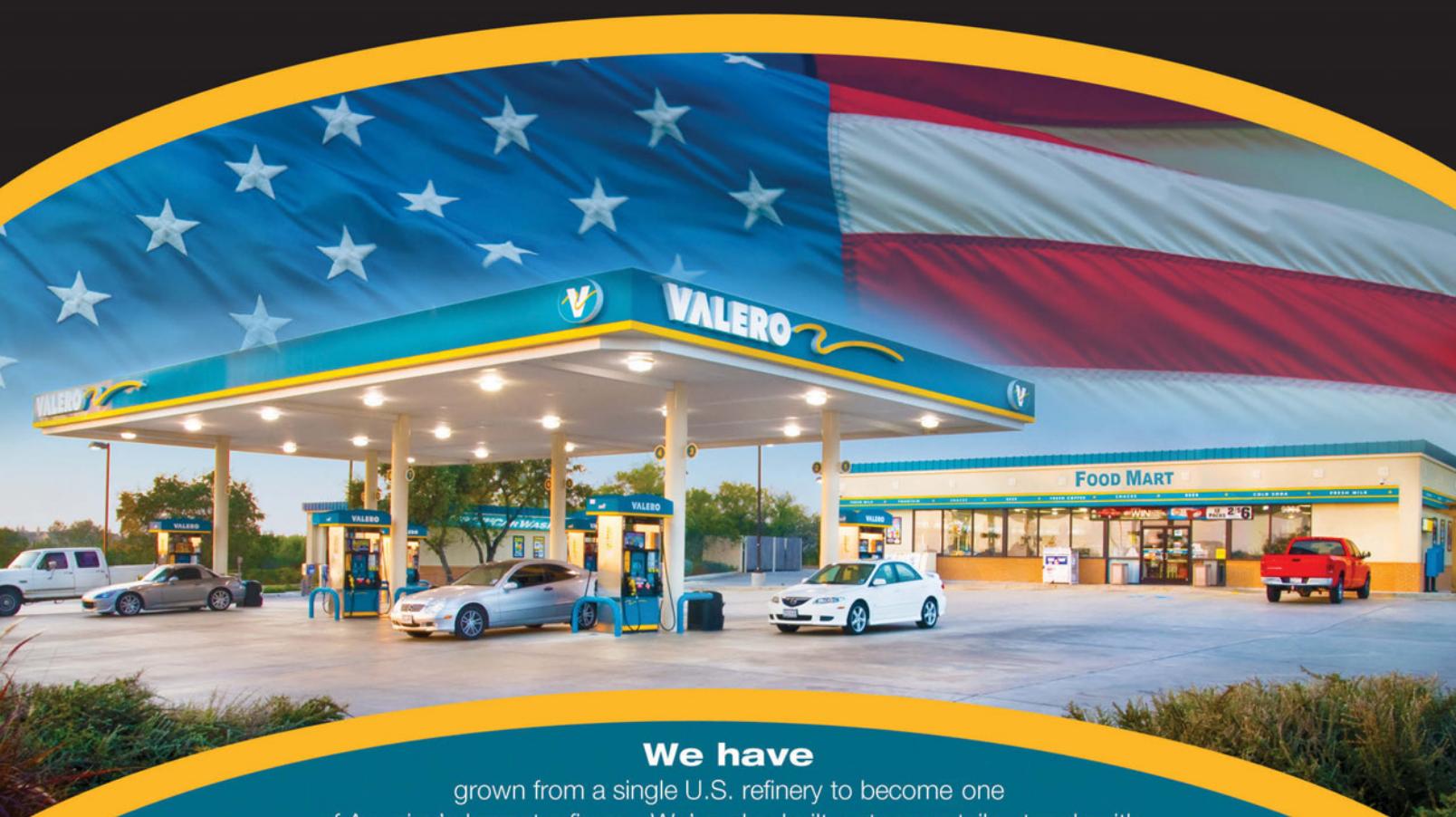
According to the **latest census** data, **Florida** has grown by **23.5 percent** during the last 10 years—**seventh fastest** in the country.

of the industry. We will be conducting regional meetings for members so that you may interact with the candidates and recommit yourselves to active representation of FPMA and your industry. We will be calling upon you to commit your time and money and to network within the industry and with outside groups in order to ensure that the best candidates are elected in each district. That said, do not wait for a call from us or a regional meeting to get involved. Support PetroPAC and let us know of your willingness to help at the grassroots level by emailing us today. Never has it been more important for you to be involved.

For those of you who desire more information regarding the 2012 redistricting process, you can visit the legislative website at www.floridaredistricting.org. ◎

Mike Huey is general counsel for FPMA. He has been engaged in the area of petroleum marketing law for over 30 years. Mike is a partner in the statewide law firm of GrayRobinson and practices in the Tallahassee office. His phone number is 850-577-9090 and his email address is mike.huey@gray-robinson.com. Todd Steibly is a Government Consultant in the Tallahassee office of GrayRobinson. His phone number is 850-577-9090 and his email address is todd.steibly@gray-robinson.com.

The Brand of Opportunity



We have

grown from a single U.S. refinery to become one of America's largest refiners. We've also built a strong retail network with over 4,000 locations nationwide. But you can't achieve that kind of success by resting on your laurels. We partner with our customers to help them succeed by offering strong branded and unbranded programs, a cooperative attitude, a reliable source of high quality products, a very positive community image, plus a solid track record of success.

Give us a call to see what opportunities the Valero brand can offer you.



The All-American gasoline. All across America.

To inquire about branded opportunities, contact

Kelly Neel at 954-821-2468, or kelly.neel@valero.com.

