

ON THE ROAD



OCTOBER 2009
VOLUME 2 ISSUE 3

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

DECISION 2009



VOTER GUIDE

LEARN ABOUT NJGCA PAC INSIDE!



INSIDE:

- SEE WHO SUPPORTS NJGCA'S AGENDA - LOOK INSIDE!
- NJGCA PAC: How YOU CAN HELP US ADVOCATE IN TRENTON!
- UPDATE: DETAILS ON THE NEW INSPECTION PROGRAM & EQUIPMENT
- ARE YOU PCI COMPLIANT? FIND OUT INSIDE!

INSPECTION UPDATE

Of the nearly 1,400 PIF locations in New Jersey, roughly 1,079 of them ordered new equipment, with only 700 gas benches being sold. That means that there are plenty of opportunities for issues to crop up. Please let us know if problems occur and we will be sure to update you with any new information as it becomes available.

Many stations who signed up for the new inspection program are beginning to get the first equipment shipments. Unfortunately, some of the first units received by our members were shipped with manufacturing errors. The problems were corrected, but you should be aware that problems have been reported. Please note that it takes roughly four or five hours to assemble the new equipment. If you have any problems doing so, you should call the SGS Help Desk at 888-665-2009.

For PIFs who purchased OBD equipment only, SGS has begun to hold training seminars throughout the state. This will be the only training for OBD only users, and each shop is permitted to send one representative to the seminar. To find out the nearest seminar location and reserve a seat, again, call the SGS Help Desk at 1-888-665-2009.

The state has chosen a number of locations for beta-testing the equipment; three of which are NJGCA members. The testing will commence in late-October through mid-November. All PIFs should receive their equipment by November, but don't expect a full program-kick off until December.

Please remember that you are required to have an unencumbered internet line for the new program and that SGS will not charge you for maintenance until after you have processed the first inspection on your new equipment. NJMVC has advised their new MVC manual will be linked on their website and NJGCA will have a direct link to it on our website as soon as it becomes available. In addition, Emission Repair Facilities will have a web site to access the information for failed vehicles. You will have to complete forms on line for failures. The only VIR that will be printed will be for failed vehicles. All ERFs will also be required to have an email address and web access.

The NJ Department of Environmental Protection has changed the Cut Points of emissions standards in order to decrease the number of failures. The threshold has more than doubled from 100 PPM and has been increased to 220 PPM. The NJ Department of Environmental Protection believes that too many vehicles are failing inspection. This will result by directly taking money out of your pocket since those repairs will now be un-needed!

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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.



MESSAGE FROM NJGCA EXECUTIVE DIRECTOR SAL RISALVATO SILLY SEASON



Silly Season is here! No...NOT Silly for you and your business!but Silly because it is election time. Just as we did last year, we are dedicating this issue of OTR to helping you decide who to support in the upcoming election. I am not telling you who to vote for, but I am giving you the information that you need in order to make an informed decision on your own. Besides, I have confidence that you will recognize those legisla-

tors who have helped your business and those who have hurt your business.

Why do I refer to this time of year as Silly Season? Generally amongst us political junkies that walk the halls of the Statehouse, we laugh at how silly and distorted the messages from politicians running for office becomes as Election Day draws near. Fancy mail pieces that are sent to constituent's homes, and TV commercials stretch the truth about an opponent's, and even a candidate's own record. By the time Election Day arrives voters are so confused about what a candidate truly stands for. It is said "that a good political consultant can distort an opponent's views and character so much, that even the opponent's own mother wouldn't vote for him".

Commercials may claim a candidate supports lower taxes, yet his opponent will run TV commercials that claim he has voted to raise taxes 952 times and also supports allowing murderers to get out of jail. A tiny bit of truth is stretched beyond the limit to distort and influence voters.

Silly Season creates apathy among voters. Silly Season confuses citizens and causes them to abdicate their right to vote on Election Day. Believe me...I am a political junkie that follows everything...and frankly Silly Season disgusts me too. Many times even candidates that I support stretch the truth so much about their opponents, that I am repulsed too. However, candidates may only be responding in kind to their opponent who has already advertised similar un-truths about them. Where does it end? How does a voter ascertain the truth?

On November 3, all 80 seats in the NJ General Assembly are up for re-election. New Jersey is divided in to 40 legislative districts represented by two Assembly Members and one Senator from each district. The 40 members of the NJ State Senate will be up for re-election in 2011.

I sent each candidate from both parties a questionnaire that asked for their positions on issues that are important to NJGCA members. Yes, that is 160 surveys! Sadly, not all candidates chose to respond, because some candidates do not wish to be pinned down later for a position they may have submitted in writing during the campaign.

I have compiled the responses from those candidates that did respond for you to review.

This past year NJGCA has lobbied hard for several pieces of important legislation. I also compiled voting records of the legislators that voted to support NJGCA on those issues, and I have identified those that did not support NJGCA.

Having operated a gasoline service station for 23 years, I realize that reading about seemingly mundane topics such as Politics, Issues, and Voting may get in the way of running your business.

I am however trying to say; HEY...Politics, Issues, and Voting ARE IMPORTANT to your business! Every issue, even if it is only a local issue decided by your municipality's governing body, is virtually intertwined to affect what you pay in taxes, how you run your business, and ultimately the quality of life for you and your family.

You are so busy answering phones, or figuring out how to pay the auto parts invoice and the next gasoline delivery, that many times these issues are ignored. It is normal human nature to ignore these things...UNTIL...the train is heading straight for you and about to crash through your front door. That's when the effects of an issue become very evident and cause you to stir.

That's why you are a member of NJGCA. Many of you belong to NJGCA only because you can save money by participating in one of our great insurance programs. I guess you are pretty smart and you can add and subtract well. However, many of you realize a larger benefit of NJGCA membership,

Continue on next page...



because we are providing a voice for you with lawmakers. A voice that you would never have alone and by yourself. We are not always successful, but many times we are.

When you make an informed decision while you are privately behind the curtain in the voting booth, you are helping yourself and your business. When you know who to vote for and you can explain why you are voting for a particular candidate, then you will be better able to educate your employees and your customers and persuade them to vote for the right person too.

A few months ago we won a historic victory for our industry by passing First Right of Refusal legislation. This legislation mandates that an oil company must offer a franchise dealer the real estate in any instance when the property is for sale, and give the dealer the opportunity to match the best offer on the table. This legislation should have been passed 30 years ago when the original NJ Franchise Act was passed, then it is likely that many boarded up and out of business gas stations would still be open and operating profitably by independent operators such as you. The legislators that voted to support NJGCA in passing First Right of Refusal should certainly be identified as legislators that we want to have re-elected.

Legislators that led the fight last year to permit Big Box

Gasoline Retailers to sell gasoline below cost must be identified too, since I expect the issue to arise again and their votes in favor of Below Cost Selling would be harmful to NJGCA members.

Legislation known as Right to Repair that would mandate auto manufacturers to provide codes and information to you when you are repairing a customer's car has not passed yet in the NJ Senate, BUT it has been passed in the NJ Assembly. Once again it is important for NJGCA to identify to you who the members of the Assembly are that voted 'YES' to support your business.

Issues that are surely going to pop up next year include: Allowing below cost selling of gasoline; the elimination of zone pricing; raising the gasoline tax; higher employer taxes; raising the minimum wage; and mandating the installation of temperature compensated pumps. Whoever is elected to represent New Jersey in the 214th Legislature will determine how these issues will affect you, your family, and your business.

I repeat what I told you last year; I can't tell you who to vote for, but I have given you the tools to decide for yourself. ■



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NJGCA MEMBER BENEFIT PARTNERS!

NJGCA continues to revamp 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 - Credit Card Processing & Consulting
Environmental Alliance - Environmental remediation services
American Equipment Finance - Gas Station & C-Store Equip. & Acquisition
PH2 Solutions - Quick Diagnostic Emissions Tools
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UPDATE: NJ GREEN AUTOMOTIVE REPAIR PROGRAM NJGCA MEMBER IS AMONG THE FIRST FACILITIES CERTIFIED!

In the last edition of *On The Road*, NJGCA informed you about a new initiative aimed at promoting your business and helping patrons to see your 'green' credentials.

NJGCA joined with AAA of New Jersey, the NJ Department of Environmental Protection, and the NJ Coalition of Automotive retailers to launch the New Jersey Green Automotive Business Council and created the NJ Green Automotive Repair Program (NJGARP). The goal was to encourage repair shops to implement environmentally sound practices.



The program was launched in April and created 'green' repair standards for service stations and repair facilities. Small business owners who applied to the program must have their locations inspected and reviewed to pass an 88-point checklist. Those who qualify receive certification and are allowed to participate in the program.

It is only a few short months since we announced the program and we are already seeing the fruits of those labors. Many Members have contacted NJGCA Headquarters to inquire about the program – and we encourage everyone to join!!

NJGCA Member and proprietor of Mahwah Sunoco, Bill LaForet, was an early applicant to NJGARP and was recently awarded his certification in September.

"I'm thrilled to participate in the program and be recognized as the first Independent Repair Facility in Bergen County to become a 'green' repair facility. Seems everywhere you go, you can't help but hear about green initiatives. Why shouldn't repair shops participate? After all, small businesses care about the environment and many of us have actually been 'green' for years. For some time now, I have been recycling motor oil, batteries, old tires, and anti-freeze. I've even refurbished vehicle parts to cut down on waste and take great pains to run a clean shop. I know a lot of other small business guys have done this as well", says LaForet.

In implementing "Green" practices, businesses will not only help the environment, but promote customer goodwill and loyalty. You will also be able to market and use the public relations opportunities for your new "Green" Certification.

If you would like to get certified, contact NJGCA Headquarters to inquire about details.



