

Case Study

**Martin Eagle Oil**

**CHALLENGE**

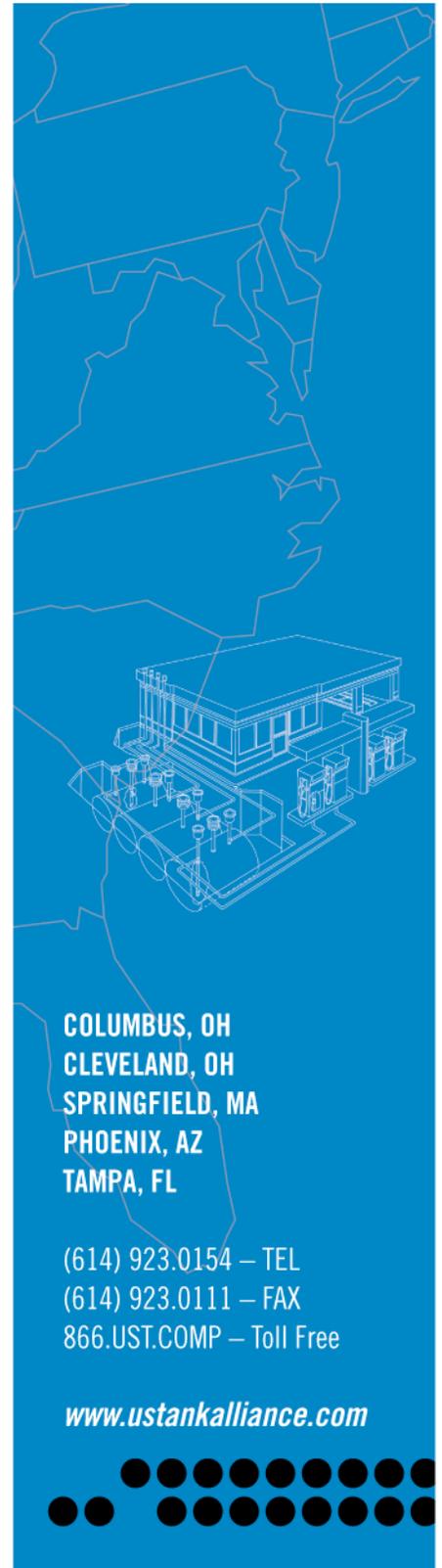
When Stephen Martin, president of Martin Eagle Oil Company in Denton, Texas, saw that ethanol would be introduced into his market, he knew he needed to find the right company to clean and inspect over 200 underground storage tanks (USTs) so that they could be refilled with the new ethanol blend E10. E10 consists of ten percent ethanol and 90 percent gasoline.

The Environmental Protection Agency had given oil companies a time period in early 2006, in which they had to complete the conversion. Martin Eagle Oil had to work within an extremely tight timeline—less than two months, in order to make the EPA's April 15 deadline. The company needed a reliable service partner to ensure that the conversion would be accomplished as efficiently as possible.

Converting standard fuel tanks to contain alcohol-based ethanol can affect the quality of the fuel that the company dispenses. Alcohol acts as a solvent, dislodging sediment that has accumulated inside the tank over time. It actually aids in releasing harmful impurities into the fuel that can cause severe and costly damage to engines. Companies that have been blamed for selling "dirty gas" have lost a significant amount of revenue by failing to recognize the risks. Martin wanted to take all of the necessary precautions in order to prevent this from happening to his company.

Headquartered in Columbus, Ohio, with four additional regional offices throughout the United States, US Tank Alliance manages compliance and emergency testing as well as cleaning services for a variety of UST clients—from major oil companies to sole proprietors.

US Tank Alliance was established in 2001 by president and CEO Fernando Crosa. Today the company is positioned among the top-four regional UST testing and cleaning companies in the world.



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US Tank Alliance's positive reputation preceded the company through word-of-mouth referrals. Martin had heard that other large oil companies had contracted US Tank Alliance for large-scale projects. He had noticed US Tank Alliance's trucks at other job sites and he ventured that the company would be capable of fulfilling Martin Eagle Oil's needs within the short amount of time that it had to successfully complete the project.

