

OCTOBER 2016

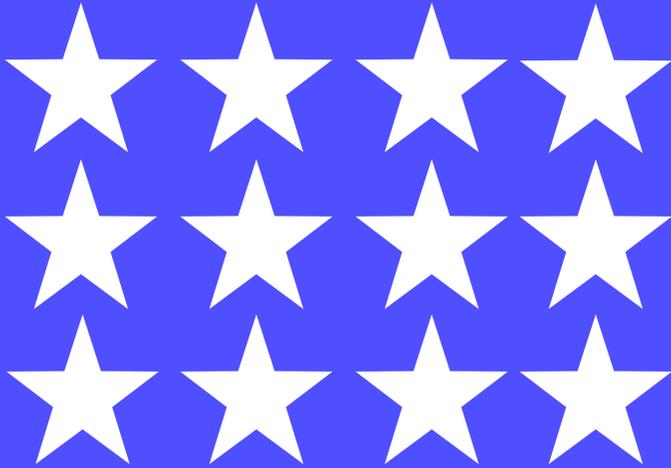


VOLUME 8 - ISSUE 4

ON THE ROAD

THE OFFICIAL COMMUNICATION OF THE NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION
www.NJGCA.org

\$5.95



DECISION 2016

VOTER GUIDE

2017 Kickoff ~ Nov. 30, 2016 Gasoline and C-Store Summit!

NJ Department of Environmental Protection
Operator Training to Keep Your Business in Compliance
Learn about NEW Underground Storage Tank Regulations

- *Office of Weights and Measures***
- C-Stores: Product Labeling, Tare Weights, Pricing
 - Gas Stations: Pump Regulations, Co-mingling, Pricing

Credit Card Issues -- EMV Compliance, Skimming, Fees

Celebrating NJGCA's 80 year anniversary!

GILL ENERGY

Getting You There



- Extensive network of company/dealer operations
- Rack supply contracts with Sunoco, BP, ExxonMobil and 76
- Lowest prices on unbranded fuel
- Equipment purchase programs
- Provide maintenance, station upgrade, environmental and financing support
- Engineering and Zoning Assistance for new sites

Gill Energy
732-696-2201
www.gillenergy.com

NJGCA *ON THE ROAD* TABLE OF CONTENTS

- P. 4 - Message from the Executive Director
- P. 5 - Department of Labor Q & A
- P. 6 - New Federal Rules Governing Overtime
- P. 7 - NJGCA Diner Tour 2016-2017
- P. 8 - Legislative Roundup
- P. 10 - Fall/Winter Training Class Schedule
- P. 11 - NJGCA Voter Guide 2016**
- P. 12 - What District Do I Live In?**
- P. 15 - Who Are The Candidates?**
- P. 16 - What Issues Did My Representative Vote On?**
- P. 18 - NJGCA Candidate Survey Questions & Results**
- P. 20 - Gasoline and C-Store Summit - 2017 KickOff!
- P. 27 - NJGCA Member Organizes Event with Children with Brain Injury
- P. 28 - Hot Topic: Disposing of Used Oil and Used Oil Filters
- P. 30 - \$ave Money with NJGCA MBPs



NJGCA
4900 Route 33 West, Suite 100
Wall Twp, New Jersey 07753
(732) 256-9646 | www.njgca.org

ABLE-TECH

INFORMATION MANAGEMENT SERVICES

COMPUTERS & SOFTWARE

**Specializing in
gasoline, auto repair,
& convenience stores**

POS Interfaces

Barcode Scanning

**Quickbooks
Setup & Training**

BUSINESS SERVICES

Bookkeeping Reviews

Theft Analysis

Inventory Control

**Productivity and
Efficiency Tools**

**Computer Training
and Maintenance**

VIDEO SYSTEMS

Internet Accessible

Sound Capability

**Record & Search
Cash Register
Transactions**

4 - 32 Cameras

New or Upgrades

call DAN GOFF

800 - 231 - 9969



Message From Executive Director Sal Risalvato

ELECTIONS DO MATTER!

This issue of *On the Road* is always the one when I pontificate about the virtues of citizenship in the United States and how precious many in the world view our right to vote, thereby selecting our leaders, and theoretically determining our own destiny. How lucky we are, yet too many of us take it for granted, ignoring the precious nature of our privilege.

So yes, of course I must pontificate at least a little, as I do look forward to writing this issue every year.

I know that I am not the only person who has noticed the craziness of this year's Presidential Election. Even those who generally don't pay much attention to elections have noticed. As a student of elections and of history, I myself am utterly stunned, and generally speechless as to the happenings in this election cycle. Political science has been thrown out the window, and even the experts who are much smarter than me have been stumped. NO ONE would have predicted that Donald Trump would be the candidate to face off with Hillary Clinton. The election for president has sucked all of the oxygen out of the room leaving little attention to be paid to others who are being considered for elected office, such as your representative to the U.S. House of Representatives in Washington.