For unbranded inquiries, contact **Ayla Kirk at 954-612-3145,**

ayla.kirk@valero.com.



valero.com

CLAYTON

ELECTRONIC CIGARETTES

- Large Inventory
- Two-Piece Disposable And Rechargeable Styles Available
- CLAYTON Does NOT Sell On The Internet
- High Quality -100% Guaranteed
- Insured As A Tobacco Product
- Free POS
- Female Branded Product With CLAYTON FOR HER
- 16, 11, & 0mg Nic Levels In Both Menthol And Regular



CLAYTON

ELECTRONIC CIGARETTES

**FOR MORE INFORMATION, PLEASE CALL 1-800-272-8656
OR YOUR LOCAL PREMIER MANUFACTURING SALESPERSON**

HEALTH WARNING:

This product is in no way intended to diagnose, treat, cure, or mitigate any disease or condition. Do not use this product if you have demonstrated an allergy or sensitivity to nicotine or any other combination of inhalants, if you are or may be pregnant, if you are breast feeding, or if you have heart disease, diabetes, high blood pressure, or asthma.

NOT FOR SALE TO MINORS

CLAYTON Electronic Cigarettes are a product of Worldwide Distribution, LLC



- Merchandise Management
- Market Basket Analysis
- Fuel & Wholesale Management
- Electronic Handheld Inventory Receiving

Manage with Intelligence

- Web Based Business Intelligence
- Vendor Maintenance
- eCommerce
- Microsoft Dynamics GP Financials



Web based Performance Management driven by effortless access to data.
Business Intelligence made easy... the power of simplifying the complex.
Efficient Exception Based Automated Reporting



ADD Systems software for the Home Office/Store Manager

Contact our national sales office at 1-800-922-0972
or visit us on the web at www.addsys.com.



Commercial Pay
Vacuums, Inc.

**Ph: 305-592-3320
1.800-242-2646**



PAY VACUUMS, AIR & WATER MACHINES,
ATM, PAY PHONES
LEASE, SALES, SERVICE, PARTS, ATM PROCESSING

Family Owned and Operated, Servicing The State of
Florida For Over 25 Years
www.commercialpayvacuums.com



COMMERCIAL CANOPIES, ROOF SYSTEMS
& CAR WASHES

QUALITY, DEPENDABILITY, PROMPTNESS, CUSTOMER SATISFACTION

Phone Number: 888-302-1385
Email Address: ccanopy@bellsouth.net

FPMA *Featured* Advertiser Marketplace



Who Did That!?!
Professional Decal Installation

CELEBRATING
12 YEARS
1999-2011

We provide the following services:
Decal installation on Canopies, Pumps, Interiors.
Complete re-branding capabilities.
We have completed over 500 C-store conversions in the past 12 years.

Jeremy Conner Senior Installer
704-622-7706
jeremywdt@yahoo.com

Find us on Facebook:
<http://www.facebook.com/pages/Who-Did-That-Inc/167956726589996>

www.WowWhoDidThat.com



Fuel Tank Cleaners Of Florida, Inc.

Serving Florida since 1993

■ Fuel Quality Specialist
■ Tank Cleaning
■ Fuel Filtering

■ Water Removal
■ Fuel Additives

800-837-1529
ftclisa@tampabay.rr.com



STOP

SKIMMING & FUEL THEFT

864.297.6655 compx.com/gssp

CompX
SECURITY PRODUCTS
Copyright 2011 © CompX Security Products

PEI
MEMBER



CLEAN FUELS
NATIONAL

Call Clean Fuels National for a tank cleaning solution

- Phase Separation
- Microbial Growth
- Particulate Contamination
- Multiple Filter Changes
- Customer Fuel Complaints

260-346-2500

Barry Story
Sales Manager

www.cleanfuelsnational.com



Hawks
ORIGINAL
JUMBO BOILED
PEANUTS

1 (800) 685-NUTS
4713 North Hale Ave.
Tampa, FL 33614
(813) 872-0900 Fax: (813) 872-7358
E-mail: HawksPeanuts@att.net
www.hawksboiledpeanuts.com

Simply the "Best"

Lien On Who?!

A Briefing on Florida's Construction Lien Law

George W. Hatch & Robert D. Fingar

"The Mechanics' Lien Law has long been recognized as an outstanding example of inept legislative endeavor, perplexing alike the bench and bar, contractors, owners, materialmen and workmen."

—*Judge John S. Rawls, Miller v. Duke, 155 So. 2d 627, 631 (Fla. 1st DCA 1963)*¹

You've had a discharge from one of your underground storage tanks. Fortunately, you purchased and maintained storage tank liability insurance to demonstrate financial responsibility for taking corrective action caused by accidental releases from the operation of petroleum underground storage tanks as required by section 376.309, Florida Statutes and 40 CFR §§ 280.93 and 280.97. In return for the premiums that you've been paying all these years, your insurance company was more than willing to step up to the plate and assume responsibility to pay the hundreds of thousands of dollars in assessment and remediation costs. OK, maybe there was that little matter of the insurance company initially denying the claim, arguing that you failed to timely report the discharge, arguing that you failed to "confirm" the release, arguing that the discharge occurred prior to the retroactive date in your policy and asserting a myriad of other exclusions to coverage. And you did have to file that lawsuit, produce boxes of documents and have your deposition taken. But now the coverage issue is resolved—either by trial or settlement. Problem solved. Same team going forward, right?

The assessment and remediation work will take several years to perform. The average cleanup costs about \$400,000. There will be various contractors and subcontractors performing work on your property. Typically, the site owner will contract directly with the environmental cleanup contractor and will, of course, pay invoices. But, what happens when the insurance



company obligates itself to pay the contractor directly and disputes a bill or otherwise fails to pay some or all of the invoices submitted? Can the contractors and subcontractors file a lien on your property?

