



phoenix products

# the Phoenix navigator

NEWS YOU CAN USE ABOUT TANKS, ENCLOSURES, PACKAGING AND FUEL MANAGEMENT SYSTEMS

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## West Coast Expansion



Phoenix Products has acquired the assets of Power Generation & Engineering, Inc. (PGEI) located in Oakdale, California. PGEI has been serving the standby power needs of California and other West Coast markets since 1986. The 100,000 square foot manufacturing facility is conveniently located between Stockton and Modesto about 100 miles east of San Francisco.

The company manufactures sub-base fuel storage tanks, both weather resis-

tant and sound attenuated enclosures and provides complete gen-set packaging services. PGEI also has a UL508 control shop.

Bob Lytle, Phoenix's General Manager, said "Even though we have recently expanded our Jacksonville location, we were in need of additional plant capacity in order to maintain our growth rate. We became aware of the PGEI operation and their outstanding facility. Because of the large size and heavy weight of most of the items we produce, freight is a significant cost and in order to offer competitive pricing the manufacturer needs closer proximity to the customer. We have been interested in the West Coast

market for some time and this acquisition allows us to move into that area in a timely fashion."

Phoenix's patented Fire-Steel® generator base tanks, Envirovault™ UL2085 aboveground fuel tanks, and customized aluminum sound attenuated enclosures will soon be produced at the new California location.



## Fuel Storage Tank Common Sense

Many choices exist when selecting on-site fuel storage tanks. It is a competitive business and many companies build aboveground fuel storage tanks. So if you need on-site fuel storage what should you do? Common sense says that you should obtain the highest rated tank you can afford. When selecting an AST, check with your insurance company for their input because they have an interest in minimizing your liability. Also contact the local authority having jurisdiction (typically the fire marshal). They will not make specific manufacturer recommendations, but will give specific guidance. Also take a good look at the manufacturer. If they are offering an extended warranty of 20 or 30 years, that warranty is worthless if the manufacturer won't be in business that

long. And, just because you may be allowed to install a UL142 tank instead of a UL2085 tank, understand that the savings generated from such a decision won't begin to pay for the cost of a cleanup.

Make sure that you obtain all of the proper approvals, and prepare and implement a Spill Prevention and Countermeasures (SPCC) plan if required, as the penalty for failure to comply can be expensive. Recently the EPA fined Villanova University \$35,701, Morton Transportation Services \$12,536, the Maryland Department of Public Safety \$31,180, and the University of Virginia \$29,989 all for failure to prepare a SPCC plan in violation of federal SPCC regulations (40 CFR Part 112.3[b]).

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