NJGCA Member Bill LaForet and his wife pose with NJGCA Director of Member Services, Debbie Hill, Mike Coppola of AAA NJ, and Jim Dodd of NJ CAR during the awarding of his certification in September.

You may also visit www.njgreenautorepair.org to learn more about the program. ■

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Great News for NJGCA Members

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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!



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ENVIRONMENTAL UPDATE

BY JONATHAN BERG, NJ DEP

“The Times They Are A-Changing”

In an effort to keep the NJGCA members current and informed, please be advised that as of February, 2009, the NJDEP/Water Compliance & Enforcement Underground Storage Tank (UST) inspectors have been performing “air” inspections at Gasoline Dispensing Facilities (GDFs). Counties that participate in the NJDEP’s UST inspection program are also performing these inspections. The participating counties are Bergen, Burlington, Camden, Cumberland/Salem, Essex, Hudson, Monmouth, Union and Passaic.

Since the USEPA has deemed the entire State to be an “ozone non-attainment area”, certain and specific equipment must be installed at GDFs to capture vapors that are generated by the transfer, storage and sale of gasoline. The installation, operation, maintenance and testing of this equipment is governed by State Regulations, N.J.A.C. 7:27-8.3 & 16.3. Since violations of said Regulations may result in fines being assessed, it is imperative that as owners and operators of GDFs, you understand the equipment and its operation.

Let’s briefly discuss this subject further in an effort to clarify some key points of the program. A Stage I Vapor Recovery System (VRS) is designed to capture 98% of vapors that result from the transfer of product from a tanker to the UST through either a coaxial drop tube (single point) or a dry break (2 point) delivery system. Tanks of 2,000 gallons or greater capacity must have Stage I equipment. Please note that as of November 9, 2009, the USEPA will ban coaxial drop tubes at GDFs with a through put of 100,000 gallons per month (40 CFR Part 63.11118 Subpart CCCCC) for new GDFs or tanks and reconstructed facilities. At the present time, the NJDEP is not authorized to enforce this requirement. There is a USEPA brochure explaining their new rule for GDFs on their website at <http://www.epa.gov/ttn/atw/area/gdfb.pdf>.

Stage II Vapor Recovery System equipment is designed to capture vapors resulting from the dispensing of fuel into the tank of a vehicle. Stage II is required at all GDFs which have a monthly through put of 10,000 gallons or if the facility was constructed after June 29, 2003, regardless of through put (airports and marinas are exempt). There are two types of Stage II systems. The balance system relies on the dispensed gasoline displacing vapors in the gas tank which are captured by the bellows/face plate on the nozzle. The vapors are routed by displacement and density back to the UST through piping in the dispenser cabinet and buried recovery lines in the tank field. A balance system is easily recognized by the corrugations on the dispenser hose. The second system is vacuum assist which relies on an electric vane pump which pulls the vapors out of

the vehicles tank and pumps the vapors to the UST. Vacuum assist can also utilize pressured gasoline to generate the vacuum through a venturi pump, but these systems (Healy) are less common. Vacuum assist systems are recognizable by a smaller diameter smooth hose at the dispenser.

In order to be in compliance, remember some basic points. All GDFs with required VRS equipment must have an Air Permit. One General Permit (GP) can be issued for both Stage I and II systems at an individual facility provided the maximum annual throughput does not exceed six million gallons of gasoline. While conducting inspections it has been our experience that many GDFs possess separate Pre-Construction Permits (PCPs) for Stage I & Stage II VRSs. Please be advised that that most gas stations can consolidate Stage I & II controls in 1 PCP. The fee structures are different and a General Permit is less expensive than obtaining a PCP for both Stage I & II VRSs at the same facility. Both types of permits are effective for 5 years.

If there is a change of owner or operator a non-technical amendment for transfer of ownership shall be submitted within 120 days after the transfer. Should you fail to do so in the prescribed timeframe a new permit must be obtained. A Permit Modification must be submitted if any changes occur to the existing equipment or control apparatus. Stage I and II equipment must be tested on an annual basis; however a Dynamic Backpressure Test shall also be performed every 3 years. Make sure that your GDF has the required permit(s) and test results. Owners and operators can and should routinely inspect their vapor recovery equipment for operational status and condition. These simple actions can go a long way towards reducing the risk of non-compliance at inspection time, hence minimizing the exposure to fines.

There are more complex issues on the regulatory horizon. What about Onboard Refueling Vapor Recovery (ORVR)? Huh? ORVR is essentially a canister and a piping system built into motor vehicles (including light trucks) which captures vapors generated during the refueling of a vehicle. In the future ORVR may replace Stage II VRSs in ozone non-attainment areas. Is there more? YES! Enhanced Vapor Recovery (EVR)! Huh? EVR is presently required by the California Air Resource Board (CARB). Without going into great detail, it is a complicated and expensive alteration/modification of Stage II VRSs. New Jersey does not require EVR at the present time but don’t dismiss it. It may become a reality in the future.

If you want compliance assistance training and information on the VRS requirements for GDFs regulated by the NJDEP please notify your NJGCA representative. We will then work with the NJGCA and make the necessary arrangements to deliver a detailed program designed to meet your needs. ■



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By Christopher Stark

As your Association, it is our job to make sure you are informed as much as possible. This Voter Guide is never easy to compile, but it is worth the work we do, because you **MUST** know where your elected officials and non-incumbents stand on these important issues. In the Gubernatorial Answers, you can see the condensed version of every question we asked the candidates running for Governor and General Assembly. While these offices affect your business based on the decisions made in Trenton, do not forget that many of you have elections this year for Freeholder (Your County Government), Sheriff, Town Council/Committee, Mayors, and other constitutional offices that also impact your business.

Take the time to read our 2009 Voter Guide, but also take the time to research the other candidates that are on the ballot. Whether you chose to Vote-By-Mail or walk into a polling place on November 3rd to cast your ballot, know who you are voting for, because Democracy only works when the voters educate themselves on the issues. Find scorecards for your representatives from Conservative and Liberal Associations, listen to the candidates' speeches, and be proactive in making New Jersey the State YOU want it to be.

For More Information on Who represents you in the Assembly visit our Legislative Action Center at NJGCA.com to find your legislator. If you have any questions or need help registering to vote please call our offices and ask for Chris Stark. Oh! One last message—Do NOT Think for one second that your vote does not matter. The polls in several Legislative Districts and for Governor illustrate a Dead Heat—EVERY VOTE WILL MATTER IN THIS ELECTION!

The Gubernatorial Candidate's Answers

Governor Jon Corzine was the only Candidate for New Jersey Governor to return his Voter Guide Answers. These are his responses.

Will you support an end to the practice of price discrimination by big oil companies by supporting legislation like A-213? **As you know this is an extremely important issue to station owners, and before acting on A-213, I would like to look at how New York's elimination of Zone Pricing has affected gasoline pricing.**

Will you withhold your support from legislation like A-2904 that would permit motor fuel retailers to sell motor fuels below cost? **YES**

Do you support motor vehicle owners' 'Right to Repair'—A-803/S-1334? **YES**

Will you support expanding the use of The Regulatory Flexibility Act (A-832) to ensure that every state regulation affecting small businesses undergoes a cost-benefit analysis? **While I believe that regulations should be carefully crafted so that they do not place an undue burden on our businesses, we need to ensure that we maintain the flexibility to implement regulation in a timely fashion so as not**

to compromise public health, public safety, or the environment.

Will you support increasing State Grants and Low Interest Loans to be used to replace or upgrade Underground Storage Tanks? **I would support funding more projects through an expansion in the [existing] program eligibility and the dollar threshold for applicants so long as our budget allows it.**

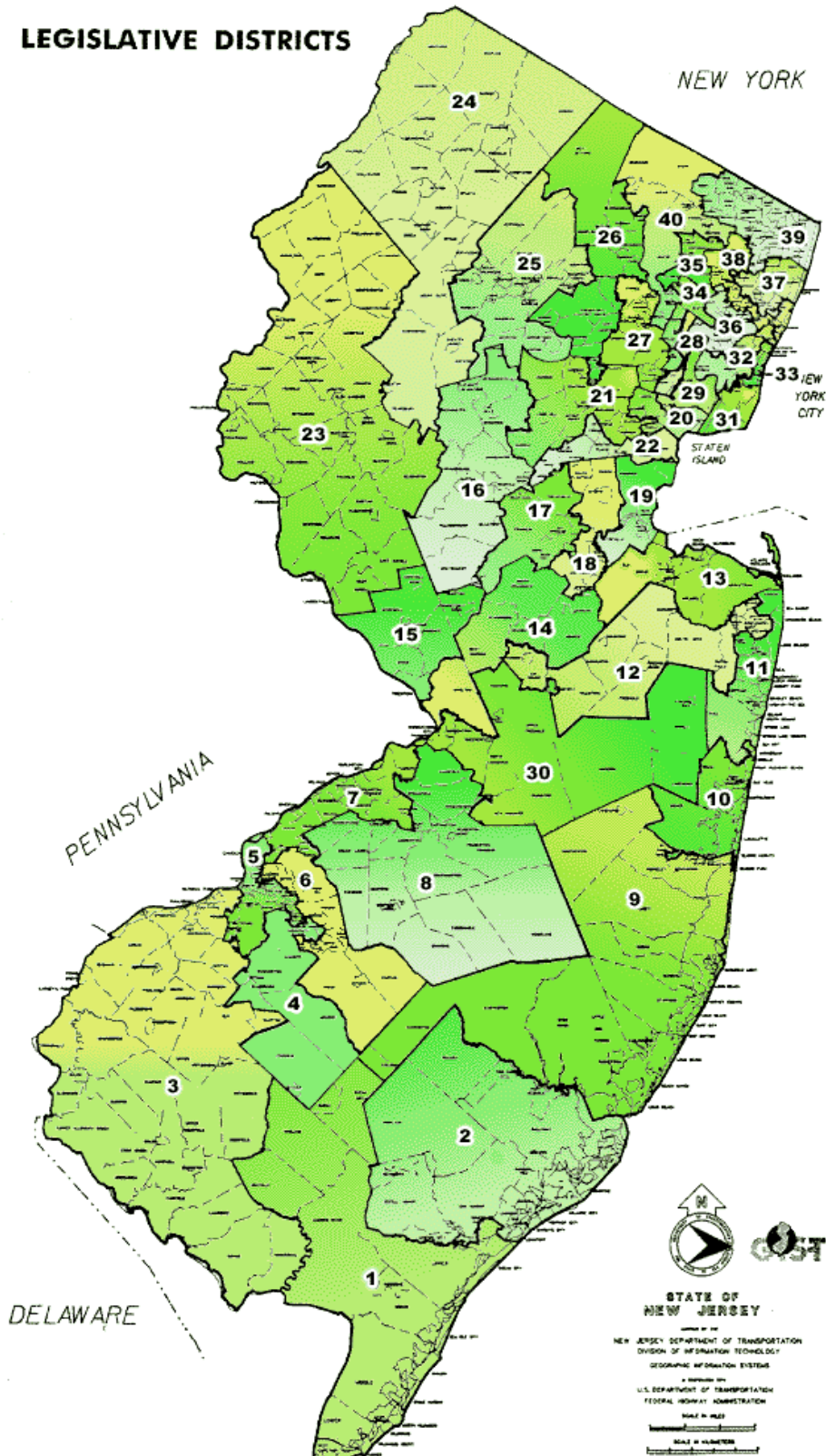
Do you support a state exemption to the gas tax for E-85? **At this time, I am unable to support a state exemption to the gas tax for E-85, but when revenues return and the economy improves, I would be willing to take another look at this issue.**