**SOLUTION**

"US Tank Alliance was extremely knowledgeable," said Martin. "From the start, they mapped out how they would handle the project from start to finish. Fernando Crosa gave me a detailed timeline and he continued to update me daily with any changes as the project progressed. There were only a few slight modifications to the schedule that was first proposed to us and the project was completed on time."

US Tank Alliance applied its PetroPure® solution to clean Martin Eagle Oil's tanks. PetroPure® is a process US Tank Alliance uses to remove contaminants by using a unique "trollball" methodology, which entails pressure washing the entire interior of the tank with a powerful cleaning agent. This process breaks up the accumulation of sludge and sediment.

US Tank Alliance pumped the contents, along with the impurities out of over 200 USTs. After a thorough inspection of each tank, each was refilled with the new E-10 petroleum.

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## RESULT

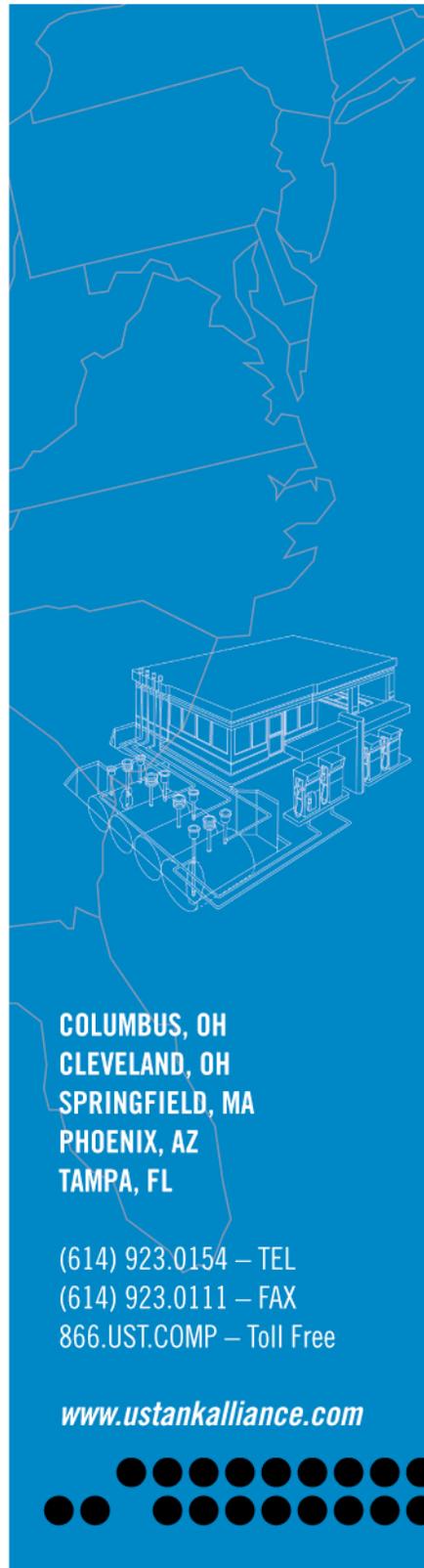
"US Tank Alliance handled the job better than we could have imagined," said Martin as he reflected on the project. "We had anticipated that we would have to revisit 20 to 30 tanks for further work, we only had to go back to four or five tanks out of more than 200. That was a great surprise. The few problems that we did have to address were very minor in nature.

"From Fernando to the field workers, they were very easy to work with on a large project that had the potential of being very unpleasant. Fernando handled the project quite well and the company left a favorable impression on us."

Martin Eagle Oil was able to comply with the federal government's deadline. Ultimately, the company was able to safely and efficiently provide a cleaner-burning alternative fuel to its end consumers.

"So often, as the head of a company, you only hear about the problems," said Martin. "It was great to know that something that we had anticipated being very time-consuming in terms of handling logistics and problems, actually turned out to demand very little of our time and attention."

Fernando Crosa is president and CEO of US Tank Alliance Inc., a multi-regional environmental services company specializing in tank cleaning, tank testing and compliance management services. For more information, visit [www.ustankalliance.com](http://www.ustankalliance.com), or call toll free 1-866-UST.COMP (1-866-878-2667).



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