Section 713.10, Florida Statutes provides: “[A] lien under this part (the “Construction Lien Law” formerly referred to as the “Mechanics’ Lien Law”) shall extend to, and only to, the right, title and interest of the person who contracts for the improvement as such right, title and interest exists at the commencement of the improvement or is thereafter acquired in the real property.”² Under the Construction Lien Law, the term “Improve” means:

Build, erect, place, make, alter, remove, repair or demolish any improvement over, upon, connected with, or beneath the surface of real property, or excavate any land, or furnish materials for any of these purposes, or perform any labor or services upon the improvements, including the

Florida’s Construction Lien Law is complicated, contains many important time deadlines, is frequently **amended** by the **Legislature** and contains penalties for failure to **strictly** comply with its **provisions**.

furnishing of carpet or rugs or appliances that are permanently affixed to the real property and final construction cleanup to prepare a structure for occupancy; or perform any labor or services or furnish any materials in grading, seeding, sodding or planting for landscaping purposes, including the furnishing of trees, shrubs, bushes or plants that are planted on the real property, or in equipping any improvement with fixtures or permanent apparatus or provide any solid-waste collection or disposal on the site of the improvement.

§ 713.01(14), Fla. Stat. The term “Improvement” means “any building,

structure, construction, demolition, excavation, solid-waste removal, landscaping or any part thereof existing, built, erected, placed, made or done on land or other real property for its permanent benefit.” § 713.01(15), Fla. Stat. Since lien rights only extend to the extent of the contracting party’s interest in the real property, care should be taken with the advice of counsel to determine whether it is in your best interest for you or the insurance company to enter into the various contracts to perform the cleanup. A properly drafted contract that is only between the insurance company and the contractor, may preclude a valid lien from being filed on the property.

Heartland Petroleum Solutions

Valued Partner. Familiar Face.

“The sooner you get to know Heartland, the sooner you’ll see how this company is helping to grow and enrich petroleum and c-store business operations. By combining a team with years of industry expertise, with the backing of the fifth largest payments processor in the country, we are delivering the highest level of products and services developed specifically for your business.”

Bill McCollough
Executive Director Petroleum Services
Heartland Payment Systems



HeartlandPaymentSystems.com/Petroleum

 **Heartland**
PAYMENT SYSTEMS®
The Highest Standards | The Most Trusted Transactions

Even if the insurance company is the contracting party, what happens if a contractor or subcontractor nevertheless files a claim of lien on your property? A claim of lien continues for an entire year unless an action to enforce the lien is commenced within that time period. The encumbrance on the property could potentially affect your ability to sell or refinance the property. If an action to enforce the lien is commenced, you could incur attorney's fees in contesting the lien. You could potentially shorten the one-year time period by posting a bond or filing a Notice of Contest of Lien or filing a complaint requesting an Order to Show cause as to why the lien should not be vacated and canceled of record. But this would likely also result in you incurring additional costs and attorney's fees.

With the advice of counsel, consideration should be given to whether any settlement agreement with the insurance company should contain indemnification language that the insurance company will indemnify you for any costs incurred in filing a Notice of Contest of Lien and any costs incurred in requesting an Order to Show Cause. Consideration should also be given concerning whether any settlement agreement should also add language that the insurance company will indemnify you for any costs incurred in transferring the lien to a bond or other security.

Florida's Construction Lien Law is complicated, contains many important time deadlines, is frequently amended by the Legislature and contains penalties for failure to strictly comply with its provisions. It has been referred to as the most "confusing statute in Florida," "coupled with ill conceived, confusing, patchwork amendments," and "topped off by conflicting appellate decisions," which have "combined to make life miserable for judges, lawyers, legislators and the vitally affected construction and lending industries." *American Fire & Cas. Co. v. Davis Water and Waste*

Industries, Inc., 358 So.2d 225 (Fla. 4th DCA 1978). Professional legal advice should be sought for guidance with respect to any particular question concerning the lien law. ○

Authored by George W. Hatch and Robert D. Fingar, with special thanks to Alan Elwell and Jack Milholland, Atco, Inc. & Merit Petroleum Co., for their insightful questions that inspired this article.

¹Interestingly, it appears that there was even confusion early on with respect to the meaning of the name, "Mechanics' Lien Law." In 1989, the Mechanics' Lien Study Commission appointed by the Governor to suggest changes to the law, reported that the general public understood a mechanic's lien to be something that a mechanic obtained for fixing an automobile or a piece of machinery. On January 1, 1991, the legislature changed the name from "Mechanics' Lien Law" to "Construction Lien Law."

²Section 713.10, Florida Statutes was recently amended with respect to contracts to furnish labor, services or materials for improvements being made by a lessee. Laws of Fla. Ch. 2011-212, Section 1, effective October 1, 2011.



On the Web at www.wertswelding.com



Your Beall Tank Trailer Dealer! America's #1 parts supplier is now offering New and Used Tank Trailers.

Werts Welding is the new Beall distributor in Florida, Georgia and Alabama. Werts Welding has had a long history in new and used tank trailers sales. We not only sell new, but deal in used equipment as well. Beall is well known for their quality and weight saving designs. Now one call will let you buy all your hoses, pumps, fittings and new and used tank trailers.

Call today for a quote on a NEW BEALL TANK

Let Werts Welding and Tank Service show you why **SERVICE** is part of our name!

Six Locations to serve you!

Wood River IL.
800-851-4452
werts@wertswelding.com

Atlanta GA.
800-893-1511
atlanta@wertswelding.com

San Antonio TX.
800-551-8265
sanantonio@wertswelding.com

Tampa FL.
800-886-6003
tampa@wertswelding.com

Birmingham AL.
800-264-6437
birmingham@wertswelding.com

Des Moines IA.
866-610-2225
desmoines@wertswelding.com

Your New & Used Headquarters for Petroleum and Jet Fuel Trailers

The *Jack Orlato*
Co.

NEW SERVICES TO THE FPMA

New & Used Tank Trailers
Trades Accepted
Lease Trailers Available
Parts, Service & Repair
Financing Available



The *Jack Orlato*
Co.

1-888-907-7940
www.orlaco.com

Trevor Richard - TRichard@orlaco.com

HEIL

FACTORY AUTHORIZED GOING THE EXTRA MILE DEALER

QUALITY • PERFORMANCE • SAFETY • VALUE • CUSTOMER SUPPORT



CITGO understands
entrepreneurs. Like Al.