Will you support any further increases to the minimum wage? **The Independent, statutorily-created Minimum Wage Advisory Commission...issues a report each year. Last year's report issued a recommendation to raise the minimum wage to \$8.50, which would bring a single-income family of three to the poverty threshold, but would not result in job loses...While raising and indexing the minimum wage is something I have supported, I believe that taking these actions in the midst of a severe economic downturn would be problematic.**

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LEGISLATIVE DISTRICTS



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Will you oppose mandating gasoline and diesel retailers to install Temperature Adjusted Fuel Pumps? **YES**

Will you support tax incentives to gasoline retailers who invest in the dispensing and sale of alternate energy sources such as E-85, hydrogen, or electric power stations? **Yes**

Do you support tax increases on any tobacco products? **The economic climate has necessitated decisive action to allow us to uphold our most important priorities. That being said, I don't know that in this still-delicate economic climate, expanded taxes and fees are the wisest course towards repairing our economy.**

Would you support legislation creating a new classification in liquor licensing that would grant Convenience Stores the right to sell beer and wine in their establishments? **NO**

Would you support any increases in the gas tax? **As I said before, I don't believe that in this still-delicate economic climate, expanded taxes and fees are the wisest course towards repairing our economy.**

Do you support an amendment to the New Jersey estate tax to ensure small business transfers are not unfairly taxed? **Without knowing the details of the proposed amendment, I cannot indicate whether I would support the measure. I am always open to hearing ways we can make our laws better and I would be willing to sit down with the NJGCA to discuss the potential amendments to New Jersey's Estate Tax laws.**

NOTE: Governor Corzine signed the most comprehensive protection for franchised gasoline retailers in decades—The Right of First Refusal Act. He also voted to increase the cigarette taxes, and is responsible for Executive Branch departments like the DEP, which have not always been friendly to our cause.

The Assembly Candidates

District 1

Assemblymen Nelson Albano and Assemblyman Matthew Milam—Democrat

Both incumbents failed to respond to the NJGCA questionnaire. Voting records indicate they ABSTAINED

from a vote on Right to Repair, voted YES In Favor of First Right of Refusal and the Regulatory Flexibility Act, and against raising the cigarette tax.

Mr. Michael J. Donohue and Mr. John McCann—Republican

No Response and No Voting Record as Challengers.

District 2

Assemblyman John F. Amodeo and Assemblyman Vince Polistina—Republican

Incumbent Assemblyman Amodeo responded to the questions provided to him from NJGCA. He supports for abolishing Zone Pricing, preventing mandates for temperature-adjusted pumps, opposing tax increases on tobacco and gasoline, and upholding Below Cost Selling laws. He voted YES for Right to Repair and Regulatory Flexibility, and First Right of Refusal. Assemblyman Amodeo is also a sponsor of legislation that provides sales tax exemptions for sales on prepared foods, as a benefit to convenience stores. He does not support a new classification of liquor licenses for C-stores to sell beer and wine. Incumbent Assemblyman Polistina sent NJGCA a letter in lieu of answering the questionnaire. In responding he highlights the need to reign in the taxes and regulations that are running businesses out of New Jersey. Assemblyman Polistina voted YES In Favor of Regulatory Flexibility and First Right of Refusal, but voted AGAINST Right to Repair. He voted against raising taxes on cigarettes.

Mr. Reginald Floyd and Mr. Jimmy Martinez

No Response and No Voting Record as Challengers.

District 3

Assemblyman John Burzichelli and Assemblywoman Celeste Riley—Democrat

Incumbent Assemblyman Burzichelli did not return the questionnaire. In the last session, he voted for Regulatory Flexibility, and was a Co-Sponsor of both Right to Repair and First Right of Refusal. Assemblyman Burzichelli was also the Sponsor of legislation ALLOWING Below Cost Selling, and voted to raise the taxes on cigarettes. Incumbent Assemblywoman Riley filled the vacancy by Assemblyman Fisher. Assemblywoman Riley did not answer our survey. Assemblywoman Riley voted YES In Favor of First Right of Refusal, and voted to increase taxes on cigarettes.

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Mr. Lee Lucas and Mr. Robert Villare—Republican

No Response and No Voting Record as Challengers

District 4

Assemblyman Paul D. Moriarty—Democrat

Incumbent Assemblyman Paul Moriarty returned his questionnaire to NJGCA and also has a voting record to analyze. Assemblyman Moriarty supports abolishing zone pricing, opposes mandating temperature-adjusted pumps, and supports reforming the liquor license laws to include convenience stores. He also voted YES for Right to Repair and First Right of Refusal. Assemblyman Moriarty voted in favor of cigarette taxes, wants to analyze the benefits of alternative energy fuels before committing state resources to their advancement, and supports increasing the minimum wage when the economic health and business climate find it reasonable.

Mr. Bill Collins—Democrat

Bill Collins is a non-incumbent candidate for the 4th District General Assembly. He is supportive of NJGCA on Zone Pricing, Right to Repair, Reforming the liquor license statutes, and not increasing the gas taxes. Mr. Collins believes that price floors are not needed and supports abandoning our below cost selling laws, and permit gasoline retailers to choose their price no matter how much above or below cost that price may be. He also supports increases in the minimum wage under the right economic conditions. Mr. Collins is willing to analyze the cost and benefits to issues like Regulatory Flexibility, a tax exemption for E-85, tax incentives for alternative energy, and the way temperature adjusted pumps will impact our industry.

Mr. Domnick DiCicco and Mr. Eugene Lawrence--Republican

No Response and No Voting Record as Challengers.

District 5

Mr. Angel Fuentes and Mr. Donald Norcross-Democrat

No Response and No Voting Record as non-incumbents

Mr. Brian Kluchnick and Ms. Stephanie Velez-Gentry-Republican

No Response and No Voting Record as non-incumbents

District 6

Assemblyman Louis Greenwald and Assemblywoman Pamela Lampitt—Democrat

The members of the 6th legislative district responded to our questionnaire through a letter expressing their willingness to discuss our issues in greater detail, and emphasize that the best answer to our questionnaire are found in their records. The incumbents voted YES for First Right of Refusal and Regulatory Flexibility, and voted AGAINST Right to Repair. They voted in favor of an increase in the cigarette tax.

Mr. Biran Greenberg and Mr. Scott DeCristofaro—Republican

No Response and No Voting Record as Challengers

District 7

Assemblyman Herb Conaway and Assemblyman Jack Conners--Democrat

Neither Assemblyman Conaway nor Conners responded to the questionnaire by NJGCA. Assemblyman Conners was a Co-Sponsor for the Regulatory Flexibility Act. Both Assemblyman Conaway and Conners voted YES for Right to Repair and First Right of Refusal, and voted YES for an increase in the cigarette tax.

Ms. Leah Arter and Mr. Harry Adams—Republican

Challengers for the 7th District Assembly Leah Arter and Harry Adams responded identically to the NJGCA Questionnaire. They support NJGCA's initiatives on Zone Pricing, Right to Repair, Regulatory Flexibility, providing a tax exemption for the use of E-85, and tax incentives for gasoline retailers who choose to switch their pumps to more environmentally friendly fuels. They did not indicate any issue that they are specifically against.

District 8

Assemblyman Scott Rudder and Assemblywoman Dawn Marie Addiego—Republican

The incumbents of the 8th Legislative District both responded to the NJGCA questionnaire. Their voting records include votes YES In Favor of Right to Repair (Assemblyman Rudder was a Co-Sponsor)



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and First Right of Refusal, as well as voting against increasing the cigarettes tax. Assemblyman Rudder and Assemblywoman Addiego also support NJGCA initiatives on UST assistance, tax incentives for alternative energy conversion, maintaining the current minimum wage, and opposing mandates on temperature adjusted pumps.