As in every Voter Guide issue that I have presented to you, I must reiterate these words: I can not tell you who to vote for, but I certainly can give you the information so that you can make an informed decision, and then you can vote for the best candidate. Do I want to tell you who to vote for? You bet I do. But it would be highly inappropriate for me to do so.

Does it make a difference who you vote for? YES!

Here is one perfect real life instance where voting for a candidate can make a difference to you. The importance of this will be recognized by those of you who operate repair shops; I understand that those of you who operate a convenience store may not have the same appreciation for this example.

Last year, NJGCA was battling to block a proposal in Congress and supported by President Obama to require mandatory manual tire registration for every tire you sold. NJGCA and our friends at WMDA led the battle that resulted in a successful outcome that benefited every shop across the country that sold tires. BUT it was two Members of Congress from NJ who were instrumental in protecting us from this burdensome regulation. Both of those Congressmen are up for re-election this year and certainly NJGCA members should take in to consideration their actions when they go in to the voting booth. If you vote in District 6 then you should know that Frank Pallone was a key friend to NJGCA, and if you vote in District 7, then the same goes for Leonard Lance. I can't tell you to vote for them, but I sure can let you know how much they have helped NJGCA and our members.

Getting back to the Presidential Election, it is impossible not to comment on the obvious. Never in our history has there been an election that featured two candidates who are as universally disliked by so many of the citizens. Hillary Clinton was presumed to be the Democrat candidate for several years so it is not a surprise that she is the nominee. The Clinton's have a long and storied history that will be studied by historians and

political scientists for years to come. What was not expected several years ago is that Hillary Clinton would be so universally disliked, and mostly mistrusted.

What also was not expected is the emergence of Donald Trump as the Republican nominee. The chaos in the Republican Party was propagated by a dissatisfaction and also a mistrust of party leaders who have been tagged as "not keeping their promise" to take on issues that would reverse the direction that President Obama has taken our country. Anger boiled over so that essentially what amounts to only 40% of the party's support resulted in the candidacy of an extraordinarily disliked nominee. Voters either love Trump or hate Trump. I believe that the Trump Movement is a result of what I have learned in world history as "when the stomach is hungry, the mind will swallow anything." People WANT to believe what Trump says and are willing to ignore his bad behavior and rude temperament, even if what he is saying is factually incorrect.

How does the Presidential Election affect NJGCA members? I am not so sure. Will one candidate's promise to over turn ObamaCare matter? Maybe. Not that overturning ObamaCare wouldn't be a good thing, I just wonder, "how likely is that to happen"? I am not sure that I can be very helpful guiding you in the race for president.

However, please review the information that we have provided for you in this Voter Guide. This is the best and most comprehensive means that we have to educate you about those who are seeking elected office and asking for your vote. If the information here is not enough to help you, then you can always call the office and I will be happy to pontificate in detail my thoughts on the upcoming election. Just make sure that you have a lot of time when you call!

I would like to switch gears a bit to alert you to a day-long conference being planned for you. NJGCA will KICKOFF 2017 with a **Gas Station and Convenience Store Summit on November 30th**. You may remember that we had a similar Summit for our Repair Shop members back in February that was very successful.

We are planning a host of speakers from various NJ Government enforcement agencies that will give you updates on regulations that you need to comply with in order to avoid costly penalties. We are also inviting Lieutenant Governor Kim Guadagno to be our honored guest and luncheon speaker. NJGCA is making a big effort to work through the details of having Lieutenant Governor Guadagno manage an extremely busy schedule to spend some time with you. Stay tuned for details and updates.

It is always a good idea to bring NJGCA members together to listen to experts on issues of importance to your business, and also for YOU to discuss these issues with your colleagues. The idea that without NJGCA you are by yourself stranded on an island is the whole reason why you must attend programs like that this we plan. NJGCA will erase any notion that you are alone on an island and prove that you are amongst an army of like-minded colleagues that, when banded together, provide not just strength, but the credibility to advocate effectively for you in the public arena. Hence, our tag line, "Membership in a Strong Trade Association is the Best Investment That You Can Make!"



US Department of Labor Question & Answer



Member questions are submitted to Debbie Hill, NJGCA's Director of Member Services, and then forwarded to John Warner of the USDOL. John's answers are published below:

MEMBER QUESTION: Debbie, is there a training wage? Let me explain why I ask... At my gas station I am looking to hire a new service attendant. The new service attendant will most likely be a junior or senior in high school (16 to 18 years of age). Since this will be his first job as a service attendant there will be training period of two weeks or so. I will have to have two people working the same shift during this training time. Is there a "training wage" that I can use for the new hire?

I understand the minimum wage of \$8.38 per hour. But can I pay the trainee say \$6.00 for the first two weeks he is working and if he decides to stay on after the two weeks he would start at the \$8.38 per hour? Please advise.