When you join forces with CITGO you get the advantage of maintaining your independent way of doing business with a well-known brand. We operate under the philosophy that our Marketers and Retailers know what works best for their communities, so we offer flexible programs and support when needed.

As Al explains, "CITGO gives its owners a lot of freedom. They really believe in the entrepreneurial spirit."

Learn more by contacting **Tim Peabody** (404-855-9877, tpeabod@citgo.com) OR **Rick Jones** (813-247-4003, rjones@citgo.com).

CITGO Fueling Good.



Mark Radosevich,
PetroProperties &
Finance, LLC

What Are We Going to Do With All These Center Island Marketers?

During a recent statewide trip conducting foreclosed store analysis work for a lender client, Marc Gomes, our Florida region vice president, was compelled to call me and ask: "What are we going to do with all these center island marketers?" A Center Island Marketer is Mobil Oil-speak for a c-store configuration where the store is under the canopy with dispensers on either side of the building.

These "fuel focused" oil-company-created and not-yet-extinct dinosaurs now litter the highways and byways of America. Viewed against modern c-store designs, they look as obsolete as 1960 Caddies with big rear fins. When built in the early 1980s, the Mobil design was entitled Pegasus 21, the modern answer to the original Pegasus design of the late 60s or early 70s. Even these original Pegasus sites still occasionally crop up here and there with their round Frisbee looking canopies.

In the 1980s I worked on the Exxon retail conversion from traditional bay facilities to the "new" convenience retail transformation; creatively christened Food Shops, or maybe it was Food Marts, I can't remember. Featuring a nifty design with steel reinforced, concrete poured Presidium Arches, cantilevered spreaders, and P1 and P2 grey-toned colors; these future Stonehenges were sure to survive their economic life as well as any global warming-induced natural disaster or nuclear blast. Proper implementation of the Food Shop retail program was insured by an equally sturdy 50-pound retail standards and guidelines manual. Oh the thought of this makes me yearn for the good old days in convenience store marketing.

Another oil company called their mart-design the "Flying Wing." But no matter what they were called, 25 years later our industry is overrun with them; and it begs the question:

What are we going to do with all these center island marketers?

The state of Florida and its recently adopted UST regulations probably spurred their demise ahead of other places, as the cost to make needed tank upgrades was deemed uneconomical and unwise. But the fact remains that these small 800- or 900-square-foot facilities were probably dead upon arrival and will increasingly struggle to survive against ever-expanding store designs and offerings. Probably the only places that they can continue to make it are in very rural or heavy urban locations where larger store offerings are prohibitive.

After some analysis, we've concluded that many marketers are still hanging onto some of the worst performers for reasons including:

- **Sentiment:** It's been part of our company for years and we hate to sell our real estate.

- **Environmental Fear:** Maybe it's better to keep them than run the risk of some expensive problems.
- **It's Leased:** It's easier to hold on and collect low rent from a struggling dealer. The risk is that you unexpectedly get it back.
- **Salary Operation:** Marketers that only operate stores and have no dealers will have to expand their business model to include dealers. Not going to happen in many cases, so they're stuck with the store.

For pragmatic, forward-thinking marketers who are willing to put these stores out of their misery, following are a few general thoughts and considerations. These ideas may not be the end all, but may spur some new and creative divestiture ideas, which I hope you will share with me.

- **Cultivate Dealer Relationships:** For stores that still have some life left in them but don't warrant directly operating, consider leasing (with a purchase option) to a dealer. Look for dealers with a successful operational track record and who are financially strong. Offer additional stores once they prove themselves over the course of a couple of years.

- **Assess the Real Estate:** Make a pragmatic assessment of the sites looking

for solid Raze and Rebuild candidates. Property size, location, traffic counts, competition and other factors will guide the decisions. Once candidates are determined and before making any investments, conduct comprehensive site studies to confirm volume and profitability assumptions.

- **Consider Alternate Uses:** Do the locations and property sizes indicate possible alternate uses beyond petroleum?
- **Shutter the Real Bleeders:** Bite the bullet and close the real losers that can't be leased or sold in or out of the industry. As a last resort, they may be a good place for weekend farmers' markets in the summers!

With the advent of the convenience store, the petroleum business was changed forever. It saw the convergence of grocers expanding into fuel, and oil companies and fuel wholesalers expanding into groceries. History, with the Center Island Marketer design as its poster child, has proven that operators that migrated from the grocery side have done a better job in store design and operation. For historically fuel-oriented marketers that persist in direct store operations, now may be a good time to rethink their retail commitment and consider returning to their roots and a more fuel-oriented business emphasis.

What are we going to do with all these Center Island Marketers? The answer to that question lies with hundreds of petroleum marketers within our industry and their tolerance of continued retail and operational mediocrity. To my readers, please take a moment and share with me some of the things that you are doing to rationalize marginal center island marketers from your retail chains.

On behalf of everyone at PetroProperties & Finance, we wish all of our petro-friends a safe, happy and prosperous autumn of 2011. ○

Mark Radosevich serves on the board of FPMA and is a strong advocate for the retail petroleum industry. He is president and COO of PetroProperties & Finance, LLC, offering confidential mergers and acquisition representation and growth financing services exclusively to the wholesale petroleum sector. Contact him at 423-442-1327 or at mark@ppandf.biz.

INCREASE PROFITS WITH ICE QIK®



APPLY FOR CONTRACT MACHINE TODAY
800-474-5369
WWW.ICEQIK.COM



MURPHY
OIL USA, INC.

