

ON THE ROAD



JUNE 2009
VOLUME 2 ISSUE 2

THE OFFICIAL COMMUNICATION OF THE NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION

VICTORY IN TRENTON!



**NJGCA
DEFENDS LESSEE
DEALERS FROM
BIG OIL -
AND WINS!**

SUCCESS AT NORTHEAST 2009!

INSIDE:

- NJGCA LEADS THE CHARGE ON FIRST RIGHT OF REFUSAL
- DETAILS ON MVC'S NEW INSPECTION PROGRAM & EQUIPMENT
- UPDATE: PROGRESS ON RIGHT TO REPAIR
- TRADESHOW SUCCESS - DETAILS ON NJGCA'S FIRST TRADESHOW!

MVC INSPECTION UPDATE

With the implementation of the new Inspection Program, the Motor Vehicle Commission (MVC) is requiring all Licensed Emission Inspectors to enroll in a “refresher course” and pass a written exam. In late May, MVC instructed the Licensed Emission Educators to review a 450 page manual and design a course curriculum for the course.

However, the term “refresher course” would initially appear to be misleading. Rather than a few hours to review material before an exam, MVC seems to be seeking something much more extensive.

MVC advised they have a bank of 215 questions and will not provide the list of questions to the Licensed Educators. Therefore, the Licensed Educators are forced to implement 16 to 24 hour courses to teach the curriculum. NJGCA and the other Licensed Educators have argued that a “refresher course” should be a shorter version of the 450 page manual. However, MVC will not relent and the “refresher course” will be near-identical to the curriculum a new Inspector would be required to take. The only difference being that the New Inspector Course would also include an enhanced study of the Safety Program and the Hands on test provided after a student has passed the written exam. The refresher course and written exam will include questions on the EPA, Regulations, Safety, Diesel and Customer Service.

Each written exam will have 50 different questions and will be given on a computer tablet. The results are immediate, with a quick pass or fail scoring. If you answer more than 80% of the test questions correctly, you automatically pass. However, if you answer 11 questions incorrectly, you fail automatically.

Recently NJGCA Instructor Robert Dressler, Louis Pa-pale, and Thomas Meier were invited to Trenton to take the exam. Each was given a manual, along with 22 other Educators, before taking the exam. While our NJGCA members each passed the test, there were plenty of instructors who failed. MVC acknowledged some problems with the test questions and we were informed that changes will be made. Educators will have another opportunity to take the exam the week of June 22nd, 2009.

NJGCA will offer a refresher courses beginning in July at

two locations, Middletown and Springfield.

Complete details, including dates, times, and cost are on page 9.

Each Licensed Emission Inspector has until December 31, 2009 to enroll in the refresher course and pass the written exam. Please call NJGCA and confirm your inspectors are on the waiting list.

For further details, contact Debbie Hill at 973-376-0066 or debbie@njgca.org to confirm your spot in our class. ■

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QUOTE FOR THOUGHT

But they are not going to take on Big Oil because Big Oil is very generous at campaign time, and this is all about the elections. They want to pretend that they are doing something meaningful.

**-Peter DeFazio,
Oregon Congressman**



MESSAGE FROM NJGCA EXECUTIVE DIRECTOR SAL RISALVATO

THE GOOD AND THE UGLY



We held the presses for this issue of OTR 3 times. First we delayed because we knew Governor Corzine's signature on the First Right of Refusal legislation was imminent and didn't want the story to appear in a later issue.

Then we continued to delay because we were attempting to get some concessions from MVC and Parsons in the New Inspection System fiasco, and we wanted to include the most current information. We can't wait any longer.

The Good & The Ugly

The good news first.

Since the last OTR in March, there have been several historic accomplishments for NJGCA. Obviously First Right of Refusal stands out. The accomplishment is so significant that it may drown out the accomplishment of NJGCA participation in our first ever trade show.

On June 10, 2009 Governor Jon Corzine signed S-2553 known as The First Right of Refusal Act. This legislation amends the NJ Franchise Practices Act that was passed almost 40 years ago, to protect franchise lessee dealers from having the properties that they lease from the major oil companies being sold out from under them.

Last June ExxonMobil announced that they planned to sell all of their franchise locations nationwide to mega distributors. ExxonMobil refused to offer any properties to the dealers that owned the franchises. Dealer Associations began organizing ExxonMobil dealers to prepare for legal action and to pursue legislative action. The first meetings were held by our sister associations in Maryland and New York.

NJGCA asked all NJ Exxon dealers to attend an organizational meeting last September. Exxon dealers responded and formed a corporation for the purpose of taking legal action on behalf of those dealers that joined their corporation which

they named United Dealers of NJ (UDNJ).

NJGCA asked all Shell dealers to join the fight too, since Shell was rumored to be close to selling all of their NJ locations too.

By October 2008, NJGCA identified several legislators that were willing to sponsor this very bold legislation, and laid out a plan that would culminate in the enactment of this historic law on June 10, 2009.

Throughout the winter we met with legislators and presented our case. On February 9, the legislature introduced the first Bill S-2553. In mid February, S-2553 passed the Senate Commerce Committee with over 100 members filling the committee room. A few weeks later the Assembly version of First Right of Refusal A-3726 was heard in the Assembly Transportation Committee. Once again over 100 members filled the committee room and witnessed the A-3726 being sent to the full Assembly for a vote.

On May 21, 2009 the NJ Assembly passed A-3726/S-2553 by a vote of 70-3. The amended Bill was then passed later the same day in the NJ Senate 36-0.

History was made. Protection for franchise lessee dealers is now the law. Had this law been included when the original Franchise Practices Act was passed in 1971, then it is likely that many out of business and boarded up service stations would have survived and prospered.

More good news.

In March NJGCA was a featured participant in the long standing NORTHEAST 2009 Tradeshow at the Meadowlands Exposition Center. The NORTHEAST 2009 Show has been sponsored by our friends at AASP/NJ, and hopefully will become a partnered tradition for NJGCA.

We are already working to fill more booths for next years show, and plan to include more Gasoline and Convenience Store vendors. We have already been in touch with more vendors that offer products and services to Auto Repair too.

Successful seminars were held regarding the pitfalls of New Jersey's new Paid Family Leave Act and the future of Hydrogen Fuel Technology.

Continue on next page...



Family Day was a huge success and many members are already asking us to repeat the effort next year. It is not too early to mark your calendars and plan for you and your employees to attend the 2010 show.

Still more good stuff!

NJGCA sends 7% Workers Comp Savings to Participating Members

In mid-June NJGCA mailed checks to all members that participated in the Meadowbrook Workers Compensation Program. Because claims this past year were even lower, NJGCA was able to secure a 7% premium return to all policy holders that expired before November 11, 2008.

Members that also participate in the AMT Health Plan received checks representing 1% of the premiums they paid for health coverage in 2008.

Members that are not enrolled in these programs are missing out on valuable savings. These programs are only permitted for NJGCA members.

The ugly.

State Inspection has turned in to a fiasco. We have been monitoring the process for several years. Although we remain reserved, we anticipated that the new program would be beneficial to our members because the cost to be in the program was so much less than the previous program.