Mr. Bill Brown and Ms. Debbie Sarcone—Democrat

No Response and No Voting Record as Incumbents

District 9

Assemblyman Brian Rumpf and Ms. DiAnne Grove—Republican

Assemblyman Rumpf and Ms. Grove did not respond to the NJGCA, and Ms. Grove has no voting record as a non-incumbent. Assemblyman Rumpf voted YES for First Right of Refusal and Regulatory Flexibility, and voted against the cigarette tax. He voted NO on Right to Repair.

Mr. Richard P. Visotcky and Mr. Robert Rue--Democrat

Mr. Rue did not complete the NJGCA survey and has no voting record as a non-incumbent. Mr. Visotcky supports NJGCA initiatives on Right to Repair, Zone Pricing, upholding our Below Cost Selling Statute, UST support, and tax incentives for alternative energy. He also supports increasing the minimum wage and increasing the tax on cigarettes. He supports creating a new classification of liquor license to allow Convenience Stores to sell beer and wine.

District 10

Assemblyman David Wolfe and Assemblyman James Holzapfel--Republican

Assemblyman Wolfe and Assemblyman Holzapfel have both answered the NJGCA questionnaire, and also have a voting record as incumbents. Assemblyman Holzapfel voted YES for First Right of Refusal and Regulatory Flexibility, and voted AGAINST Right to Repair. Assemblyman Wolfe voted YES for First Right of Refusal and Regulatory Flexibility, and Abstained from the vote on Right to Repair (questionnaire response states he will not support Right to Repair). Both Assemblymen support NJGCA on Zone Pricing, upholding our Below Cost Selling Statute, UST support and aid, tax exemptions and incentives for alternative

fuels, ensuring small business transfers are not unjustly taxed by the Estate Tax, and opposing Mandates for Temperature-adjusted pumps and the cigarette tax increase. Both Assemblymen oppose selling beer and wine in Convenience Stores.

Mr. Eli Eytan and Mr. Charles Tivenan--Democrat

No Response and No Voting record as Challengers

District 11

Assemblyman Dave Rible and Assemblywoman Mary Pat Angelini--Republican

Incumbents from the 11th District responded to the NJGCA and also have a voting record to analyze. While serving in the Legislature both Assembly members voted YES for Regulatory Flexibility and First Right of Refusal, and against increasing the tobacco tax. Assemblywoman Angelini voted YES In Favor of Right to Repair and Assemblyman Rible voted AGAINST the legislation. In responding to our questionnaire, both members are in favor of abolishing Zone Pricing, providing aid for UST replacement, using tax incentives to promote alternative fuels, opposing the Temperature-Adjusted Pump mandates, and amending the estate tax to end the unfair tax on family business transfers. Both Assembly members have problems supporting beer and wine sales in Convenience Stores, giving a tax exemption for E-85, and they are not committed to upholding our Below Cost Selling Statute.

Mr. Randy Bishop and Mr. Rick Bolger--Democrat

Mr Bishop did not respond and has not voting record. Mr. Bolger wrote a letter stating that he would not answer the questionnaire but that he would treat our interests fairly and impartially if elected.

District 12

Assemblyman Declan O'Scanlon and Assemblywoman Caroline Casagrande--Republican

The Incumbents of District 12 returned a joint questionnaire to NJGCA. In the last legislative session, Assemblywoman Caroline Casagrande voted YES In Favor of Right to Repair, First Right of Refusal, Regulatory Flexibility, and Against the Tobacco Tax increase. Assemblyman O'Scanlon voted YES In Favor of First Right of Refusal, Co-Sponsored Regulatory Flexibility, and voted AGAINST Right to Repair and

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increasing the Cigarette Tax. In their answers to the Questionnaire, both candidates are inclined to support eliminating Zone Pricing, continuing the ban on Below Cost Selling, increasing the value of grants and loans for UST remediation, tax incentives for alternate energy conversion, and reforming the Estate Tax laws to ensure that small family business transfers are not unfairly taxed upon the death of the owner. They are opposed to mandating Temperature-Adjusted Pumps, increasing the minimum wage, and increasing taxes on gasoline.

Mr. John Amberg and Ms. Michelle Roth--Democrat

Mr. Amberg did not respond and has no voting record. Ms. Roth did respond to the NJGCA questionnaire. Ms. Roth is supportive of NJGCA on Zone Pricing, upholding Below Cost Selling Statutes, Right to Repair, increasing low interest loans for UST replacement, and Regulatory Flexibility. Ms. Roth is not in favor of tax exemptions for ethanol, but supports tax incentives for gasoline retailers who switch to alternative energy sources. Ms. Roth is uncommitted to liquor licenses for Convenience Stores and reforms to the Estate Tax without seeing drafted legislation on those ideas.

District 13 JERSEY GASOLINE • C-STOR

Assemblyman Sam Thompson and Assemblywoman Amy Handlin—Republican

The incumbents of the 13th Legislative District both responded to the NJGCA questionnaire, and have a voting record to analyze. Assemblywoman Amy Handlin voted YES In Favor of Regulatory Flexibility and First Right of Refusal, against cigarette tax increases, and was also a Co-Sponsor of Right to Repair. Assemblyman Thompson was absent for the vote on Right to Repair, but indicates that he will support the initiative. He also voted YES for Regulatory Flexibility, First Right of Refusal, and against the increases in the cigarette tax. Both incumbents support NJGCA on Zone Pricing, increasing UST low interest loans and grants as the budget and economy allows, opposing temperature adjusted pumps and increases in the cigarette and gas tax. Assemblyman Thompson is against exempting E-85 from the gas tax, while Assemblywoman Handlin would support it when our state can afford it. Both Assembly members would consider allowing a special liquor license for beer and wine sales in Convenience Stores when the language of legislation is drafted.

Mr. Bob Brown and James Grenafege—Democrat

No Response and No Voting Record as Challengers

District 14

Assemblywoman Linda Greenstein and Assemblyman Wayne DeAngelo--Democrat

The incumbents of the 14th District did not return the NJGCA questionnaire but do have a voting record to analyze. Both Assembly members voted YES In Favor of Right to Repair, First Right of Refusal, and Regulatory Flexibility. They also voted in favor of increasing the cigarette tax. Assemblywoman Greenstien was a Co-Sponsor of Regulatory Flexibility.

Mr. Rob Calabro and Mr. William Harvey—Republican

The challengers for the 14th District Assembly returned their questionnaire jointly to NJGCA. Mr. Calabro and Mr. Harvey support NJGCA on Zone Pricing, upholding our Below Cost Selling Statute, Regulatory Flexibility, UST support through low-interest loans and grants, tax incentives for alternative fuel conversions, creating a new liquor license for Convenience Stores to sell beer and wine, and opposes tax increases on gas and cigarettes. Both Mr. Harvey and Mr. Calabro are also AGAINST Right to Repair, and would advocate that if Temperature-Adjusted pumps are mandated that tax credits are provided for their purchase. Both men also support amending the Estate Tax to ensure that family transfers of small businesses are not unfairly taxed.

District 15

Majority Leader Bonnie Watson-Coleman and Assemblyman Reed Gusciora

Leader Watson-Coleman and Assemblyman Gusciora wrote a letter to NJGCA in lieu of answers to the questionnaire. Assemblyman Gusciora is the Prime-Sponsor of Right to Repair, supported First Right of Refusal, and voted against Regulatory Flexibility. The Majority leader voted YES In Favor of each of those issues, but sponsored the legislation to mandate Temperature Adjusted Pumps. Leader Watson-Coleman spoke of her willingness to speak with NJGCA to discuss these issues in more depth. Assemblyman Gusciora supports upholding the Below Cost Selling Statute, promoting alternative fuels, and ensuring our businesses have the tools necessary to protect and

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THE NJGCA PAC



**DEFENDING OUR MEMBERS.
PROTECTING YOUR INTERESTS.
ANSWER THE CALL & CONTRIBUTE TODAY!!**

Promoting our agenda in Trenton is of utmost importance to NJGCA and our members. However, in order to truly affect the debate, we must ensure our friends in the Legislature are re-elected.

It is for this reason that your Association has established the NJGCA PAC.

For too long, the weight of funding our Political Action Committee, the arm of the Association responsible for political donations, has rested upon a few. This is not only unfair to those few members who have shouldered this burden, but means we are not utilizing our full strength to affect the debate in Trenton.

To truly understand the importance of supporting our allies, consider our successes this last year:

We defeated **BELOW COST SELLING**, which would have cost each of you thousands of dollars and put many of you out of businesses!

We made made history in getting **FIRST RIGHT OF REFUSAL**, the most comprehensive protection of franchisees in decades, signed into law!

We have built large support for **RIGHT TO REPAIR**, which will prevent automakers from denying you the necessary technical information needed to complete repairs. Every state has tried to pass this legislation and no state has even been able to get the legislation out of committee - NJGCA has!

In each instance, we achieved these goals with the help of our friends in the Legislature!

If every member contributes just \$100 we can help to ensure victory for our allies.

***We have made great progress in Trenton, but more needs to be done-
I hope that you will answer the call and contribute to the NJGCA PAC TODAY!***



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replace USTs. He is open to discussing the gas tax, liquor licensing for Convenience Stores, and how we can fairly reform the Estate Tax.

Ms. Kim Taylor and Mr. Werner Graf—Republican

Mr. Graf did not return the questionnaire and has no voting record, Ms. Taylor did respond. In Ms. Taylor's responses she illustrates her support for Zone Pricing, upholding our Below Cost Selling Statute, Right to Repair, Regulatory Flexibility, and amending the Estate Tax. However, Ms. Taylor supports increasing taxes on Tobacco, does not support liquor licensing for Convenience Stores, and needs to further review Temperature-Adjusted Pump mandates and gas tax increases.

