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CENTRAL PETROLEUM COMPANY  
Cleveland, OH      Walcott, IA

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# CENTRAL NEWS<sup>®</sup>

## Happy Thanksgiving

Paul T. Webster III

As we gather together this Thanksgiving, we should always be thankful that we are able to safely gather together. Our freedoms fought for and passed along from our forefathers and loyal patriotic soldiers are constantly under attack from foreign extremists. God has blessed our Country with more stability than 90% of the other people in the world. However, our freedoms have always come with a price that makes us owe so much to so many who have enabled us to be free.

2015 started out with crude oil prices falling and therefore we in turn lowered the prices of our different engine oils and other oils. May and June's record rains and a windier summer and fall combined in a nearly perfect storm with falling agricultural commodities prices to lower paint and coating sales. However, oil sales continued to increase with Extreme Duty leading the way with an almost 50% increase to help cover the losses in paint and coating sales. Altogether, 2015 sales are now projected to be our 4th highest in the last 104 years.

I would like to thank everyone associated with Central for another job well done. Thanks to you and your families, our American made products continue to provide that valuable, extra level of protection that is so often overlooked in manufacturing today.

## **In the News** - *By: Blaine Ballentine*

BMW settled with the FTC for violating the Magnuson-Moss Warranty Act. BMW's MINI division was telling consumers that their warranty was void unless they used MINI parts and MINI dealers to perform maintenance and repair work.

The Magnuson-Moss Act makes **it illegal for companies to deny coverage under the warranty simply because you used an aftermarket part**. The FTC says the manufacturer or dealer must show that the aftermarket part caused the need for repairs before denying warranty coverage.

This is significant to us, because it means that the dealer cannot require any particular brand of motor oil for warranty support. They can require the oil meet particular specifications, but not the brand name. If the engine fails, the dealer has to show that the oil caused the failure before they can deny coverage.

Although each violation can result in a penalty of up to \$16,000, BMW's settlement was a little less severe. For the next 20 years they have to stop saying that you have to use the dealers' parts or service to maintain the warranty or to ensure a vehicle's safe operation or maintain its value, unless they can prove it scientifically. Also, they have to inform owners of their right to use third-party parts and service without voiding the warranty. Harsh.

## **Gasoline deposits are still a problem.**

The Engine Builders Association released two Technical Bulletins concerning fuel additives in the October-December 2015 issue of *Engine Professional* magazine -- one about intake valve deposits and the other about exhaust valve deposits.

TB2682 describes a multiple-cylinder misfire in 1999 to 2006 4.0L Jeeps. The root cause is exhaust valve deposits. During short-trip driving at low RPM, deposits can build on exhaust valves, preventing their rotation. Winter temperatures prolong warm-up and deposits are more likely to form. The deposits cause the valve to close more slowly, creating the misfire.

Chrysler recommends using their combustion chamber cleaner to remove the deposits. The Engine Builders Association recommends a valve job for a longer lasting repair.

We recommend using Gas-O-Klenz, and occasionally, some spirited driving. Regular use of Gas-O-Klenz will prevent exhaust valve deposits and clean existing deposits. Operating the engine above 3200 RPM for a while will rotate the valves, which helps control deposit formation, and it creates more heat. Deposits are less likely to form on hot surfaces, and heat can actually reduce carbon deposits.

TB 2687 is the Engine Builders Association's recommendation for Top Tier Gasoline for optimal fuel economy, drivability, and emissions control. Top Tier Gasoline is a detergent gasoline specification recommended by Audi, BMW, GM, Honda, Mercedes-Benz, Toyota, and Volkswagen.

The EPA requires detergent in all gasoline because an engine with intake valve deposits will produce more emissions than one without. So, many gasoline retailers use the lowest additive concentration possible to meet the mandate. The required detergent level is too low. Part of the problem is that the EPA's test is run in a 1985 BMW, and fuel systems have changed since then. The detergent level is inadequate, and you only have to go back a few paragraphs for evidence.

Top Tier Gasolines contain 2 to 3 times the amount of gasoline detergent of gasoline using the lowest additive concentration required by the EPA.

Gas-O-Klenz used at the regular rate adds well over 5 times the lowest additive concentration level. It cleans both intake and exhaust valves, and provides storage stability, rust inhibition, combustion chamber clean-up, and injector clean-up for indirect and direct injection engines. Like the Engine Builders Association says, a clean engine provides optimal fuel economy, drivability, and emissions control

### **Heel warts are still a problem for dairymen.**

According to the Milk Development Council, up to 89% of dairy cattle can be infected with digital dermatitis, more commonly known as hairy heel warts. They point out that lameness caused by heel warts is now the second largest dairy cow health challenge, behind mastitis.

Heel warts are severely painful, restricting mobility and feed intake. This, of course, affects milk production and dairy profits. It is estimated that the annual cost of a herd with a 20% infection rate is \$168 per cow. Multiply by the size of the herd, and you can see we are looking at a serious cost.

Heel warts can be controlled over time with copper sulfate foot baths. Many Cen-Pe-Co customers have found that George II makes the powder easier to dissolve into the bath, and increases its effectiveness for quicker control of heel warts.

#### References

1. "FTC Approves Final Consent Order Against BMW of North America" <https://www.ftc.gov/news-events/press-releases/2015/10/ftc-approves-final-consent-order-against-bmw-north-america,10/22/15>.
2. "BMW Settles FTC Charges that Its MINI Division Illegally Conditioned Warranty Coverage on Use of Its Parts and Service" <https://www.ftc.gov/news-events/press-releases/2015/03/bmw-settles-ftc-charges-its-mini-division-illegally-conditioned,3/19/15>.
3. "Heel Warts Hurt Cows and Haunt Dairymen" Farmshine magazine 10/16/15 p31.



#### **NOTICE:**

Team Cen-Pe-Co window decals are now available again. To order, contact Gina in the Walcott Office. The cost is \$0.30 ea. and are shipped in packages of 10.

# Cen-Pe-Co Meeting Round-Up



*Attending the Fall Pennsylvania Sales Meeting were: (from L to R) Carl Schmidt, PA; Steve Mosher, PA; Wayne Sampson, PA; Delton Lehman, PA; Dave Kauffman, PA; Norm Leininger, PA; Bud Hartman, PA; Bob Schuppenhaur, PA; Martin Wengerd, PA; Bob Smith, PA; Ted Zeiset, PA; Don Crone, PA; and Blaine Ballentine, Walcott Office.*

*Right: Ted Zeiset, PA came up with a solution on how to transport the inflatable Cen-Pe-Co Barrel safely. Ted built this sharp looking shipping container. Thank you, Ted!*



*Attending the New York State Sales Meeting were: (from L to R) Back row: Erich Haesche, NY; Herb Cox, NY; Frank Burket, NY; Real Deslauriers, Qc; Ed Jacobs, NY; David Johannessen, NY; John Arnold, NY; Tom Burns, NY; Front row: Terry Catlin, NY; Scott Campbell, MA; Andy Batty, NY; Bert Batty, NY; and "Jack" Burns, NY.*