International Headquarters:
El Dorado, Arkansas

www.murphyoilcorp.com

Supplying the petroleum needs of our customers throughout the State of Florida. We offer gasoline and diesel products from the following terminal supply points:

**Freeport, FL • Tampa, FL • Orlando, FL
Bainbridge, GA • Panama City, FL**

Your local representative is:
George Pettit
Senior Wholesale District Manager
727.942.6501
334 Eastlake Road #175
Palm Harbor, FL 34685-2427
gpettit@murphyoilcorp.com

Wholesale National Office:
New Orleans, LA
985.626.8835

FPMA Member

Defining Denial



Dan Gilligan,
President, Petroleum
Marketers Association
of America

Over 30 years ago, a *Newsweek* magazine cover page focused on new science projecting the next “Ice Age” for planet earth. Scientists were concerned that climate patterns were trending towards global cooling and the ramifications could be catastrophic. In the 1980s, the concern reversed and the focus turned to global warming. Now, in the 21st century, the concern is both about global cooling, global warming and climate change in general. The most recent science now shows that the earth has cooled some in the past 10 years. No wonder the non-scientists are starting to ask questions.

While the earth has cooled over the past 10 years the rhetoric has really heated up and, today, any person that questions climate science is called a “denier.” Using the term “denier” frames the debate in a context similar to the fight over evolution, where Clarence Darrow squared off against William Jennings Bryan in a Tennessee court room. Actually, it’s a little ironic because the people who fully embrace climate science are more “religious” and unwavering in their view than those who have questions.

I, for one, am not a denier but, because I’m not a scientist, I doubt if my opinion matters. It seems logical to me that

What Exactly Is the World Willing to Do About CO₂?

excessive amounts of CO₂ in the earth’s atmosphere could affect the earth’s climate. What appears to get fuzzy is the science calculating just how much CO₂ and fossil fuels affects global climate change. Recently, the EPA projected that its new GHG Tailpipe regulations would reduce the earth’s temperature somewhere between .006°C and .014°C by 2100. Now stop and think about this for a minute. Can scientists really predict the temperature of the earth to a one hundredth of a degree 89 years from now? I guess they can; and who am I to question scientists?

Putting aside the science, to me the bigger question is: “What exactly is the world willing to do about CO₂?” The United States currently relies on fossil fuels for 80 percent of its energy needs. While we can reduce our fossil fuel consumption, is it realistic to think we can reduce enough to significantly change earth’s climate without costing U.S. jobs? If the U.S. Treasury was flush with cash, I suppose lawmakers could dramatically subsidize alternative energy sources but we all know Uncle Sam’s cupboard is now bare. It’s starting to look to me like lawmakers are going to crimp fossil fuel use, but really not enough to make any real difference in global climate projections.

It’s akin to a weight-conscious person ordering the half-pound cheeseburger, with large fries and a *diet* soft drink. Just exactly who is the real denier?

Recently, I was watching a spokesman for an environmental group doing a TV interview. To paraphrase his comments,

he said that the U.S. has amassed its great wealth by polluting the planet with CO₂ and that the U.S. needs to now pay reparations and voluntarily give up some of its wealth by reducing fossil fuel consumption. Huh? I had to check and make sure I was not watching the comedy channel.

These kinds of anti-American sentiments, as they relate to energy, are rarely heard or understood by Americans. I can assure you that there are members of Congress who agree with the sentiment but package it differently. The public discussion is never about U.S. austerity, but about clean energy and going green. Americans love clean energy and going green until they see the price tag. The cap and trade bill that passed the House of Representatives in 2007 was specifically designed to increase the cost of gasoline, diesel and heating oil by \$300 billion over 10 years. We were going to voluntarily raise the price of gasoline to combat global cooling/warming. Thankfully, that measure died in the Senate. The true beneficiaries of that law would have been countries in Asia and Africa who have no plans to reduce CO₂ and would gladly consume the oil while the U.S. diets.

PMAA believes energy conservation is a very good thing and should be pursued aggressively within the context of a comprehensive national energy policy. When the alleged deniers and the actual deniers put down their swords, significant energy conservation measures will be adopted as part of a realistic national energy policy. ○

How FPMA Can Continue to Lead the Industry



James D. Hirsch

Environmental stewardship is an ethic that embodies cooperative planning and management of environmental resources to facilitate their long-term sustainability.

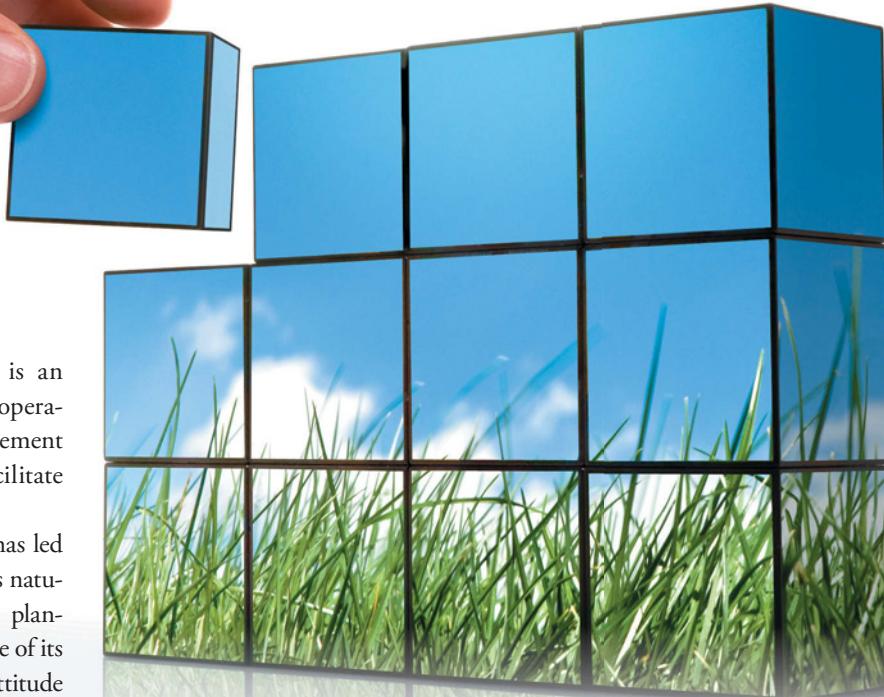
Since its inception, the FPMA has led the industry in protecting the state's natural resources through cooperative planning, management and judicious use of its financial assesses. This stewardship attitude

was essential in the development of the Florida Petroleum Cleanup Program (Program) administered by the Florida Department of Environmental Protection (FDEP). The Program is funded by the Inland Protection Trust Fund (IPTF), which collects a tax on each barrel of petroleum oil sold in our state.

