

NEW UNDERGROUND STEEL FUEL STORAGE TANKS

Capacity (Gallons)	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
285	3'0"	5'6"	12	278	*114.00
550	4'0"	6'0"	10	549	198.00
550	4'0"	6'0"	7	751	241.00
1,000	4'0"	10'8"	10	827	291.00
1,000	4'0"	10'8"	7	1,129	358.00
1,000	5'4"	6'0"	7	1,028	333.00
1,500	5'4"	9'0"	7	1,388	447.00
2,000	5'4"	12'0"	7	1,735	546.00
3,000	5'4"	17'11"	7	2,432	736.00
4,000	5'4"	23'10"	7	3,130	929.00
5,000	8'0"	13'7"	1/4"	4,484	1645.00
6,000	8'0"	16'2"	1/4"	5,123	1800.00
8,000	8'0"	21'6"	1/4"	5,475	2230.00
10,000	8'0"	26'10"	1/4"	7,825	2660.00
10,000	10'0"	17'0"	1/4"	6,956	2405.00
12,000	10'0"	20'6"	1/4"	8,074	2800.00
12,000	10'6"	18'7"	1/4"	7,900	2690.00
15,000	10'6"	23'2"	5/16"	11,857	3850.00
20,000	10'6"	31'0"	5/16"	15,105	4800.00
25,000	10'6"	38'7"	3/8"	22,115	7550.00
30,000	10'6"	46'4"	3/8"	25,999	8775.00

Tanks are fabricated in strict accordance with the specifications of Underwriters' Laboratories, Inc. Exteriors of underground tanks are coated with black asphaltum paint. Exteriors of above ground tanks are coated with red primer. STI-P3 system of corrosion protection for underground steel storage tanks available at an additional charge. We can provide timely delivery anywhere from 5 locations: Quarryville, PA; East Palestine and Urbana Ohio; Clarksville & Chester, Virginia. Contact us for delivery costs. We invite inquiries by phone or mail.

USED UNDERGROUND STEEL FUEL STORAGE TANKS

Capacity (Gallons)	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
275*	27"	5'	14	250	*60
280	36 1/2"	5'	12	280	65
1,000	5'4"	6'	7	827	75 to 100
1,500	5'4"	9'0"	7	1,388	75 to 175
2,000	5'4"	12'0"	7	1,735	100 to 200
3,000	5'4"	17'11"	7	2,432	150 to 300
4,000	5'4"	23'10"	7	3,130	250 to 500
5,000	6'0"	23'8"	1/4"	5,089	500

Used tanks and used tank shells may not bear underwriters' label nor are coated with black asphaltum paint. *Above ground

USED UNDERGROUND STEEL FUEL STORAGE TANKS SHELLS

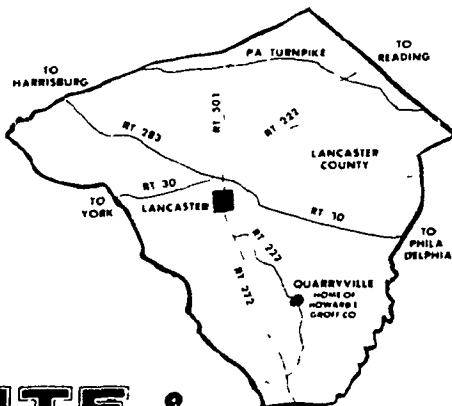
(no ends) FOR BRIDGES, CULVERTS, FIREWOOD STORAGE, ETC.

Previous Capacity	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
2,000	5'4"	12'0"	7	1,615	*200.00
3,000	5'4"	17'11"	7	2,312	300.00
4,000	5'4"	23'10"	7	3,010	400.00

Used tank shells have the ends removed.

LOW PRICE PROTECTION POLICY:

Within 30 days of purchase if someone advertises or offers at a lower price the same tank you have already purchased from us, let us know, because we'll pay you the difference!



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Milk haulers feeling the squeeze

UNIVERSITY PARK — Caught in a squeeze between high operating costs and inefficient route planning, bulk milk haulers are in jeopardy. Their problem is of vital concern for the entire milk industry because the haulers are the connecting link between production and product.

The solution, says James G. Beierlein, Penn State professor of agricultural economics, lies in a joint effort by haulers and dairy cooperatives to develop better controls and management of hauling routes, costs, and rates.

There are three management tools haulers and cooperatives can use for greater efficiency and stability, according to Beierlein. They all focus on some aspect of cost controls - the ability to determine the precise cost per mile and per hundredweight of each route. On the basis of this information, haulers can bargain effectively for profitable hauling rates - and cooperatives can negotiate the best rates for their members from the pool of available haulers.

The first management tool is based on a program for hand-held programmable calculators developed at Cornell University. It can determine a hauler's cost of operation per mile and per hundredweight for individual routes. It can also calculate these according to changes in cost components such as fuel, labor, maintenance, and replacement.

The second management tool is a survey of all Pennsylvania milk

haulers conducted in conjunction with the Pennsylvania Milk Marketing Board. Once compiled, data on number and length of routes, costs and types of trucks used, and much more information, will help haulers, cooperatives, and others to keep up with changes in bulk milk hauling costs. The survey will strengthen the negotiation process for all.

The third management tool concerns an examination of routing systems. Once the location and quantity of milk at each farm in the cooperative is identified, daily routes can be planned by the cooperative for the system as a whole. Using a system basis, cooperatives can also determine the impact of individual accommodations such as choice of hauler, time of day, and days for pickup. Combining system-wide routing with haulers' costs of operation, it's possible to determine the costs of additional accommodations.

Cooperatives can submit their routing for computer analysis. It may be possible to reduce route mileage, and the number of vehicles necessary to cover the routes. Computer analysis is available.

A solution to the severe financial stress of the bulk milk haulers is in everyone's interest. Better management and cooperation by farmers, haulers, and dairy cooperatives can insure the good health and survival of this critical link in milk marketing systems.

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