Cautious optimism faded as we began to hear that in order for PIFs to remain in the program, the new equipment must be paid for in full by June 30; four months before the equipment would be delivered! Enrollment packages that were due to be received by PIFs in early May did not arrive until after June 15th, and contained a few other surprises too. MVC and Parsons gave little time for protest regarding the unreasonable requirements included in the packages.

Negotiations began as soon as the news arrived that the new equipment would be required to be paid in full by June 30th. At first MVC Chief Administrator Sharon Harrington offered complete cooperation. We requested that PIFs be permitted to pay 10% as non-refundable down payment by June 30th, with the balance to be paid upon delivery of the equipment. Cooperation turned to outright refusal to compromise, as MVC and Parsons have maintained a "take it or leave it" position and refused our proposal.

Since time was running out, we advised NJGCA members to

comply with the contract requirements but to place the words "signed under protest" below all signatures.

On the final session of the legislature before summer recess, several legislators responded by offering a resolution to be passed by both the Assembly and the Senate calling on MVC to halt the new program until a solution was found. Unfortunately, the budget debate monopolized the entire proceeding, and the clock ran out before the resolution could be introduced and voted on.

The motor vehicle inspection issue is not dead, as we enter a new phase of asking the state to eliminate the Central Inspection Lanes by having all inspections performed at PIFs. The Parsons contract is finished in 4 years, and the state can save a lot of money by eliminating CIFs. Stay tuned. You will be needed as we take on this battle.

The confusing marketplace

After watching gasoline prices drop dramatically over the winter, the sick feeling of high prices began making a comeback several months ago. Although crude inventories remained more than adequate, gasoline inventories dropped a little as refineries slowed production. Refineries slowed their production in response to continued low demand and hoped they could increase their margins.

However, demand for motor fuels remained lower than last year, and both crude and gasoline prices have begun to fall again. The law of supply and demand will always work. Unless the public dramatically changes their driving habits and consumption increases, prices should not rise if nationwide gasoline inventories remain adequate.

Expect continued volatility in the market as speculators will analyze every tropical storm that moves in to the Gulf of Mexico. Anticipation of damage to refineries could cause temporary but severe price hikes. ■



-NJGCA MEMBER QUOTE-

As gasoline retailers, becoming members of your organization was something we should have done years ago. It goes to show that ignorance isn't always bliss. But better late than never.

-David Veloz, Olympic Liberty



A SPECIAL THANK YOU FROM NJGCA...



...TO GOVERNOR CORZINE AND THE SPONSORS OF A-3726/S-2553 FOR SUPPORTING OUR FIRST RIGHT OF REFUSAL LEGISLATION.

THE BILL WAS SIGNED INTO LAW BY THE GOVERNOR ON JUNE 10, 2009.

PLEASE CALL THE GOVERNOR AND OUR SPONSORS AND THANK THEM FOR SUPPORTING SMALL BUSINESS OWNERS!



Governor Corzine
609-292-6000



Assemblyman Bramnick
908-232-2073



Senator Cardinale
201-567-2324



Assemblyman Chivukula
732-247-3999



Assemblyman Diegnan
908-757-1677



Assemblyman Ramos
201-714-4960



Senator Sarlo
201-804-8118

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<p>121 Union Avenue • Middlesex, NJ 08846</p>	



ISSUE UPDATES

Please see the updates below for the most recent activity in Trenton and around the State. These issues are important to all NJGCA Members!

By Chris Stark

[First Right of Refusal-A Historical Win](#)

NJGCA thanks the United Dealers of New Jersey, New Jersey's Shell dealers, Assemblymen Diegnan, Chivukula, Bramnick, Ramos, Burzichelli, Prieto, Johnson, and Vas, Assemblywomen Rodriguez and Vainieri Huttel, and Senators Cardinale and Sarlo for making this legislation one of the most efficiently and expeditiously moved bills to pass the legislature in years. New Jersey now leads the nation in protections afforded to motor fuel franchisees, but this bill is not the end of our work to protect franchisees. S-2553/A-3726 secures franchisees the right to buy their stations at a price equal that of a competing purchase, but it also offers greater protection for those franchisees who cannot afford to purchase their location. If you have any questions about how First Right of Refusal helps your station please call Chris Stark in our office. Thanks again to all of those who worked so hard to help us make history.

[Right to Repair Update](#)

Right to Repair was suddenly halted from the May 14th Senate Commerce Committee hearing, as the bill's sponsor was not yet ready to see this legislation posted. We are now awaiting a new committee hearing date, but in the mean time every member should be calling the offices of Senator Paul Sarlo, and making sure that he understands there is no better time to pass Right to Repair. Many legislators are fearful of passing legislation that does not favor automobile manufacturers, since more and more car dealerships are closing their doors. Unfortunately for consumers and our members, the lack of car dealerships and the unavailability of repair codes are leaving every motorist and automotive technician significantly disadvantaged. We continue to move forward on this legislation, it is imperative that every member contact members of the senate and tell

them to vote yes on S-1334—The Motor Vehicle Owners' Right to Repair Act.

[Zone Pricing](#)

NJGCA is fully committed to using our recent press on the passage of First Right of Refusal to further enhance New Jersey statutes on Zone Pricing. NJGCA is gearing up for another study over the summer of the price differences generated by zone pricing across our state. Understand that there is much opposition to this legislation by Big Oil and others, but with your help and diligence over the summer, we will be able to create a set of facts that no one in the legislature will be able to look past. With New York already creating a statute against zone pricing, it is time for New Jersey to follow suit, but it is up to each of you to help us win this fight. NJGCA is working with the bill's sponsors to create the strongest possible language that can be passed this legislative session. If you have any questions or are ready to start participating in the DAILY study of prices please contact Chris Stark at 973-376-0066.

[The Employee "Free Choice" Act](#)

The Employee "Free Choice" Act, is legislation that should worry every business owner in the United States, because it allows greater control by unions over our entire economy. While this legislation is meant to target the "Big Box" stores in America, it will eventually target the "Mom and Pop" stores that truly run our economy. The legislation died in Congress from 2006-2008, because former President Bush refused to sign the legislation. Unions are pushing hard for this legislation, and President Obama has promised to sign it in to law. The Employee Free Choice Act will eventually give unions an unprecedented ability to enter your gas station, convenience store, and auto repair shop to organize your employees to form a union. Workers will be vulnerable to misinformation, intimidation, and coercion by union advocates, while employers will struggle with new union mandates.

- It removes the provisions for a secret ballot

- Allows union bosses to intimidate workers into signing cards
- Provides that a union is formed if a simple majority of workers sign the cards

Send a Letter to the Editor of your local newspaper in opposition of the “Free Choice” Let your friends, neighbors and elected officials know where you stand. Please call the offices of your Congressman and Senators Menendez and Lautenberg. The provisions of this law will eliminate the long-protected and democratic principle of private-ballot elections, and will directly and indirectly harm all employers. Employers will virtually become helpless and will be forced to submit to the demands of unions such as the Teamsters and AFL-CIO.