District 16

Assemblyman Peter Biondi and Assemblywoman Denise Coyle—Republican

Assemblyman Biondi did not return our questionnaire, while Assemblywoman Coyle did respond—both candidates have voting records to analyze. Both incumbents voted AGAINST Right to Repair, but YES for Regulatory Flexibility and First Right of Refusal. Assemblyman Biondi is a Co-Prime Sponsor of legislation to ban Zone Pricing, and Assemblywoman Coyle supports the abolishment of Zone Pricing. Both legislators voted against the cigarette tax increase. Assemblywoman Coyle supports upholding our Below Cost Selling Statute, a tax exemption for E-85, and opposes Temperature-Adjusted Pump Mandates, liquor license reform for Convenience Stores to sell beer and wine, and tax incentives for alternative energy. The Assemblywoman is also against raising taxes on gasoline and cigarettes, and favors an amendment to the Estate Tax to ensure family transfers of small businesses are not unfairly taxed.

Mr. Mark Petraske and Ms. Roberta Karpinecz—Democrat

No Response and No Voting Record as Challengers.

District 17

Assemblyman Joseph Egan and Assemblyman Upendra Chivukula—Democrat

Neither incumbent provided answers to the NJGCA questionnaire, but do have voting records. Assemblyman Chivukula, was the Prime Sponsor of

Regulatory Flexibility and legislation to increase the minimum mark-up for cigarettes, Co-Prime Sponsor of First Right of Refusal, and Co-Sponsor of Right to Repair. Assemblyman Egan voted YES for each of these legislative initiatives (except there is no recorded vote on First Right of Refusal), and both Assemblymen voted to raise the cigarette tax.

Mr. Salim Nathoo and Mr. Anthony Mazzola—Republican

Mr. Nathoo did not return the NJGCA questionnaire and does not have a voting record, but Mr. Mazzola did respond. Mr. Mazzola supports abolishing Zone Pricing, upholding our Below Cost Selling Statute, Right to Repair, Regulatory Flexibility, increasing low-interest loans and grants to replace USTs, opposes Temperature-Adjusted Pump mandates, providing tax incentives for alternative energy conversion, opposes increasing cigarette and gas taxes, and supports amending the Estate Tax. He did not respond to an exemption for E-85 and Liquor License reform.

District 18

Assemblyman Patrick Diegnan and Assemblyman Peter Barnes—Democrat

Assemblyman Diegnan and Assemblyman Barnes both returned their surveys to NJGCA, and have been strong advocates for NJGCA in the Assembly. Assemblyman Diegnan was our Prime Sponsor on First Right of Refusal, is a Co-Sponsor on Zone Pricing and Regulatory Flexibility, and voted AGAINST Right to Repair. He sponsored a bill to increase the tax on cigarettes. Assemblyman Barnes voted YES for First Right of Refusal, Abstained from Right to Repair, and voted YES for Regulatory Flexibility and increasing the cigarette tax. In their answers, they support NJGCA in upholding our Below Cost Selling Statute, providing support for UST replacement, and they are opposed to raising the gas tax during these times. They support increasing the minimum wage, need to see the economic impact of providing a tax exemption for E-85, but both support tax incentives for alternate energy conversion and reforming the Estate Tax.

Mr. Joe Sinagra and Mr. Bob Jones—Republican

Both Mr. Sinagra and Mr. Jones submitted their answers to NJGCA. Both challengers in the 18th District support the elimination of Zone Pricing, upholding our Below Cost Selling Laws, Regulatory Flexibility, opposing

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Temperature-Adjusted Fuel Pumps and increases in the gas and cigarette taxes. Under the right economic conditions they also support tax incentives and exemptions for certain alternative energy. They are both against increasing the minimum wage, and want to amend the Estate Tax to ensure that small family businesses are not unfairly taxed.

District 19

Assemblyman John Wisniewski—Democrat

Assemblyman Wisniewski did not respond to the NJGCA questionnaire but does have a voting record to analyze. The incumbent supported NJGCA on First Right of Refusal, Right to Repair, and Regulatory Flexibility, and voted to increase the cigarette tax.

Mr. Craig Coughlin—Democrat

No Response and No Voting Record as a non-incumbent

Mr. Peter Kothari and Mr. Richard Piatkowski—Republicans

No Response and No Voting Record as non-incumbents

District 20

Assemblyman Joe Cryan and Assemblywoman Annette Quijano—Democrat

Both incumbent submitted answers to NJGCA, and both are running unopposed. They voted to support NJGCA on Regulatory Flexibility, First Right of Refusal, and Right to Repair, but voted to increase the cigarette tax.

District 21

Assemblyman Jon Bramnick and Assemblywoman Nancy Munoz—Republican

Neither incumbent returned the NJGCA questionnaire, but have been allies of NJGCA in the Assembly. Assemblywoman Nancy Munoz has a limited voting record, as she filled the seat of the late Assemblyman Dr. Eric Munoz. Assemblywoman Munoz voted YES In Favor of First Right of Refusal. Assemblyman Bramnick is the Prime Sponsor of the legislation banning Zone Pricing, Co-Prime Sponsor of First Right of Refusal, voted YES for Right to Repair and Regulatory Flexibility, and opposed increases in the cigarette tax.

Mr. Bruce Bergen and Mr. Norman Albert—Democrat

No Response and No Voting Record as Challengers

District 22

Assemblyman Gerald Green and Assemblywoman Linda Stender—Democrat

Neither incumbent returned the NJGCA questionnaire. Both incumbents voted YES for First Right of Refusal and Regulatory Flexibility. Assemblyman Green was a Co-Sponsor of Right to Repair, while Assemblywoman Stender Abstained from that vote. Both incumbents voted to increase the cigarette tax.

Mr. Martin Marks and Mr. William Vastine—Republican

No Response and No Voting Record as Challengers.

District 23

Assemblyman John DiMaio—Republican

Incumbent Assemblyman John DiMaio filled the seat vacated by Senator Marcia Karrow, and did not return our questionnaire. Assemblyman DiMaio voted YES In Favor of First Right of Refusal and against cigarette tax increase.

Mr. Erik Peterson—Republican

The non-incumbent Republican answered the NJGCA questionnaire. He favors Right to Repair, Regulatory Flexibility; and opposes mandates for Temperature-Adjusted Pumps, tax increases on cigarettes and gas, and increases in the minimum wage. He also supports reforming liquor licensing to allow beer and wine sales in Convenience Stores, and amending the Estate Tax. Finally, he believes that under current budget constraints, that alternative energy tax incentives and exemptions may not be prudent.

Mr. William Courtney and Ms. Tammeisha Smith—Democrat

Ms. Smith did not respond and has no voting record as a non-incumbent. Mr. Courtney did respond and supports NJGCA on Zone Pricing, upholding the Below Cost Selling Statutes, Right to Repair, low-interest loans and grants for UST replacement, an exemption to the gas tax for E-85, opposing Temperature-Adjusted

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Pump mandates, tax incentives for alternate energy conversion, reforming liquor licensing, and ensuring a fair Estate Tax. He was not definitive on his answers to increasing the minimum wage or raising the tax on cigarettes and gasoline.

District 24

Assemblywoman Allison Littell McHose and Assemblyman Gary Chiusano—Republican

Both incumbents responded to the NJGCA questionnaire, and also have a voting record to analyze. Assemblyman Chiusano Co-Sponsored Regulatory Flexibility, voted YES In Favor of First Right of Refusal and Right to Repair, and voted against the cigarette tax increase. Assemblywoman McHose also Co-Sponsored Regulatory Flexibility, voted YES In Favor of First Right of Refusal, and AGAINST Right to Repair and the cigarette tax increase. In their answers they show support for eliminating zone pricing, upholding our Below Cost Selling Statutes, increasing low-interest loans and grants for UST replacement (as long as taxes are not raised); and they oppose Temperature-Adjusted Pump mandates, tax increases, and increasing the minimum wage. They also support repealing the Estate Tax completely.

Frederick Katz—Democrat

No Response and No Voting Record as Challenger.

District 25

Michael Patrick Carroll—Republican

Assemblyman Michael Patrick Carroll responded to our questionnaire and has a voting record to analyze. Voting Records show that Assemblyman Carroll was one of three votes AGAINST First Right of Refusal. In his questionnaire he shows support for NJGCA through an abolition of the Estate Tax and the expansion of the Regulatory Flexibility Act. He voted AGAINST Right to Repair and opposes increasing state funding for UST replacement. He supports the abolishment of Zone Pricing, upholding our Below Cost Selling statutes, tax incentives for gasoline stations switching to alternate energy sources, and will oppose temperature adjusted pump mandates and new taxes on tobacco and motor fuels.

Anthony M. Bucco—Republican

Mr. Bucco is a non-incumbent candidate for the

25th Legislative District. His responses illustrate a willingness to support eliminating Zone Pricing, Right to Repair, Regulatory Flexibility, upholding the current Below Cost Selling Ban, increasing grants and low-interest loans for USTs, tax incentives for alternate energy conversion, and reforming the Estate Tax laws to ensure that small family business transfers are not unfairly taxed. He is opposed to mandating Temperature-Adjusted Pumps, increasing taxes on gasoline or cigarettes, and increasing the minimum wage.

Wendy Wright and Rebekah Conroy—Democrat

No Response and No Voting records as non-incumbents

District 26

Minority Leader Alex DeCroce and Assemblyman Jay Webber—Republican

The incumbents of the 26th District did not respond to the NJGCA questionnaire, but do have a voting record to analyze. Assemblyman DeCroce voted YES In Favor of First Right of Refusal, AGAINST Right to Repair, Abstained from Regulatory Flexibility, and voted against raising the cigarette tax. Assemblyman Webber was one of three votes AGAINST First Right of Refusal, voted AGAINST Right to Repair, voted In Favor of Regulatory Flexibility, and opposed the cigarette tax.