The Program is one of the leading instruments for protecting and rehabilitating Florida's drinking water resource, groundwater. As important, the Program is the number one tool for cleaning up petroleum-impacted properties so that they can be redeveloped and continue to add to our state's economy through the creation of jobs and commercial growth. Without these things, environmental stewardship becomes increasingly difficult.

Governor Rick Scott has challenged FDEP and the petroleum industry to streamline the Program so that petroleum-impacted sites can be cleaned up faster, better and less expensively, with the ultimate goal of protecting our natural resources and strengthening our economy. In essence, the governor has asked us to be better stewards.

The FDEP has recently reached out to the FPMA Environmental Committee and asked for help in streamlining the Program. As this article is being composed, the FPMA is working with FDEP to improve the Program. In addition, FPMA has agreed to take the lead in conducting this work in a cooperative manner by working closely with other industry organizations such as the Florida Association of Professional Geologist (FAPG), Florida Groundwater Association (FGWA) and the Florida Petroleum Council (FPC).



How to Lead in Environmental Stewardship

For FPMA to continue to lead the industry in **environmental stewardship**, our organization must continue develop and improve in the following areas:

Membership

We need to increase our membership. Strength in numbers is critical to the success of our organization. By expanding our membership this increases our influence throughout our entire state. Expanding membership will also continue to provide us the financial base that is needed to market our organization, provide educational programs and fund legislative efforts important to the organization.

Political Activism

Now more than ever, being politically active is a necessity for getting what you want. This means educating our legislators on the issues that matter most to our members. This can be done through legislative meetings and/or grassroot efforts. This also means financially supporting key political allies, and organizing and attending political gatherings.

continued on page 29

FPMA Conference of Committees

A large, pink, multi-story building with a tiled roof and arched windows, surrounded by palm trees and a fountain in a landscaped garden. The building has a prominent arched entrance and a decorative facade. The foreground features a circular garden with a fountain and a paved walkway.

**Wednesday - October 26, 2011
Boca Raton Resort & Club**

Controlling Insurance Costs: What Can Businesses Do?



Bo Orr,
Federated
Insurance

All things being equal, two businesses with virtually the same operation may pay the same premium for property, liability and workers compensation insurance—until one makes an insurance claim. That claim could result in higher insurance premiums.

Seven Ways to Keep Insurance Costs Under Control

These guidelines can help you keep your insurance costs under control:

1. Find a trusted insurance advisor.

Select an insurance advisor who really understands your industry and your business and takes the time to properly design an insurance program.

2. Align yourself with an insurance company that specializes in your industry.

Insurance carriers may enter into a market for short-term financial gain. What happens if their venture falters and they pull out? Can you easily find another carrier? At what cost? Insurance companies with a history of commitment to your industry and your association typically are in it for the long haul. Loyalty to your industry does matter.

3. Get serious about safety!

Implement appropriate risk management policies and practices. Introduce an effective safety program to help prevent losses. Look for an insurance provider that makes safety and loss prevention resources available and is able to help with implementation.

4. Review claims.

Review your claims at least annually. Confirm accuracy and discuss any open claims or reserves. Implement practices that help prevent those claims from reoccurring.

5. Be prepared.

Review coverages and services with your insurance representative at least two to three months before renewal to see if they still meet your needs.

6. Don't buy on price alone!

While price is a component, other features—coverages, safety assistance, claims services—can help contribute to significant savings over time. Lower “front-end” premiums may result in more “back-end” costs with claims that are either not covered or have limitations.

7. Consider self-insuring or partially self-insuring some risks.

There are various options available to save on insurance costs and improve your loss record. Some common examples include: increasing deductibles on your policies, selecting a well-designed self-insurance program, or implementing a Workers' Compensation Retrospective plan.



This publication is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business or your customers. You should always consult your personal attorney and insurance advisor for advice unique to you and your business. © 2009 Federated Mutual Insurance Company. All rights reserved.

THE PERMA-FILL CORPORATION
A Division Of Tailored Foam of Florida, Inc.

Underground Storage Tank Abatement

Serving Florida since 1992 Call for your quote today

Comply with the 2010 Florida State Mandate
(Florida Tank Regulation 62-761)

1-800-755-2097

Alpha Analytics, Inc.
An Environmental Laboratory
9645 E. Colonial Dr., Suite 114
Orlando, Florida 32817

Petroleum-related analytical specialists since 1993.

www.alphaanalyticsorlando.com
(407) 382-5742
NELAP Certification #E83806

continued from page 26

Participating in FPMA

Our organization's success is a direct reflection of its members and their efforts. To date, our members have made FPMA exceptionally successful. However, the competition and necessity for resources and influence is greater than ever. The only sure way for FPMA to maintain its industry edge is for our membership to actively participate in the organization by attending meetings, serving on committees, being politically active and recruiting new members.

Doing Business with other FPMA Members

In addition to membership dues, FPMA members give back to the organization on many different levels. These efforts are often responsible for making our industry a more viable place to conduct business. This extra effort and commitment by our members should be recognized and rewarded by working with other like minded FPMA members.

With a renewed commitment to the fundamentals of our organization, FPMA will continue to lead our industry in environmental stewardship and long-term sustainability of our natural resources.

James D. Hirsch, M.S., P.G is Principal Hydrogeologist/Owner of F&H Consulting, LLC, and is also the chairman of the FPMA Environmental Committee. Contact Jamie at james.hirsch@fandhc.com or 352-214-0903.