 **Cigarette Tax Increases** 

NJGCA adamantly opposed the recent 12.5 cent tax increase on cigarettes. Unfortunately, the Legislators facings facing one of New Jersey’s most dire budgets chose to increase this tax despite the following facts:

According to a national convenience store trade association, cigarette sales account for 32.9% of all in-store sales. Additionally, ancillary sales such as the purchase of milk, bread or a newspaper can also be attributed to an individual coming into the store to buy cigarettes and picking up additional goods. As the price of cigarettes is driven up by increased taxes, consumers simply go elsewhere to find the product cheaper. Many times this means going across state lines or over the internet, where the tax is cheaper and/or not collected at all. Under this scenario the retailer as well as the state loses out. The state not only loses the cigarette tax revenues, but also ancillary good revenues and of course the sales tax.

With one of the highest state cigarette taxes in the country, New Jersey is no stranger to tax increases. In fact, after the last increase in 2006, the state actually witnessed a reduction in revenue. Not only did the cigarette tax increase not raise the projected \$30 million, the increase actually contributed to a revenue decline of \$22.2 million—leaving the state with a \$52.2 million revenue gap. If history is any indicator, any increase this year will have the same effect—not only missing

projected revenues, but actually raising less than if the state had done nothing to the tax.

 **Licensed Site Professionals**

A bill which held significant warnings in our last On The Road was significantly amended prior to being signed by Governor Corzine. Because of the work of a coalition of LSPs, UST users, and others, the bill finally achieved its greater purpose—advancing and expediting the clean-up of contaminated properties in New Jersey. The bill was stripped of many provisions harming our membership, and although it is too early to tell may actually benefit the clean-up of contamination caused by underground storage tanks at your facilities. To learn more about this legislation please call Chris Stark at our offices. ■


QUOTE FOR THOUGHT
Any society that would give up a little liberty to gain a little security will deserve neither and lose both. -Benjamin Franklin

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LEGISLATOR SPOTLIGHT

By Christopher Stark

With much work completed over the last few months in the New Jersey Legislature, it is important to thank those legislators who have been major allies of NJGCA. In each new issue of On The Road, NJGCA will highlight one legislator who has helped further the causes pursued by our association for our members. However, because of the overwhelming support of two legislators, NJGCA is using this issue to kick-off the Legislator Spotlight by talking about two Assembly members who have gone above and beyond in their support of NJGCA—Assemblymen Jon Bramnick (R-21) and Patrick J. Diegnan, Jr. (D-18).

Assemblyman Jon M. Bramnick

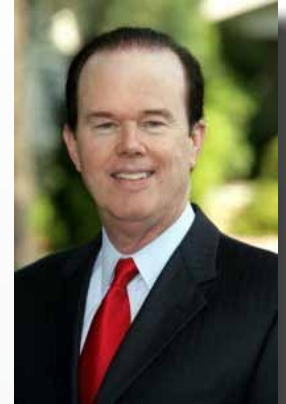


The Honorable Jon M. Bramnick represents the 21st Legislative District which is comprised of parts of Union, Morris, Essex, and Middlesex Counties. Assemblyman Bramnick has served in the New Jersey General Assembly since 2003, and currently serves in leadership as the Republican Whip.

Prior to his service in the General Assembly, Assemblyman Bramnick served on the Plainfield Council from 1984-1991, is the Republican Municipal Chair of Westfield, and was a professor at Rutgers and Rider Universities. In the private sector, Assemblyman Bramnick has a private law practice—Bramnick, Rodriguez, Mitterhoff, Grabas, and Woodruff—in Scotch Plains.

As a stand-up comedian, Assemblyman Bramnick knows how to use comedy to ease the tensions of the Statehouse, and has also been voted the Funniest Lawyer in New Jersey. But his work on behalf of NJGCA members has been no laughing matter. Assemblyman Bramnick along with Assemblyman Diegnan and our other sponsors helped make history with the passage of First Right of Refusal in June 2009. However, the Assemblyman's work does not stop there, as he is also the prime sponsor and advocate for the end of zone pricing, helped NJGCA defeat Below Cost Selling, and consistently stands up for the rights of small businesses in New Jersey.

Assemblyman Patrick J. Diegnan, Jr.



Born and currently residing in South Plainfield, the Honorable Patrick J. Diegnan represents the 18th district, which is comprised of part of Middlesex County. Having served in the General Assembly since 2002, Assemblyman Diegnan is currently a Deputy Speaker of the Assembly and serves on the Higher Education Committee (Chairman), the Education Committee, and the Regulated Profession Committee.

In the private sector, Assemblyman Diegnan opened his private law practice in South Plainfield shortly after graduating from Seton Hall University Law School, and has also taught Business Law and Accounting at the Middlesex County College.

As illustrated by the committees he presides over, education has always been an issue worth fighting for, but that has not stopped him from being an advocate for others in society over the years. His work as Prime Sponsor in the General Assembly for First Right of Refusal helped move it expeditiously through both chambers of the legislature, and allowed this bill to be one of the fastest pieces of legislation passed out of the legislature and signed by the Governor. It is virtually unheard of that legislation that progresses from introduction to enactment into law in less than six months, but the vigorous work of Assemblyman Diegnan made that possible. The Assemblyman is also a co-sponsor with Assemblyman Bramnick on Zone Pricing legislation, aggressively helped stop Below Cost Selling, and is a tireless advocate for our small business men and women in New Jersey. ■

******A Special Copy of this issue of On the Road has been presented to Assemblymen Bramnick and Diegnan for their tireless advocacy for First Right of Refusal, and their unwavering support for the members of our Association. NJGCA will never be able to adequately thank them for their work on these important issues but thank them none the less, and look forward to working with them in the next legislative session.******



NEW JERSEY EMISSION INSPECTOR TRAINING

CERTIFICATION FOR RE-FRESHER & NEW INSPECTOR

In order to be licensed as a Motor Vehicle Emission Inspector, current emission inspectors must take an Emission "Refresher Course" and Pass a "Written Exam" given by the State of New Jersey by December 31, 2009. Licensed Emission Inspectors must complete an approved training program that provides a detailed understanding of inspection related issues including the EPA, Regulations, Safety, Diesel, Customer Service and the New Jersey State Specific curriculum. The NJGCA inspector course fulfills the state requirements.

Current Licensed Emission Inspectors only need the "Re-Fresher Course" and the "Written Exam". New Emission Inspectors will be given a "Hands On" test separately at your place of employment by the State of New Jersey.

NJGCA Members Cost - \$349.00 Non-Members Cost - \$489.00
"Manuals are included"

Payment is due upon registration. Classes are six evenings and will be offered at the following locations and dates. All classes are 6:45 pm to 10:00 pm; the "Written Exam" will be given on the last day at 12:00pm at NJGCA Headquarters in Springfield, NJ.

NJGCA Headquarters

66 Morris Avenue, Springfield, NJ 07081
July: 14, 16, 21, 23, 28, and 30
September: 8, 10, 15, 17, 22, and 24

Bob's Precision Auto Repair

1264 Hwy 35 South, Middletown, NJ 07748
August: 11, 13, 18, 20, 25 and 27
October: 6, 8, 13, 15, 20, and 22

Contact Debbie Hill at NJGCA Headquarters to enroll at 973-376-0066 or Debbie@NJGCA.org



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NJGCA MEMBER BENEFIT PARTNERS!