Mr. Douglas Herbert and Mr. Wayne Marek--Democrat

Mr. Marek did not respond to the survey and does not have a voting record, but Mr. Herbert did respond. Mr. Herbert supports abolishing Zone Pricing, upholding our Below Cost Selling Statute, supports Right to Repair, Regulatory Flexibility, low-interest loans and grants for USTs, tax incentives for alternate energy conversions, and reforms to the Estate tax structure, and support increasing the minimum wage. He did not give definite answers on increases in the gas and cigarette tax.

District 27

Assemblyman John McKeon and Assemblywoman Mila Jasey—Democrat

Neither Incumbent in the 27th District completed the survey; however Assemblywoman Jasey did send a letter back to NJGCA illustrating her commitment

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to meet with NJGCA on our issues, and her support of Right to Repair, of which she and Assemblyman McKeon were Co-Sponsors, and providing low-interest loans to help replace USTs. Their voting records show that both incumbents voted YES on Right to Repair, First Right of Refusal, and Regulatory Flexibility, but both members did vote for the increase in the cigarette tax.

Mr. Barry Funt and Mr. Mark Meyerowitz—Republican

Both non-incumbents provided answers to the NJGCA questionnaire. Mr. Meyerowitz agreed with the NJGCA position on all issues except government grants and loans for UST replacement and he needs more information on reforming liquor licensing to include beer and wine sales in Convenience Stores. Mr. Funt responded in detail to many of our questions, and prefers not to answer many specifics without the benefit of public hearings. However, Mr. Funt does believe that we should not raise either the cigarette or gas tax, supports Regulatory Flexibility, opposes Temperature-Adjusted Pumps, supports tax incentives for alternative energy conversions, believes in reforming liquor licensing for beer and wine in Convenience Stores, and reforming the Estate Tax to protect small businesses transfers.

District 28

Assemblywoman Cleopatra Tucker and Assemblyman Ralph Caputo—Democrat

The incumbents of the 28th District did not respond to the NJGCA questionnaire, but their voting records show they voted YES on Right to Repair, First Right of Refusal, and Regulatory Flexibility. Both Assembly members voted to increase the cigarette tax.

Mr. Herbert Glenn and Mr. Andrew Bloschak—Republican

No Response and No Voting Record as Challengers.

District 29

Assemblywoman L. Grace Spencer and Assemblyman Alberto Coutinho—Democrat

Neither member of the 29th District responded to the NJGCA questionnaire. However, their voting record shows they voted YES on Right to Repair, First Right

of Refusal, and Regulatory Flexibility. Both Assembly members also voted to increase the cigarette tax.

Ms. Aracelis Sanabria-Tejada and Mr. Fernando Linhares—Republican

No Response and No Voting Record as Challengers.

District 30

Assemblyman Joe Malone and Assemblyman Ronald Dancer—Republican

The incumbents of the 30th district both responded to the NJGCA questionnaire. During their last term, both Assemblymen voted YES on First Right of Refusal and Regulatory Flexibility, and voted AGAINST Right to Repair. In their questionnaire, they state their support for eliminating Zone Pricing, and support low-interest loans and grants for UST replacement. They oppose Temperature-Adjusted Pump mandates, and support tax incentives for alternative energy conversion, and reforming the Estate Tax. They oppose increases in the gas and cigarette tax.

Mr. John Kocubinski and Mr. William Spedding—Democrat

Mr. Spedding did not respond and has no voting record, but Mr. Kocubinski did respond to the NJGCA questionnaire. Mr. Kocubinski supports eliminating Zone Pricing, upholding our Below Cost Selling Statute, Right to Repair, Regulatory Flexibility, Low-interest loans and grants for UST replacement, and reforming liquor licenses for Convenience Stores to sell beer and wine. He is also against increasing taxes on cigarettes and gasoline, and supports reforms to the Estate Tax. Mr. Kocubinski is against exempting E-85 from the gas tax, and was not definite in his answer regarding raising the minimum wage.

District 31

Assemblyman Anthony Chiappone—Democrat

The incumbent in District 31 did respond to the NJGCA questionnaire. In his answers, he support abolishing Zone Pricing, upholding our Below Cost Selling Statute, providing low-interest loans and grants for UST replacement, exempting E-85 from the gas tax, tax incentives for alternative fuel conversion, reforming liquor license laws, and amending Estate Taxes. He opposes Temperature-Adjusted Pump mandates.

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Assemblyman Chiappone does support tax increases on cigarettes and increasing the minimum wage. He also voted YES for Right to Repair, First Right of Refusal, and Regulatory Flexibility. Assemblyman Chiappone was a Co-Sponsor of Right to Repair.

Mr. Charles Mainor—Democrat

No Response and No Voting Record as a Non-Incumbent

Ms. Irene Kim Asbury and Ms. Marie Day—Republican

Ms. Day did not respond to the NJGCA questionnaire and does not have a voting record. Ms. Asbury did respond, and supports abolishing Zone Pricing, upholding our Below Cost Selling Statute, Regulatory Flexibility, UST replacement assistance, providing tax incentives for alternative energy conversion, reforming the liquor licensing laws, and amending the Estate Tax. She is also opposed to increasing taxes on cigarettes and gasoline, and is undecided on Right to Repair.

District 32

Assemblywoman Joan Quigley and Assemblyman Vincent Prieto—Democrat

Assemblywoman Quigley responded to the NJGCA questionnaire stating that she relies on her voting record, and will not give snapshot answers of the problems facing our state without seeing the state of the legislation as it is before the legislature, and Assemblyman Prieto did not respond. Assemblyman Prieto was a Co-Sponsor for both First Right of Refusal, Right to Repair, and is the Prime Sponsor of legislation that would prevent price increase in any given 24 hour period at the Wholesale level. Assemblywoman Quigley voted YES for Right to Repair and First Right of Refusal, and both incumbents voted for Regulatory Flexibility and increasing the cigarette tax.

No Major Party Challenger

District 33

Assemblyman Ruben Ramos and Caridad Rodriguez—Democrat

The incumbents of the 33rd District did not return their questionnaire, but have a voting record to analyze. Assemblyman Ramos was a Co-Prime Sponsor of

First Right of Refusal, Co-Sponsor on Right to Repair, and voted for Regulatory Flexibility and for increases in the cigarette tax. Assemblywoman Rodriguez was a Co-Sponsor for First Right of Refusal, and voted YES for Right to Repair, Regulatory Flexibility, and for increases in the cigarette tax.

Ms. Beth Hamburger and Mr. John Barbadillo—Republican

Mr. Barbadillo did not respond to the questionnaire and has no voting history. Ms. Hamburger did respond to the questionnaire and supports eliminating Zone Pricing, Upholding our Below Cost Selling Statute, Regulatory Flexibility, Low-interest loans for UST replacement. She is opposed to Temperature-Adjusted Pump mandates, and tax increases on cigarettes and gasoline, as well as reform to the Estate Tax laws. She is opposed to exempting E-85 from the gas tax, and is uncommitted to Right to Repair or tax incentives for alternative energy.

District 34

Assemblywoman Sheila Oliver and Assemblyman Thomas Giblin—Democrat

The incumbents of the 34th District did not return the NJGCA questionnaire, but do have a voting record to analyze. Assemblywoman Oliver was a Co-Sponsor of Right to Repair, voted YES for First Right of Refusal and Regulatory Flexibility, and voted for the increase in cigarette taxes. Assemblyman Giblin was a Co-Sponsor of Regulatory Flexibility, abstained from Right to Repair, and voted YES In Favor of First Right of Refusal.

Mr. Michael Mecca and Mr. Matthew Tyhala—Republican

No Response and No Voting Record as Challengers

District 35

Assemblywoman Nellie Pou and Assemblywoman Elease Evans—Democrat

Assemblywoman Pou did send in the questionnaire from NJGCA, Assemblywoman Evans did not. Both incumbents do have voting records to analyze. Assemblywoman Pou helped pass First Right of Refusal before the clock ran out, by posting it in her Assembly Appropriations Committee. She also voted YES In

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Favor of Right to Repair and Regulatory Flexibility, and voted to increase the cigarette tax. She supports eliminating Zone Pricing, and is willing to oppose Temperature-Adjusted Pumps until the economy fully recovers or our state budget can provide some level of funding for the conversion. Assemblywoman Evans was a Co-Prime Sponsor of Right to Repair, voted YES In Favor of First Right of Refusal and Regulatory Flexibility, and voted to increase the cigarette tax.

Ms. Lynn Anne Shortway and Mr. George Sawey—Republican

No Response and No Voting Record as Challengers.

District 36

Assemblyman Fred Scalera and Assemblyman Gary Schaer—Democrat

Assemblyman Scalera did not return his questionnaire. He voted YES on Right to Repair and First Right of Refusal, and to increase the tax on cigarettes. Assemblyman Schaer had an identical voting record, but was also a Co-Sponsor for Regulatory Flexibility. In his response to the NJGCA questionnaire, Assemblyman Schaer supports upholding our Below Cost Selling Statute, low-interest loans for UST replacement secured through the State, and is supportive of tax incentives for alternate energy conversion.

Mr. Carmen Pio Costa and Mr. Don Diorio—Republican

Mr. Pio Costa and Mr. Diorio sent a joint response to the NJGCA questionnaire. In their responses, they support Eliminating Zone Pricing, Right to Repair, Regulatory Flexibility, Low-interest loans for UST replacement, exempting E-85 from the gas tax, tax incentives for alternative energy, and reforming the Estate Tax to ensure family business transfers are not unfairly taxed. They are also opposed to increasing the minimum wage and increasing taxes on cigarettes or gasoline.