FPMA Environmental Committee Mission Statement

The mission of the Florida Petroleum Marketers Association (FPMA) Environmental Committee is to gather and facilitate coordination of environmental expertise and advocacy on behalf of the FPMA and to provide the FPMA with accurate information in regard to environmental regulation and environmental legislation in the state of Florida.

Index of **ADVERTISERS**/Advertiser.**COM**

ACCOUNTING SOFTWARE

ADD Systems 17
www.addsys.com

ATM MACHINES

Commercial Pay Vacuum, Inc 17
www.commercialpayvacuums.com

ATTORNEYS

The Nation Law Firm 6
www.nationlaw.com

BOILED PEANUTS

Hawks Peanuts 18
www.hawksboiledpeanuts.com

CANOPIES

Chapman Canopy, Inc 17

CANOPIES & BUILDING FASCIA

Who Did That 18
www.wowwhodidthat.com

COMPUTER HARDWARE/SOFTWARE

ADD Systems 17
www.addsys.com

COMPUTER SYSTEMS & SOFTWARE

ADD Systems 17
www.addsys.com

CREDIT CARD PROCESSING

Heartland Payment Systems 20
www.heartlandpaymentsystems.com

CREDIT CARD SERVICES

ADD Systems 17
www.addsys.com

ENVIRONMENTAL SERVICES

Alpha Analytics, Inc 28
www.alphaaalyticsorlando.com

GAS THEFT DETERRENT

CompX Security 18
www.compx.com

ICE

Ice Machines International, Inc 24
www.iceqik.com

INSURANCE

Federated Insurance 10
www.federatedinsurance.com

PETROLEUM DISPENSING EQUIPMENT

Fueling Components 30, Inside Back Cover
www.fuelingcomponents.com

GILBARCO 30, Inside Back Cover
www.gilbarco.com

Glasgow Equipment Service, Inc 30, Inside Back Cover
www.glasgowequipment.com

Guardian Fueling Technologies 30, Inside Back Cover
www.guardianfueltech.com

Hy-Tech Petroleum Maintenance, Inc 30, Inside Back Cover
www.hytechpetroleum.com

JMP Solutions 30, Inside Back Cover
www.jmpsi.com

MECO of North Florida 30, Inside Back Cover
www.mecoatlanta.com

TransMontaigne Product Services, Inc Outside Back Cover
www.transmontaigne.com

Murphy Oil USA, Inc 24
www.murphyoilcorp.com

Marathon Petroleum Company 12
www.marathon.com

Valero Energy Corporation 15
www.valero.com

PETROLEUM REFINERS & MARKETERS

BP Petroleum Inside Front Cover
www.bp.com

Citgo Petroleum 22
www.citgo.com

SOFTWARE/AUTOMATION

ADD Systems 17
www.addsys.com

TANK - CLEANING

Clean Fuels National 18
www.cleanfuelsnational.com

Fuel Tank Cleaners 18
www.fueltankcleaners.com

TANK TESTING & INSPECTION

Tank Tech, Inc 3
www.tanktech.com

TANK TRAILERS

The Jack Olsta Co 21
www.olstaco.com

TANKS - TRUCKS/TRAILERS

Werts Welding 21
www.wertswelding.com

TOBACCO PRODUCTS

Dosal Tobacco Corporation 4
www.dosal.com

Worldwide Distribution, LLC 16
www.worldwidelist.com

UST FOAM FILLING

The Perma-Fill Corporation 28
www.tailoredfoaminc.com

VACUUMS

Commercial Pay Vacuum, Inc 17
www.commercialpayvacuums.com



I want more than
great products.

I want a
real partner.



Passport® Point of Sale



Is that too much to
ask for?

One that I can
depend on.
for years to come.



TLS-450

Gilbarco Veeder-Root is the one partner for all your needs.

You need the tools and technology to make your business a success. But you want a partner too. Someone who listens. Someone who understands your problems, your customers, as well as your budget. We get it. And because we get it, we

give you solutions that work to build your business and bottom line. All designed to grow with you. If that's the kind of support you're looking for, contact your distributor for more details.

Technology with a human touch.

Contact your local

Gilbarco Veeder-Root distributor.

Contact Your Local Distributor.

FUELING COMPONENTS, INC.

1212 Bernita Street
Jacksonville, FL 32211
(904) 721-8800
www.fuelingcomponents.com

GLASGOW EQUIPMENT SERVICE, INC.

1750 Hill Ave
West Palm Beach, FL 33407
(561) 842-7236
www.glasgowequipment.com

MECO OF NORTH FLORIDA

3626 Phoenix Ave, PO Box 3871
Jacksonville, FL 32206
(904) 354-6789
www.mecoatlanta.com

GUARDIAN FUELING TECHNOLOGIES

7 Offices Serving Florida
(904) 680-0850
www.guardianfueltech.com

HY-TECH PETROLEUM MAINTENANCE, INC.

3301 Hwy 574 West
Plant City, FL 33563
(813) 752-3190
www.hitechpetroleum.com

JMP SOLUTIONS, INC.