NJGCA has recently revamped our Member Benefit Partners (MBPs) program to better serve your small business. Most MBPs offer discounts and special programs exclusively for NJGCA members ONLY – You cannot get these negotiated arrangements anywhere else!!

Here is a list of our current MBPs:

Tek Collect - Debt collection
NCS LLC - Credit improvement
EXTEL Communications - Improved communications offerings
Firesigns1075 - Digital sign provider
First Capital Mortgage - Commercial & Residential loans
MYnjOffice - Office supplies (paper, forms, ink cartridges)
Merchants Advocate & Sovereign Bank - Credit Card Processing & Consulting
Environmental Alliance - Environmental remediation services
American Equipment Finance - Gas Station & C-Store Equip. & Acquisition
ABLE-TECH - Industry Specific Business consulting
First Choice - Bay Equipment, Hardware, Lifts
AUTOBOSS USA - Scanners, Wheel Alignment Equip.
PrimePay - Payroll
Association Master Trust (AMT) - Health Coverage
Meadowbrook Insurance - Workers Compensation
The Amato Agency - Garage Keepers
Dana Insurance and Risk Management - Tank Insurance
S & W Services, Inc. - Gasoline Advertising Products
Affinity Credit Union - Credit Union
Quality Nozzle - Gas hoses, nozzles, etc.
Watchdog Calibration - Pump and Meter Calibration
ATS Environmental - Tank and Vapor Testing
Service Station Vending Equipment - Air and Vacuum Machines
TC Petroleum - Bulk Lubricant Sales

-NJGCA MEMBER QUOTE-
*I wanted to make improvements to my location and NJGCA suggested two trusted vendors. Dan Goff at **Able-Tech** installed a new surveillance camera system that's so good, I can actually review live footage at home via the internet. **Service Station Vending Equipment** also came in to install a coin operated vacuum and air machine that's available to my customers 24-hours a day. In each case, NJGCA helped me add value to my business.*
-Dennis Hios,
Elmwood Certified Auto Service

Contact your Territory Manager or call our office to take advantage of these benefits and services!!



The  Classifieds
PROPERTY FOR SALE BY OWNER
John's American Service
558 Grove Street
Irvington, New Jersey 07111
\$614,900.00



PROPERTY DESCRIPTION: A corner service station; has been owned and operated by the same proprietor since 1956. The owner is retiring and seeks interested parties. The station has two bays with lifts and an office. Currently the station performs full service automotive repairs and tire sales. Gas pumps and tanks were completely upgraded to EPA guidelines in 1994, including double-wall fiberglass tanks and lines. Property also includes a 3-family, fully rented apartment building. A two-car garage and a three-car garage are also included on the property; either can be used for additional storage or rental. All buildings and garages will be included in the sale. The station is a corner lot located at the intersection of 16th Street & Grove Street in Irvington, conveniently situated one block up from Garden State Parkway Exit 144.

For more information, and to see the property, please contact Emily Bielen at 732-388-9291
Interested in placing a classified ad? Contact NJGCA at 973-376-0066 for more information!!



HORROR HIGHLIGHT: DON'T LET THIS HAPPEN TO YOU! *THE CHECKBOOK TRI-FECTA - ARE YOU MAKING THIS BET WITH YOUR FUTURE?*

By Dan Goff

A recent calamity befell one of our members that provides a valuable lesson for all of us.

This member shared with us the details of how a “trusted and loyal” individual running his office had embezzled over \$180,000! Unfortunately, the damage is done, so all he can do now is prosecute and seek recovery, which will probably take many, many years. Our mission in this article is to help everybody avoid a similar occurrence.

Like many of us, the owner was more active in his shop and disliked “the non-productive office stuff”. At the heart of this theft is the bookkeeper, who was writing checks, diverting them to herself, intercepting late notices in the mail, and falsifying the books. The owner’s wake-up call was the sudden cancellation of his insurance!

Before offering any advice after hearing this sad tale, my first response was to ask the following: (1) Could she sign checks? (2) Was she opening his mail? and (3) Did she balance the bank statement? Like this unfortunate soul, if you answered “yes” to all the above, you are betting your future on “the checkbook tri-fecta” !

The way all of us can avoid the same crisis is simple, and makes no difference if you use computers or do the books by hand. Follow these 3 simple steps:

FIRST, sign all checks yourself, or require dual-signatures for partnerships. Destroy the rubber signature stamp.

SECOND, only you are allowed to pick up mail, and open every piece personally. For even more control, have some bills directed to your home, a post office box, or non-business e-mail.

LAST, reconcile the checkbook using a third party, such as your accountant. This has an added benefit of having someone outside of daily operations review transactions and raise questions.

The message to us all is critical. NEVER, EVER ALLOW ANY EMPLOYEE TO KNOW MORE ABOUT YOUR BUSINESS THAN YOU. Split up job responsibilities, so no single person gains the power to exploit you.

If you would like to find out more about preventing theft and preserving profits, contact our member benefits partner, Able-Tech. Owner Dan Goff provides business consulting, theft analysis, computers and video systems, coupled with over 30 years experience in the automotive and convenience store trades. ■

ADVERTISE WITH US!



ON THE ROAD IS A QUARTERLY NEWSLETTER REACHING GASOLINE STATIONS, CONVENIENCE STORES, AND AUTO REPAIR SHOPS THROUGHOUT NEW JERSEY.

THIS NEWSLETTER IS SENT TO A FOCUSED MARKET THAT REQUIRES YOUR PRODUCTS AND SERVICES.

IF YOU RECEIVE THIS NEWSLETTER AND ARE INTERESTED IN ADVERTISING, PLEASE CONTACT PHIL AT (973) 376-0066.

FOR OVER 70 YEARS **NJGCA** HAS BEEN SERVING AND PROTECTING THE SMALL BUSINESSES THAT SERVE THE MOTORIST.



ENVIRONMENTAL UPDATE

THE SITE REMEDIATION REFORM ACT IS HERE

By Mike Vanderslice, *Environmental Alliance, Inc.*

On May 7, 2009, Governor Corzine signed into law the Site Remediation Reform Act or SRRA (Assembly Bill No. 2962). The SRRA features a Licensed Site Remediation Professional (LSRP) program which will dramatically change the way you remediate a contaminated site. States like Massachusetts and Connecticut already have similar programs in place. The New Jersey Department of Environmental Protection (NJDEP) will manage the program through the Site Remediation Program. In 2008, there were around 20,000 contaminated sites and only approximately 150 NJDEP case managers 'to regulate' or 'to provide guidance and oversight' for these cases!



The goals of the LSRP program are to:

- License eligible environmental consultants and professionals who will oversee the site remediation of projects without direct NJDEP case manager oversight; and
- Allow NJDEP case managers to focus on remediation sites based on the levels of risk these sites present to public health and the environment; for example, potential exposures to sensitive populations (i.e., children and schools).

How will this affect the members of NJGCA moving forward?