District 37

Assemblyman Gordon Johnson and Assemblywoman Valerie Vainieri-Huttle—Democrat

The incumbents of the 37th District returned their questionnaire, and have a voting record to analyze. Assemblyman Gordon was a Co-Sponsor on Right

to Repair, First Right of Refusal, and Zone Pricing legislation; and voted to increase the tobacco tax. Assemblywoman Vainieri-Huttle was a Co-Sponsor for First Right of Refusal and Regulatory Flexibility, and voted YES In Favor of Right to Repair and increasing the tobacco tax. In their responses, both candidates support low-interest loans and grants for UST replacement, Tax Incentives for alternate energy conversion, estate tax reform to protect the transfer of small family businesses, and eliminating Zone Pricing. Both incumbents oppose mandating Temperature-Adjusted Pumps, and Assemblywoman Vainieri-Huttle believes we should uphold our current ban on Below Cost Selling of motor fuels.

Mr. Barry Bellin and Mr. Wojciech Siemaszkiewicz—Republican

Mr. Siemaszkiewicz did not return the NJGCA questionnaire and has no voting record. Mr. Bellin's responded that he supports eliminating Zone Pricing, Upholding our Below Cost Selling Statute, Right to Repair, UST funding through low-interest loans and grants, Regulatory Flexibility, tax incentives for alternate energy conversion, new liquor license classifications for C-Stores to sell beer and wine. He also opposes tax increases on cigarettes and gasoline, and opposes mandating temperature-adjusted pumps.

District 38

Assemblywoman Joan Voss and Assemblywoman Concetta Wagner—Democrat

Both incumbents for the 38th district responded to the NJGCA survey and also have a voting record to analyze. Assemblywoman Voss was a Co-Sponsor for Right to Repair, and voted YES In Favor of Regulatory Flexibility, First Right of Refusal, and for an increase on cigarettes. Assemblywoman Wagner voted YES In Favor of all of the NJGCA initiatives, and voted to increase the tax on tobacco. In their responses, both incumbents favor eliminating Zone Pricing, providing low-interest loans and grants for UST replacement, and oppose Temperature-Adjusted Pumps. Assemblywoman Voss supports upholding our Below Cost Selling Statute, while Assemblywoman Wagner believes there should be no price floor. Assemblywoman Wagner also supports increasing the minimum wage and tax incentives for alternate energy conversion.

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Mr. Nicholas Lonziesero and Ms. Judith Fisher— Republican

Mr. Lonziesero submitted his response to NJGCA, but did not include any specific and definite answers to the questions asked. Ms. Fisher did not respond and has no voting history.

Distirct 39

Assemblywoman Charlotte Vandervalk—Republican

Assemblywoman Vandervalk responded to the NJGCA questionnaire, and also has a voting record. Assemblywoman Vandervalk voted YES In Favor of First Right of Refusal and Regulatory Flexibility, and voted AGAINST Right to Repair. She supports abolishing Zone Pricing, upholding the Below Cost Selling ban, providing low-interest loans and grants for UST replacement, exempting E-85 from the gas tax, tax incentives for alternate energy conversion, liquor license reform for C-Stores to sell beer and wine, and amending the Estate Tax to protect Small Family Business Transfers. She is opposes increases in the tobacco and gas tax, and mandating Temperature-Adjusted Pump Mandates.

Mr. Robert Schroeder—Republican

Non-incumbent Republican Robert Schroeder responded to the NJGCA questionnaire. He supports abolishing Zone Pricing, Upholding the Below Cost Selling ban, Right to Repair, Regulatory Flexibility, providing low-interest loans and grants for UST

replacement, exempting E-85 from the gas tax, tax incentives for alternate energy conversion, and amending the Estate Tax to protect Small Family Business Transfers. He is also opposed to increases in the tobacco and gas tax, and opposes increasing the minimum wage at this time.

Mr. Michael McCarthy and Mr. John Shahdanian— Democrat

No Response and No Voting Record as Non-Incumbents

District 40

Assemblyman David Russo and Assemblyman Scott Rumana-Republican

The incumbents did not return their questionnaire, but they both voted YES for First Right of Refusal and Regulatory Flexibility. Assemblyman Russo voted AGAINST Right to Repair and Assemblyman Rumana abstained. Both Assemblymen voted against the tax increase on cigarettes.

Mr. Mark Bombace and Mr. John Agostinelli- Democrat

No Response and No Voting Record as Challengers

If you would like to see the complete survey for any one of the candidates in your legislative District please call Chris at 973-376-0066 or E-mail Chris@njgca.org

***EVERY SMALL BUSINESS OWNER HAS A STAKE IN
THIS ELECTION!***

MAKE YOUR VOICE HEARD!

VOTE ON NOVEMBER 3RD!



-IMPORTANT ISSUE UPDATE- WE NEED YOU IN THE FINAL STRETCH ON RIGHT TO REPAIR

When the dust has settled and the election is over, there will still be over two months to pass legislation.



Highest on our Agenda is passing the Motor Vehicle Owners' Right to Repair Act. This legislation will ensure that car manufacturers fairly distribute all information necessary to repair a car. For too long, manufactures have been able to monopolize certain repairs at their dealerships, and if our aftermarket, independent, auto-repair market is to survive in New Jersey, we MUST pass Right to Repair. We do not know what the legislature will look like next year, and with only the SENATE left to go, we must pass this legislation before the 214th Legislative Session begins. Momentum is on our side, but we need your help. We need phone calls made to your legislator letting him or her know that your livelihood as a repair facility depends on the passage of Right to Repair.

Log onto the NJGCA Legislative Action Center to see scripted messages you can use as a template for your calls, and to better familiarize yourself with the many reasons why Right to Repair must be passed now. If we are not successful getting this passed in the NJ Senate before January, then our successful effort in the NJ Assembly will have been wasted since the legislation will have to be re-introduced in the new Legislature and the process starts from the beginning. Presently we have 19 votes in the Senate, but we need 2 more votes in order for this to pass.

And visit the Legislative Action Center on the NJGCA Homepage to contact your Legislator - TODAY!



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OFFER GOOD WHILE SUPPLIES LAST!!

MEMBER OF THE



PHIL'S MEMBERSHIP MEMO

CHANGES IN YOUR MEMBERSHIP DUES



By Phil Apruzzi

Some of you may have already received your renewal membership notification and noticed an increase in your annual dues. NJGCA is a 72 year old non-profit association providing representation and advocacy for gas stations, repair shops, C-stores and other businesses related to the motoring public. In order to continue providing you with the latest information, and the same level of quality service and products, we have made the difficult decision to modify annual dues. Effective October 1, 2009, NJGCA's annual dues will be to \$450.00.

Annual renewal dues were scheduled to be increased to \$450 over a year ago; however an effort was made to hold off an increase for as long as possible. New memberships have already been \$450 since June 2007.

Discounts will continue to be offered for multiple locations. Only locations that are recognized as members in good standing are permitted to participate in any of the NJGCA money saving programs.

NJGCA continues to provide you options for you to pay your renewal dues:

1. Payment may be made quarterly, semi-annually, or annually.
2. Payment may be made by check or credit card if you choose to pay annually.
3. Payment may be made ONLY by credit card if you choose to pay quarterly or semi-annually.
4. We accept: Visa, MasterCard, Diners, or Amex credit cards.

We know these are difficult economic times. It is precisely these times that you need to be assured that NJGCA is there for you....responding to your needs and providing valuable benefits that affect your bottom line. I hope you have seen a difference in NJGCA over the past 2 years. We have built on past successes by having a greater presence and influence in Trenton. Only the strength and unity of our members makes that success possible. ■

Membership in a strong Trade Association is one of the best business Investments you can make.



NJGCA member's workers' compensation insurance program is the difference between ordinary and extraordinary!

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PCI COMPLIANCE: WHAT IS IT ALL ABOUT?

Over the last few weeks, many of you may have received a letter from your credit card processor (also known as an Acquirer) stating that you must become PCI compliant. What is this all about? Is this just another way to extract a few extra dollars from merchants processing credit cards? Actually, the answer is NO. It is there for the protection and security of your customers' data.

Since numerous recent security breaches on credit card data, there has been a lot of buzz about PCI compliance and if, it is really worth the money spent trying to stay compliant.

First, I would like to explain exactly what PCI compliance stands for and what it means. PCI stands for Payment Card Industry and compliance simply stands for cooperation. When these two terms are used together, they stand for a set of guidelines that are put in place for anyone who accepts credit card transactions to keep all information processed, stored or transmitted safe and secure. These standards of compliance are set by the PCI SSC (Payment Card Industry Security Standards Council), which was formed on September 7, 2006. There is no federal or state law mandating PCI compliance but some states have already begun to look at codifying PCI compliance rules and regulations.

These guidelines apply to any and ALL organizations and merchants who accept credit cards, no matter the size of the company or number of transactions permitted each month. With this being said, let's talk about some other concerns. The argument has been made that securing the data collected can be expensive and time consuming. While there might appear to be some validity to this point, just take a look at just one incident of credit card theft. According to the research group Ponemon Institute, if a company is breached and records are stolen, the cost to that company for one affected record is \$202. We are talking about one record, one credit card transaction. According to the Identity Theft Resource Center 35 million records were stolen in 2008. That is \$7,070,000,000 translated into a dollar amount of costs to companies for stolen data, A LOT of money spent recovering lost data!

So staying compliant and secure doesn't seem like too much to ask for now right? Security is an ongoing 24 hour a day, 7 days a week, 365 days a year project. It is not just some-

thing you can check once or twice a year, or even for that once or twice a month. It is something that must be looked at on a daily basis. As a business owner, you must take the commitment of keeping your clients information safe.

The bottom line is that you need to be PCI Compliant. Follow the instructions given you by your credit card provider. I have also included here three websites that will give more insight into being PCI Compliant. If you have additional questions, please call us at 973-376-0066.