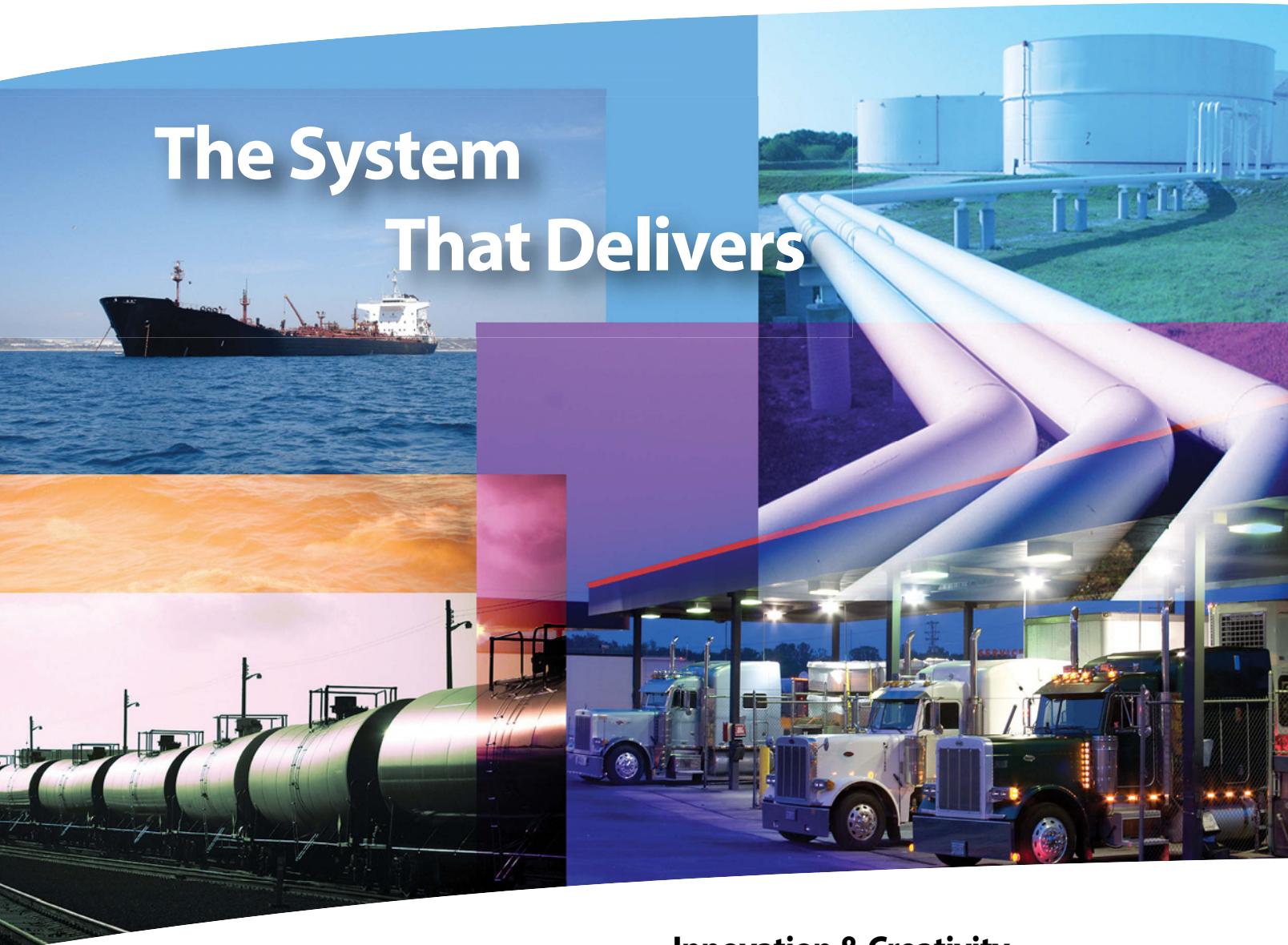
Multiple Florida Offices
(813) 875-8997
www.jmpsi.com



TRANSMONTAIGNE

www.transmontaigne.com

The System That Delivers



Innovation & Creativity in Fuel Supply

TransMontaigne has the assets and resources necessary to meet your petroleum product requirements. Let's collaborate and determine your optimal solution.

Email us today at tpsimarketing@transmontaigne.com.

A proven resource you can trust, TransMontaigne.



Our fuel supply chain network and terminal system is one of the most comprehensive in Florida.



Inserts
Outserts



Inserts Outserts



- Certified Video Inspections
- Complete Relining and Upgrades
- Physical Entry and UST/AST Repairs
- Ethanol Compatible Tank Upgrades
- Secondary Containment Systems
- Exclusive On-site Manufacturer of the ZCL Phoenix Systems®



Protecting You - Protecting the Environment

Attention all Fuel Station UST owners!

Comply with Florida's Administrative Ruling by using the ZCL Phoenix Secondary Containment Systems.

Tank Tech Inc. is the exclusive manufacturer for the ZCL Phoenix Systems, the third party and UL approved technologies that allow tank owners to transform their existing single-wall tanks into fully compliant tanks without replacing them. These proven systems have a standard 30-year warranty.

Tank Tech's 23 plus years of experience has identified them as the premier industry leader in petroleum storage tank upgrades. Tank Tech Inc. is the primary contractor to the petroleum industry's major retailers plus thousands of independents nationwide.

An ever increasing number of underground storage tanks all across Florida have already been upgraded using the ZCL Phoenix Systems. Don't suffer the extensive delays and costs of replacing your tanks.

Call toll-free, 1-888-405-2369 for a quotation and scheduling information. Visit us online at: www.tanktech.com



- Certified Video Inspections
- Complete Relining and Upgrades
- Physical Entry and UST/AST Repairs
- Ethanol Compatible Tank Upgrades
- Secondary Containment Systems
- Exclusive On-site Manufacturer of the ZCL Phoenix Systems®



Protecting You - Protecting the Environment

Attention all Fuel Station UST owners!

Comply with Florida's Administrative Ruling by using the ZCL Phoenix Secondary Containment Systems.

Tank Tech Inc. is the exclusive manufacturer for the ZCL Phoenix Systems, the third party and UL approved technologies that allow tank owners to transform their existing single-wall tanks into fully compliant tanks without replacing them. These proven systems have a standard 30-year warranty.

Tank Tech's 23 plus years of experience has identified them as the premier industry leader in petroleum storage tank upgrades. Tank Tech Inc. is the primary contractor to the petroleum industry's major retailers plus thousands of independents nationwide.

An ever increasing number of underground storage tanks all across Florida have already been upgraded using the ZCL Phoenix Systems. Don't suffer the extensive delays and costs of replacing your tanks.

Call toll-free, 1-888-405-2369 for a quotation and scheduling information. Visit us online at: www.tanktech.com