- From November 7, 2009 on, all NEW cases initiating remediation will need to utilize a LSRP.
- By May 7, 2012, all cases are required to use a LSRP if the site does not have a No Further Action (NFA) designation. Response Action Outcomes (RAOs) will be issued in place of No Further Action letters moving forward.
- Work will be accelerated due to mandated time frames.
- You must move forward with the clean up of the site without DEP correspondence or approval.
- You have a maximum of 5 years to complete the Remedial Investigation provided you remain in full compliance with the mandatory timeframes.

In particular, existing low priority Regulated UST cases with groundwater and/or soil environmental issues will be notified in the next 2 months offering 2 options:

1. Volunteer to go into the LSRP program; or
2. Complete the Remedial Investigation (RI) or Remediation Action (RA) with existing Remedial Action Workplan approvals, independently. Work must proceed on an extended schedule without interim report submissions to NJDEP. A submission of the final RIR/RAW or NFA will be due in 3 years.

The Site Remediation Reform Act is just rolling out, and while there are some LSRP guidelines for the program transition, guidance from NJDEP is still to come. Stay Tuned!!

Mike Vanderslice is an Environmental Scientist and Account Manager for Environmental Alliance, a NJGCA Member Benefit Partner and consulting firm specializing in site investigation and remediation. You can contact Mike at mvanderslice@envalliance.com or 877-234-1141 x31.

-NJGCA MEMBER QUOTE-

Dear Debbie: Thanks for your attention to my situation. The Association has been a life / business saver for me. I'm happy to say that I've noticed a nice improvement in the group's operation in the past year. Keep up the good work! -Bruce Greenwood, Ramsey Auto Service



PHIL'S MEMBERSHIP MEMO

MEMBERSHIP PAYMENT PLANS



By Phil Apruzzi

NJGCA understands how difficult it is today for you to make a decent living and at the same time pay your bills.

NJGCA continues to work hard for you whether putting your legislative interests first or constantly looking for ways to save you money through our Member Benefits Program.

NJGCA needs your participation as much as you need NJGCA to represent you, keep you informed, and fight for you!

NJGCA IS YOUR VOICE!

We have a mutual relationship....we need each other to continue to grow and prosper. To assist you, NJGCA has initiated an automatic quarterly dues payment plan. We will use your Visa, MasterCard, Diners, or Amex card to automatically bill you quarterly. You will not receive a renewal notice because NJGCA will take care of keeping your membership up-to-date. Dues will be \$95.00 per quarter. If at any time you wish to change your payment schedule, email me at phil@njgca.org. I'll work with you on an alternate payment plan. You can also continue to pay yearly, six months or quarterly as stated in our regular Renewal Notice.

NJGCA has served you for over 70 years. Help us to help you continue to be there for you and the motoring public. Your success is NJGCA's success.... Together we are a force, separately just another voice in the wilderness. ■

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COMMON CENTS BY *DEBBIE HILL*



You own a service station. Now read this - It could save you money!

Department of Environmental Protection UPDATE:

It has come to our attention that many of you have received invoices from the Department of Environmental Protection (DEP) for oversight charges on Site Remediation projects incurred over the past 10 years. Many invoices are over tens thousand of dollars. Please send me a copy of your Site Remediation Invoices.... I am compiling a list of these invoices.

I urge you to call DEP and request a complete review of the invoice. Do not pay the invoice until it has been reviewed and all charges have been substantiated. The DEP has decreased some invoices and/or offered a payment plan.

Please contact me directly if you require assistance.
Debbie Hill 973-376-0066 (or) Debbie@NJGCA.org

Old Inspection Program: DYNO Out of Commission April 1, 2009:

Did you pay the Warranty for your current inspection equipment? For those of you who have paid their yearly service upfront or by payment plan – You may be eligible for a refund or credit – Please call your Service Provider to see if you are due a refund. I have already spoken with Jack Alexander from Sun Inspection Equipment (Snap-On). He advised me that some folks are receiving refunds. Call Jack directly at: 845-986-8565. ■



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UNDERGROUND STORAGE TANK UPDATE

NJDEP PUBLIC NOTIFICATION AND OUTREACH

By John Donohue

All owners of regulated underground storage tanks sites which have an open NJDEP case number are required to comply with the Public Notification and Outreach rules by September 2, 2009. This rule was adopted September 2008 and was designed to keep municipalities informed about cleanups, encourage dialogue between the remediating party and the community and help eliminate speculation about site conditions and risks.

For less complex sites, compliance may be met by the posting of signs at the site or by the mailing of notification to residents within 200' of the site. For more complex sites and sites where contamination has migrated, additional notification may be needed. This can include publishing 'fact sheets' describing the contamination and health risks, publishing display ads in local newspapers, conducting public meetings and having information on the site available to the public.

In all cases, the responsible party must provide the public, either by sign or by letter, with the name and contact information for an individual who can provide an interested party with more specific information about the site, the contaminant and the risks.

Under this rule, remediation activities at a site cannot begin until at least 14 days after the Public Notification and Outreach has been made. The Department is able to verify this by comparing the dates of remediation activities as reported in required submissions with the notices of Public Notification they receive. There are significant penalties for failure to comply with this rule.

All sites must complete a 'sensitive population and resource' checklist. This is used to identify the presence of factors which could pose higher concerns such as schools and childcare centers, parks and playgrounds, or sensitive surface waters and streams. If some of these factors are applicable to your site, enhanced Public Notification is required.

While the use of signs may seem to be the easiest means to comply with the rule, any signs must comply with municipal ordinances and permit requirements. Also, the NJDEP has specific requirements for the information which is needed to be on the sign and on the sign visibility. If an additional sign cannot be posted on your site, you will need to send letters to all residents within 200'.

By the deadline, all sites must inform the municipality, the health officer and the NJDEP of the Public Notification

and Outreach compliance for the site. The NJDEP has specific rules for this notification which include submitting photos of the sign or copies of the letter along with proof of mailing. Also, the Department requires the notification be made in the language which is predominantly spoken in the community.

Responsible parties must remain in compliance with these rules until the case is closed and the Department has issued a letter of 'No Further Action', NFA. If you fulfill Public Notification compliance using letters, you must mail updates every two years. During the remedial investigation, additional information on the contamination or the migration of contaminants may be identified. This can trigger a requirement to provide more information to the Public, send additional letters or take other action.

All contaminated sites which are in the process of remediation must come into compliance with the Public Notification and Outreach rules by September 2, 2009. Minimum requirements include responsible parties either post signs or send letters to nearby residents. More stringent rules apply when contamination has migrated off-site, when sensitive populations exist nearby, when site conditions are more complex or when there is increased public interest in the site.

Owners (or operators) of site which have an open NJDEP case are encouraged to review the impact and the requirements of these rules. Guidance on the rule can be found on the NJDEP websites: www.nj.gov/dep/srp/community and www.nj.gov/dep/srp/guidance/public_notification/.

Responsible parties can also contact their case manager or the NJDEP Office of Community Relations at 609-984-3081.

John Donohue is Executive Director of the Petroleum Equipment Contractors Association and can be contacted at jdonohue@peca.net

-NJGCA MEMBER QUOTE-

What difference from the old administration to now at NJGCA! Sal you should feel very good about what you've accomplished. Keep up the great work, Sal and the crew. Thanks for being on our side!

**-Robert Dragonette,
Double D Service, Union**



MEET YOUR TERRITORY MANAGER!