- PCI Quick Reference Guide – Understanding the Payment Card Industry Data Security Standard: https://www.pcisecuritystandards.org/pdfs/pci_ssc_quick_guide.pdf

- Why Businesses need to be PCI Compliant <http://thetechedition.com/why-businesses-need-to-be-pci-compliant/>

- Questions & Answers regarding PCI Compliance: <http://www.pcicomplianceguide.org/pcifaqs.php>

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NJ Private Inspection Facilities & NJ Emission Repair Facilities: NJGCA is inundated with phone calls for the NJ Emission Inspector Re-Fresher Course and Re-Certification Course for Emission Repair Technicians. NJGCA has offered the Re-Fresher course in the evening beginning in June 2009. We are currently offering classes at both our Springfield Headquarters and another location in Monmouth County.

NJ Emission Inspectors have until December 31, 2009 to update their inspection licenses. The Motor Vehicle commission does not appear to be offering an extension on this license. In order to continue to perform NJ Emission Inspections, you must take the course and pass the computerized test by the end of the year.

Emission Repair Technicians UPDATE: NJDEP originally informed you that you must be recertified by December 31, 2009. I have been advised by NJDEP that there will be an extension on the NJ Emission Repair Technician Licenses until June 2010.

If you wish to sign up for the new inspection program and I can point you in the right direction. However, MVC has stated that they will not allow new people into the program until the Current PIF community has received all of their equipment. I have been advising those who wish to join the program to make sure your shop has a licensed NJ Emission Inspector, then you must also apply for a Private Inspection Facility License. MVC will begin to process new PIFs into the program beginning in January 2010.

Cutpoints: The NJ Department of Environmental Protection has changed the Cut Points of emissions standards in order to decrease the number of failures. The threshold has more than doubled from 100 PPM and has been increased to 220 PPM. The NJ Department of Environmental Protection believes that too many vehicles are failing inspection. This will result by directly taking money out of your pocket since those repairs will now be un-needed!

ASE TEST: The new test for the A-9 in November will only have 50 questions. The A-9 test that was given in April had 100 questions. ASE took the hardest and easiest questions off the test. If you have an Emission Repair Technician license, and have Level 1, ASE 6, and ASE 8 you will need the new ASE 9 test and the New Jersey State Specific Course for Re-Certification. If you do not have these levels of training through ASE, you can take the ETEP courses.

All Private Inspection Facilities: If you have received a Proposed Suspension Notice or you have been suspended, please call NJGCA Headquarters as we may be able to help you! I have spoken to members who have spent more than \$700 for lawyers to accompany them to Trenton on a minor infraction after receiving a Proposed Suspension Notice.

DO NOT WASTE YOUR MONEY! Over the last few years we have been going to Trenton assisting our members at MVC hearings. Not only will we represent you for FREE, but our experience will help you navigate the proceedings with MVC officials.

Please give me a call to see if we can resolve your situation!



MEET YOUR TERRITORY MANAGER!

Don Stohrer

Monmouth, Mercer, Somerset



Tell us about yourself and your background.

I grew up in East Orange, New Jersey and attended William Paterson College, where I earned a B.S. in Political and Social Science. I met my wife Gloria in college, we have been married for 38 years, and have spent the better part of that time living in Monmouth County. We have three children; a son and twin daughters. My son works as an executive in the food industry and my daughters, like my wife, are special education teachers.

How did you get started in this profession?

My father owned a service station in East Orange while I was growing up. I worked there all during high school and college until my father sold his business. He worked really hard and it definitely left an impression on me. The idea of owning your own business, the 'American Dream', was instilled in us by our dad. In fact, both my brothers and sister own their own businesses. At that time, I used to repair cars with a friend of mine to get through college. After I graduated from William Paterson, I went to work as a sales representative for Gulf Oil. It was a good experience, but after 14 months, my brother and I opened a Shell station together in Manahawkin. We were in business together for 10 years, building one of Shell's highly acclaimed locations. In 1980 we moved to Wall Township and established Shark River Shell. Here again, this location shortly became one of Shell's award winning stations. This location boasted all ASE Certified technicians and diagnostic equipment to rival most dealerships.

What brought you to NJGCA?

I was a member of the Association for years while I was in business, so I was very familiar with the organization and its mission. After I sold my station in November of 2003, I worked for an aftermarket warranty company. When an opportunity presented itself to work for NJGCA, it seems like a natural fit and wanted to get involved. The Association made so many positive changes over the last few years that it made my decision very easy.

Is there anything unique about your territory?

I think that there is a lot of diversity in my territory. You see everything from urban garages to suburban stations and long-time members working with first time business owners. I like that since it means that no matter where you come from, we are all trying to thrive and run successful businesses. It speaks very highly to the entrepreneurial spirit out there.

How do you see the industry different today than in years past?

Everything is different. It used to be that you'd find a location to lease, and as long as you kept a clean repair shop with pumped high enough fuel volume, your suppliers were happy. Today, the competition is fierce and the regulations are burdensome. It amazes me that so many stations get penalized and fined so very much for the smallest infraction. Doesn't seem fair to me and it certainly takes its toll on people. To meet their obligations, I see more businesses doing whatever they need to do to survive, including subletting pumps or renting out garage space or opening convenience stores to stay ahead.

Any advice for small business owners reading this?

There really isn't any challenge in the world like running your own business. Use every opportunity out there to better serve your customers and save money. NJGCA offers classes and counseling to owners – take advantage of it! We have Member Benefit Partners (MBPs) that can save you considerable money. Not only should they be utilizing these MBPs to save money for themselves, but as a means of attracting more MBPs who can offer more products and services at a discounted rate. I mean, even if you have someone you've been loyal to for years, wouldn't you at least want to hear about the possibility of saving money with someone else? That only makes sense to me.

What are the reactions to the changes we've made at NJGCA?

I've gotten great feedback from all of them. More than anything though, I think they feel a bit reassured knowing that our staff is looking out for their interests in Trenton. It's no secret that things are rough out there and the business climate in New Jersey isn't always business friendly. In the last year alone we've seen a number of initiatives, like Below Cost Selling, which would have created havoc for our members. But luckily our staff has been in Trenton lobbying Legislators and working to defend our guys. It means a lot when you have people going out there to battle those issues and addressing your problems.

What do you say to perspective members about joining NJGCA?

I tell them that everyone needs an advocate. No matter if it's fighting Legislation in the State House, defending retailers at the Department of Environmental Protection, or standing up for repair shops at the Motor Vehicle Commission, NJGCA has your back. Then of course there is the opportunity to save money. Credit card processing, tools, equipment, healthcare, garage insurance, payroll processing, vending equipment, financial services – the list goes on. Why wouldn't anyone want to at least check that out to save a few bucks? Honestly, I **think that most stations cannot afford to NOT be a member in this kind of economy. When you are small business guy, you have to make every dollar count!** ■



KNOW YOUR TERRITORY MANAGER!



Henry Darden: Territory Manager for Middlesex, Union, Part of Essex (Southern Half)

Cell: 908-247-2992

Email: henry@njgca.org



Jack Leli: Territory Manager for Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Ocean, Salem

Cell: 732-995-1637

Email: jack@njgca.org



Bob Quirk: Territory Manager for Bergen, Hudson, Part of Essex (Northern Half)

Cell: 201-214-8836

E-mail: bob@njgca.org



Frank Stewart: Territory Manager for Morris, Sussex, Warren, Hunterdon, Passaic

Cell: 973-234-7403

Email: frank@njgca.org



Don Stohrer: Territory Manager for Monmouth, Mercer, Somerset

Cell: 732-539-2955

Email: don@njgca.org



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NJGCA TRAINING SCHEDULE

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 07087
November: 3, 5, 10, 12, 17 and 19th

NJGCA Headquarters
66 Morris Avenue
Springfield, NJ 07087
December: 1, 3, 8, 10 15 and 17th

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

NJGCA ETEP Training Classes

NJGCA has an approved course for the ETEP training and will begin ETEP Courses in January 2010. The first class will be held at our Springfield Headquarters while a second class will be held in Monmouth County. Other class dates will follow.

We have a list of individuals waiting to begin this class; to make sure your spot is held, please contact Debbie Hill at 973-376-0066 x 203 or by email debbie@njgca.org for all class dates, prices, and related information.

IT HAPPENED IN OCTOBER!

- Oct. 2, 1908: Henry Ford introduced the Model T automobile**
- Oct. 3, 1979: George Washington proclaimed the first National Thanksgiving**
- Oct. 3, 1990: Official reunification of Germany**
- Oct. 5, 1921: The first radio broadcast of the World Series occurred**
- Oct. 8, 1860: A telegraph line opened from LA to San Francisco**
- Oct. 9, 1888: Washington Monument opened to the public**
- Oct. 12, 1792: First celebration of Columbus Day in America held in New York City**
- Oct. 15, 1878: Edison Electric Light Company was founded at 65 Fifth Ave, New York**
- Oct. 17 1931: Al Capone convicted of income-tax evasion**
- Oct. 21, 1879: Edison invented the working electric light**
- Oct. 21 1915: The first transatlantic radio telephone was made**
- Oct. 23, 1915: 25,000 women marched in New York City demanding the right to vote**
- Oct. 29, 1929: The New York Stock Market crash occurred**



LETTERS TO THE OTR EDITOR



Dear Mr. Risalvato:

This letter is intended to express my appreciation for service that was provided to me by your association. In particular I would like to acknowledge one of your employees who was of great help to me with a problem I was having with MVC. My situation was handled by Ms. Debbie Hill who was very polite and took the time to understand my full situation. I really felt like she cared about my business and it was a pleasure to deal with. It's a pleasure to find an organization that fosters that kind of work ethic and dedication in their employees.

I would like to sincerely thank you and NJGCA for the way you respect your members and go the extra mile.

Sincerely,
Eugene Fiorentino
Gene's Auto Service
Jersey City, NJ

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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