Frank Stewart

Morris, Sussex, Warren, Passaic, and Hunterdon



Tell us about yourself.

I reside in Hopatcong, New Jersey . I have been married now for 17 years to a school teacher and we have three little girls. I obtained an undergraduate degree in Business Administration from the State University of New York in New Paltz and also have a Masters in Theology and Divinity from Breakthrough Bible College an affiliate of The State University of Maryland.

What do you do in your spare time?

I love to play golf. I love Politics. I am Youth Minister at the Gates of Heaven Mid Day Prayer Chapel in Newark. I'm also one of the assistant Pastors. I also volunteer a lot of time at the Newark Youth of 8th Street program for wayward kids.

How did you get involved with NJGCA?

Unlike some of our other Territory Managers, I don't have an immediate background in the automotive repair, convenience store or gasoline retail industries. My background is originally in sales, logistics, and operations, and I've worked for companies like Macy's, TDI Power Supply, and Isolatek International. I was looking for a new challenge when an opportunity at NJGCA presented itself. I thought I had something to contribute to the Association. It's been over two years and so far I have enjoyed it immensely.

What are you hearing from our members about our Association?

To be honest, just about everything I hear from our members is positive, but that wasn't always the case. When I first started with NJGCA, many members would immediately ask me to leave when I'd come to their stations. I guess there was just some bad blood that built up over the years. But since Sal came onboard that's changed completely. They are overwhelmed by the changes made and it shows.

So we are getting noticed for the improvements we've made?

Absolutely! What's more, even former-members are asking to rejoin the Association after seeing things change for the better. From my perspective, our activities in Trenton and all our new Member Benefit Partners (MBPs) have made NJGCA membership even more attractive. Small changes count too. For example, simple things like being able to pay dues through multiple installments has helped members better manage their funds and a lot of people are taking advantage of paying over time.

What makes your territory unique compared to other territories?

My territory is vast. You have everything from heavier urban areas in Paterson and Morristown, to suburban areas in Parsippany and Wayne, to very rural areas in Sussex and Warren. It's a lot of ground to cover, but you see differences and understand that the needs of our members in Paterson can be very different from those in Belvedere. For example, there are a lot of mom n' pop shops in Sussex, Hunterdon, and Warren, but larger chains in eastern Morris and Passaic. Also, shops in more rural areas tend to carry a lot of 'outside' services like car and equipment rentals in addition to gasoline sales, automotive repairs and convenience store items. It just gives them another opportunity to serve their patrons and attract business.

Any trends you see happening now or coming down the line?

Yes, I see a lot of my guys making room at their stations for either full convenience stores or 'mini-convenience shops', where they sell essential items like buttered rolls, coffee, cigarettes, newspapers, and milk. Even just offering people basic items like this drives traffic at your location. It is a trend right now, but in the future, I can imagine more owners shutting down their repair shops or adding c-stores to their locations as environmental regulations get tougher and tougher. I also see many of our members refocusing on education. I know that many of the businesses in my area are constantly asking about the classes NJGCA offers to keep their technicians informed and up-to-date on changes.

What to do you say to perspective members about joining NJGCA?

The sooner you join, the sooner you will start saving money!! One year NJGCA membership pays for itself many times over. Just the dividends you get from workman's compensation and health insurance alone more than pay for your dues. And with a rocky economy, you need to save everywhere you can. And that doesn't even include our lobbying activities in Trenton or other MBP savings like garage insurance or special breaks on equipment sales.

Any advice you can give the small business owners in these tough times?

Never be afraid to shake things up. In order to better serve customers, some of my members are installing coffee bars, extending late-night shop hours, and even offering more personalized service to attract business. There's nothing wrong with being innovative to stand apart from your competition and it will ultimately help your establishment. ■



GET YOUR STIMULUS MONEY HERE

HOW YOU CAN TAKE ADVANTAGE OF THE 2009 ECONOMIC STIMULUS PLAN

By Christopher Stark



Whether you appreciate or despise the concept of spending money to stimulate the economy, you are an absolute idiot if you do not try and take advantage of the “free” money out there, because regardless of whether you use it or not your tax dollars are paying for it.

WHAT IS A STIMULUS PACKAGE?

--Stimulus is a tactic used by the government to help our economy recover at a faster rate than other means provide; this typically means either tax reductions, government spending increases or both. The spending stimulus implemented at the end of President Bush’s term and continuing today under President Obama primarily utilizes the expenditure of tax dollars to help our economy recover.

HOW CAN THIS STIMULUS HELP NJGCA MEMBERS?

Here is a list of incentives from the federal government that can assist you personally as well as your business:

BUSINESS STIMULUS

- Raises the limits on expenditures small businesses can use for tax purposed from \$128,000 to \$250,000.
- Raises the bonus depreciation from 20% to 50%
 - Businesses can claim a 50% depreciation, or ½ the cost for improvements not including building or common area improvements the first year, and normal depreciation of remaining costs
- Allows businesses to claim tax credits on past profits dating back five years instead of two years.
- \$3.2 Billion for environmental issues, which includes underground storage tank cleanups

PERSONAL STIMULUS

- \$8,000 First Time Homebuyer Credit—This is a tax credit and is not an interest free loan like the \$7,500 credit from 2008.
- Tax Breaks of \$500 per-worker, \$1,000 per-couple—\$20 a week less withheld for the average American worker.
- Increased eligibility for the \$1,000 per-child tax credit for the working poor in 2009 and 2010—the provision removes the minimum income eligibility for the tax credit.
- Increases the earned-income tax credit — a credit for the working poor in America
- Provides a \$2,500 tax credit for college tuition and related expenses in 2009 and 2010, but begins to be phased out for couples making over \$160,000 per year.

This stimulus provides NJGCA with many benefits. Since not all benefits from the thousand-plus page document can be discussed in this forum, we urge all members to contact your CPA to discuss how you can save money through this stimulus package. ■



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NJ GREEN AUTOMOTIVE REPAIR PROGRAM

New Jersey Gasoline C-Store Automotive Association (NJGCA) has partnered with the New Jersey Automobile Club (AAA-NJ), and the New Jersey Coalition of Automotive Retailers (NJ CAR) in collaboration with the Department of Environmental Protection (DEP) to launch this program.

On April 21, 2009 The New Jersey Green Automotive Repair Council (NJGAR), held a press conference introducing the program to encourage the state's automotive repair facilities – including dealerships and independent shops - to implement environmentally friendly business practices in an effort to minimize their impact on the environment.

NJGAR committee members developed a checklist of “Green” initiatives that automotive repair facilities can implement in an effort to become more environmentally responsible. Each “Green” initiative a facility implements is assigned a point value. Repair shops must achieve a minimum of 300 points to qualify for – and maintain – The New Jersey Green Automotive Repair Council -- Certification and “Green” business recognition.



The 88-point checklist includes: pollution prevention and resource conservation measures; waste fluids management; energy and water conservation efforts; waste water reduction; recycling practices; and protection of customers and workers at the facility. NJGAR committee members will conduct on-site evaluation to determine if the facility meets the specifications of the program. You can find the checklist at www.njgreenautorepair.org

Why should your shop go “Green”? Implementing “Green” practices to reduce your environmental footprint is a win for everyone: consumers, the environment, your business, and your employees. You will also benefit from the cost savings through energy efficiency and increased customer goodwill and loyalty. You will also be able to market and use the public relations opportunities for your new “Green” Certification.

[How Does Your Facility Become A Certified “Green” Facility?](#)

There is no reason why every independent repair shop in the State shouldn't download the checklist and complete a self-assessment. It could be among the most valuable two-hours you've ever spent looking in virtually every corner of your facility's operations.

If your facility scores above 300 on the survey, you may voluntarily elect to pursue certification. This would require you to submit your completed survey, along with the required Application Fee (detailed on the Application Packet available at www.njgreenautorepair.org).

Upon receipt of the completed Survey and Application Fee, the Council will review your survey for completeness and then schedule an on-site visit to verify the information you have provided. Following the on-site review, and depending upon the number of points actually scored by your facility, the Council will either award “green certification” or inform you of the reason(s) why certification cannot be awarded.

Contact Debbie at NJGCA Headquarters (973)-376-0066 or Debbie@NJGCA.org ■



MEMBER SPOTLIGHT: TOM LYNCH

By Nick De Palma

NJGCA members help others, blaze new trails, or simply give back to their own communities. They are successful members we can all look up to.

NJGCA Member Spotlight is here to Spotlight their accomplishments, and take pride in their contributions as members of NJGCA.



NJGCA Territory Manager Bob Quirk (L) with Tom Lynch (R)

Today our Membership Spotlight shines on Tom Lynch of Franklin Auto Care in Waldwick:

Born and raised in Bergen County, Tom got bitten by the automotive-bug at 16 while working on cars in his parent's driveway. Soon after, he went to work doing oil changes at a corner gas station in Paramus not far from his home.

The owner and his son ran the shop and Tom gained a lot of hands-on experience working alongside both of them. Knowing he found something he enjoyed, Tom was eventually trained as a certified mechanic.

After nearly five years working under the owner and his son, Tom left to open his own establishment.

"I rented a location with a couple of bays in Nutley and was there for years. I always thought I was a good mechanic, but running my own shop also taught me to be a solid business owner. It was quite an education," says Tom.

Being able to own his own location was always a long-term goal for Tom and five years ago he purchased a service station on Franklin Turnpike in Waldwick. He operates a service center with four bays, but leases the gas pumps to another company, which allows him to focus on repairing cars.

"My roots are in Bergen County and I'm only a few towns over from where I first started in this industry. It felt right to buy it", Tom stated.

Well known in the community, Tom was approached by patrons and friends almost immediately to get involved in local causes. He has given time and money to charities and events as a way to give back to his community.

"I help out where I can because I appreciate the patronage and loyalty of my customers. They are my neighbors and friends. It is the least I can do for their helping in making my business successful", says Tom.

Over the years, Tom has sponsored a number of sports clubs, including baseball and soccer teams. Tom also gives regularly to various

school fundraisers, and has been a long time supporter of the community PBA and fire departments. Additionally, he has been involved in a community alliance which runs a car show each year to raise money for restoring the local train station

However, Tom has a long and on-going affiliation raising money for the Knights of Columbus Scholarship Fund program at St. Luke's Church.

"I have been involved with the Knights of Columbus for some time now. Every year we hold a memorial scholarship golf outing to raise money for local students. It is very rewarding to see these deserving kids go onto college and beyond thanks in part to your efforts. It's a great event", Tom says.

Still, Tom believes that his involvement in various charities and fundraisers helps his business in many ways.

"I genuinely enjoy the daily interactions with the families in the community and getting to know them on a personal level. When your customers are also your friends, it can't speak enough about what kind of business you run or how much you depend on each other to find success", states Tom.



Now a 40 year old small business proprietor, Tom is incredibly proud of his 24 years in the automotive repair trade. However, he is quick to offer advice to fellow station owners.

"I tell any business owner who will listen to make sure you are educated on coming changes and make sure your station is in compliance. Don't give them the chance to fine you for some small detail. And always be sure to surround yourself with good people; you can't put a price on that", advises Tom.

And what does Tom think of the Association? "It is a great organization that keeps you up to date with the latest information. I appreciate the work NJGCA does and am glad knowing they are in Trenton defending small businesses like mine," Tom concludes.

As a true example of a small business owner finding success and making a difference in his community, NJGCA proudly recognizes Tom Lynch for his many years of business and community service.

If you know of a fellow Member who should be in the Spotlight, please contact NJGCA so they may be acknowledged. ■

A MESSAGE FROM ASSOCIATION MASTER TRUST
RECENT COBRA LAW CHANGES WILL AFFECT YOUR SMALL BUSINESS!

SPRINGFIELD, NJ – If you are a member of NJGCA-Association Master Trust (AMT), you should have received a letter in March regarding recent changes in COBRA coverage and how it may impact your small business.

As part of the American Recovery and Reinvestment Act (ARRA) signed into law by President Obama, regulations outlined in the bill will greatly alter the way businesses administer federal and state health care continuation coverage (COBRA) for certain unemployed individuals and their families.

The most significant element of the changes in COBRA is a new U.S. government subsidy to assist eligible individuals who recently lost their jobs involuntarily. Qualified beneficiaries, who have experienced involuntary termination of employees on or after September 1, 2008 and through December 31, 2009, may be eligible to receive a 65% subsidy of their COBRA premiums for up to nine months beginning March 1, 2009. The law also allows for possible premium assistance be afforded to involuntarily terminated employees that worked for small employers in states (like NJ) that allow for small group health coverage continuation.

What does this mean for you? The mechanism to implement the subsidy will require employers to adjust their payroll and tax filing procedures. As such, the employer is responsible for billing the “premium” to your former employee and collecting the subsidy from the government.

If you have terminated (or plan to terminate) an employee between September 1, 2008 and December 31, 2009, and that employee had coverage under your health plan, this new law affects you. Please be sure to furnish to AMT, the notice of employee termination so that proper notice of COBRA or State Continuation rights as well as premium assistance information can be forwarded to your former employee.

This is important and necessary information – Please contact AMT with these details if you have not already done so.

We are awaiting further guidance to be issued from the U.S. Department of Labor to fully understand the intricacies of the program. However, please contact AMT to obtain further details at 973-379-1090 or visit www.amt-nj.com and click the button “COBRA/ARRA” for additional information.

We are available to provide additional information and answer all your questions or concerns.

Sincerely,

Harvey I. Mishkin
COO, Association Master Trust

Association Master Trust is an NJGCA Member Benefit Partner and a unique not-for-profit multi-association group health benefits program.



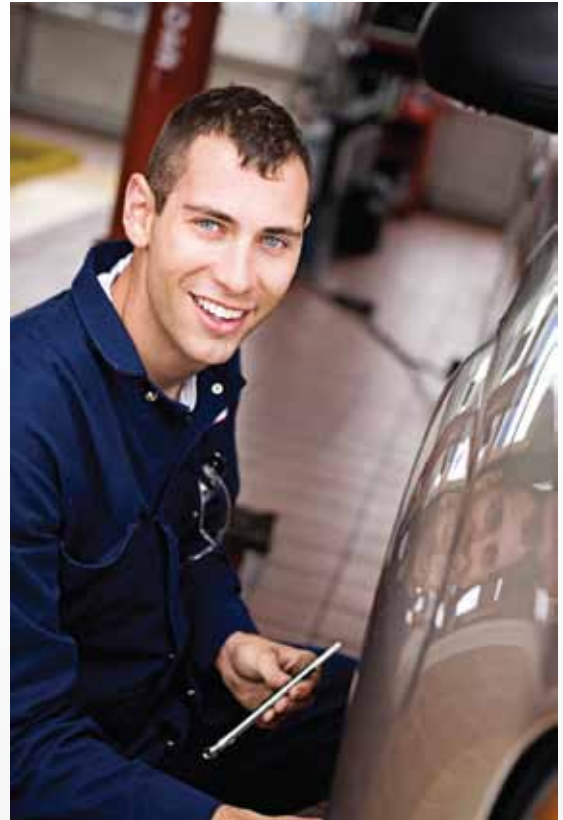
Great News for NJGCA Members

Group Health Coverage through NJGCA and Association Master Trust

Unless you're a large business with hundreds or thousands of employees, providing and administering a health benefits plan can be a huge burden. However, if you're a NJGCA member, you can now take advantage of a great group offering through the **Association Master Trust**

NJGCA member companies are eligible for comprehensive self-funded health and dental benefits through Association Master Trust. The Association Master Trust covers approximately 10,000 participants from thirteen trade and member association benefit trusts.

Qualifying NJGCA member firms can now enjoy all of the benefits of network services and modern claims administration. By being a member of AMT you're part of a large group, and have access the same great health benefits plans the big guys do!



*To learn more about AMT's self-funded health
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at 973-379-1090 ext. 229
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EXXON DEALER CLASS ACTION LAWSUIT UPDATE

Many of you are aware that a class action law suit was brought on behalf of current and former Exxon dealers who purchased gasoline directly from Exxon between March 1983 and August 1994.

This lawsuit is known as the Allapattah v. Exxon case and a website has been established that gives periodic updates on the case's progress.

As of June 11, 2009 the Claims Administrator has begun the process to refund some or all of the 5% reserve that was withheld from each claimant's initial payment. Note that the mailing of checks has not been authorized yet. Class Counsel has filed a motion requesting that the Court authorize the release of the full 5% plus interest.

However, please make sure that if you are involved in the suit, your contact and personal information is up to date so that you can be contacted in a timely manner.

For more information go to the web site: www.exxondealerclassaction.com

Further updates can also be found at: www.exxondealerattorneys.com

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Michael Coppola
 General Manager
 AAA
 Car Care Center
 Springfield, NJ
 and Gloria Cowart
 of PH2

“Nu-Path Logic[®] reduced our income losses due to Check Engine Light comebacks by 80%

Mike's AAA 15-bay, 10-technician, facility services 700 to 750 vehicles monthly. Within a week or so up to 40% of AAA's check engine light customers return with a relit lamp. Here was a problem Mike wanted to turn into an opportunity.

“Before Nu-Path technology, we solved a check engine problem, return the vehicle, and the customer drove it until the onboard computer got a relearn. If the light returned, that customer lost trust and we lost income.”

“With Nu-Path technology, our comebacks are between 5% and 8%--and those are mostly part failures. Nu-Path's 15-minute accelerated drive cycle makes it all possible. Our technicians are 100% confident in their validated repair solution and our customers leave with a test-ready vehicle the same day.”

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THE NJGCA GALLERY

IN THE STATE HOUSE: ASSOCIATION MEMBERS & STAFFERS IN TRENTON



3/16/09: Sal speaks to NJGCA members in the Gallery overlooking the Senate floor before the start of a voting session.



3/16/09: Sal addresses members outside the State House to recap the day's events after an voting session.



5/18/09: Chris and Sal speak with NJGCA member Ebbie Ashabi before a Committee hearing concludes.



5/18/09: NJGCA members await the start of a Committee hearing on the First Right of Refusal Act.



5/18/09: Dealers in the Gallery overlooking the Assembly floor waiting for a vote on the First Right of Refusal Act.



5/22/09: Sal chats with NJGCA members in the State House before lobbying Legislators on the First Right of Refusal Act.

RETIRING? SELLING? WANT TO STAY BUSY?

NJGCA is looking for people with experience to join our team of Territory Managers who work in the field visiting NJGCA members. Several territories are available. NJGCA has always tried to employ previous members whenever possible. Even if you are not available now, let us know if you are interested and we will keep you in mind for the future.

Contact Phil Apruzzi at phil@njgca.org



LETTERS TO THE OTR EDITOR



Dear NJGCA:

You guys are to be commended for your unbelievable accomplishment in getting the First Right of Refusal Act passed and signed into law.

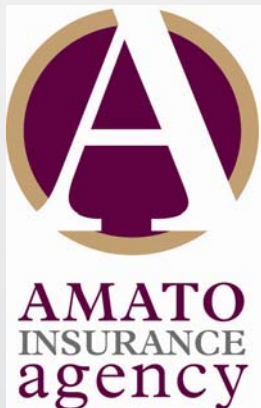
Your tireless efforts, fortitude and exceptional planning resulted in an unimaginable effort. Team NJGCA has set a real life example for all of us and I hope everyone realizes how difficult this was.

You all fought through many obstacles and persevered -- SUCCESSFULLY! I was very much impressed by all of you when I attended hearings and even in just talking with you all.

My compliments to Sal, Chris, and Nick. Keep up the great work on reinventing our Association!

Sincerely and with due respect,
Bob Stohrer
Manahawkin Shell

**Please Send your letters on any topic that would interest NJGCA members.
Letters may be emailed to info@njgca.org or mailed to NJGCA Headquarters at:
66 Morris Avenue - Springfield, New Jersey 07081**



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IT HAPPENED IN JUNE!

1840 - Samuel Morse receives the patent for the telegraph.

1846 - The first baseball game under recognizable modern rules is played in Hoboken, New Jersey, United States.

1869 - Thomas Edison receives a patent for his electric voting machine.

1885 - The Statue of Liberty arrives in New York Harbor.

1888 - The poem "Casey at the Bat", by Ernest Lawrence Thayer, is published in the San Francisco Examiner.

1893 - Crash of the New York Stock Exchange.

1925 - The Chrysler Corporation is founded by Walter Percy Chrysler.

1933 - The first drive-in theater opens, in Camden, New Jersey, United States.

1934 - Donald Duck makes his debut in The Wise Little Hen.

1938 - Action Comics issue one was released, introducing Superman.

1947 - Saab produces its first automobile.

1967 - The world's first ATM is installed in Enfield, London.

1968 - The body of assassinated U.S. Senator Robert F. Kennedy is laid to rest at Arlington National Cemetery.

1979 - A blowout at the Ixtoc I oil well in the southern Gulf of Mexico causes at least 600,000 tons (176,400,000 gallons) of oil to be spilled into the waters, the worst oil spill to date.

1998 - A strike begins at the General Motors parts factory in Flint, Michigan, that quickly spreads to five other assembly plants (the strike lasted seven weeks).

2007 - iPhone is released

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