WARNER: This is one of those instances where New Jersey law may conflict with the federal FLSA. The FLSA answer to your question is "Yes." The youth minimum wage is authorized by Section 6(g) of the FLSA, as amended by the 1996 FLSA Amendments. The law allows employers to pay employees under 20 years of age a lower wage for a limited period -- 90 calendar days, not work days -- after they are first employed. Any wage rate above \$4.25 an hour may be paid to eligible workers during this 90-day period. Only employees under 20 years old may be paid the youth minimum wage and only during the first 90 consecutive calendar days after initial employment by their employer. However, I don't believe paying the FLSA Youth Minimum Wage is permissible under NJ state law. Thus, the member would likely be charged with a violation of the New Jersey Minimum Wage for paying any worker less than \$8.38 per hour.

ARE OIL PRICES SUCKING YOU DRY?

TAKE ADVANTAGE OF THE GREAT PROGRAM THAT PPC LUBRICANTS HAS PUT TOGETHER ESPECIALLY FOR NJGCA MEMBERS.

LEARN MORE ABOUT...

- DRIVING NEW CUSTOMERS TO YOUR REPAIR FACILITY
- IMPROVING CUSTOMER RETENTION AND SATISFACTION
- CONSUMER INCENTIVES AND PROMOTIONS

NJGCA Members report saving over \$2,000 / year

Contact Gene Nace
Phone: (717) 215-7253
gnace@ppclubricants.com



NEW FEDERAL RULES GOVERNING OVERTIME!

THIS IS CRITICAL FOR THOSE WHO HAVE SERVICE MANAGERS OR STORE MANAGERS OR SHIFT MANAGERS OR ANYONE WHO IS PAID ON A SALARY BASIS!

We've mentioned several times over the past year that President Obama was preparing to take things into his own hands with regard to **overtime regulations**. He did what he promised, and new overtime regulations have been formally adopted. This is strictly an Executive Action being taken by Obama, and never went through normal legislative or regulatory channels. Obama is to blame and no one else! Here's what you need to know:

To be exempt from minimum wage and overtime rules under the Fair Labor Standards Act (FLSA) an employee must meet both the salary basis and duties test under the FLSA. The new rules applicable to the White Collar Exemptions under the FLSA become effective as of December 1, 2016.

The rules raise the salary basis test from \$455 per week to \$913 per week. This means that if you want an employee to remain exempt from minimum wage and overtime provisions of the FLSA, that employee needs to be paid at least \$913 per week and meet the duties test under the FLSA. It is not enough, however, to simply meet the salary basis test.

The key provisions of the final rule are as follows:

1. The new rule goes into effect December 1, 2016.
2. The new guaranteed salary requirement is a minimum of \$913.00 per week (\$47,476.00 annually). This salary requirement applies to the Executive, Administrative and Professional Exemptions, including salaried managers and assistant managers.
3. For the Highly Compensated Exemption, the new salary requirement is \$134,004.00.
4. The final regulation establishes a mechanism to update the salary requirement level every three (3) years.

Of noted importance, and as it relates to the Executive, Administrative and Professional Exemptions (Highly Compensated excluded), is the ability for the employer to apply Non-Discretionary Bonuses and Incentive Payments (including a valid commission payment) to satisfy up to 10% of the guaranteed salary level requirement of \$47,476. Non-Discretionary Bonuses and Incentive Payments, such as commissions, must be well defined and meet the DOL's requirements under the regulation.

The DOL did not change any of the White Collar Exemption duties tests. Further, the DOL permits the compliant use of the Fluctuating Workweek Method of Payment which is a pay plan that may be recommended for select positions/cases.

What Employers Should Do NOW! BEFORE DECEMBER 1, 2016

1. Assess current liability by conducting a thorough review of salaried positions. Discuss and confirm appropriate application of the White Collar Exemptions based on the duties test alone. (Your employees are most likely all blue collar).
2. Assess the hours of work performed by those salaried positions of which their current salary is less than the new guaranteed salary requirement. Determine if the position(s) can be limited to 40 hours of work or less per work week.
3. If necessary, and based on if hours worked exceed 40 in a work week (overtime), consider altering the position's compensation structure to ensure compliance:
 - o Increase the guaranteed salary to the new required threshold of \$47,476.00.00 (\$913.00 per week). It is important to note that simply increasing the salary may not make the position exempt from overtime. The position must also meet the duties tests as outlined in the White Collar Exemptions.
 - o Change the salary to an hourly rate of pay with overtime (1½ times the regular rate of pay) for any hours that exceed 40 in a work week.
 - o Implement the Fluctuating Workweek Method of payment. This method of payment provides a guaranteed salary per week with a straight time earnings calculation providing half (1/2) time for hours that exceed 40 in a work week.
 - o Revise the current pay plan implementing a Non-Discretionary or Incentive element applying up to 10% to the salary threshold.

NJGCA DINER TOUR 2016-2017

COMING SOON TO A TOWN NEAR YOU!

One Attendee at Each Meeting will Win a \$50 Gift Card from NJGCA!

WHO: YOU!... And NJGCA Staff, Executive Director Sal Risalvato, and Valued Member Benefit Partners!
Bring your fellow small business owners to show them what NJGCA is all about!

WHAT: Breakfast meetings all around the State, sponsored by our Member Benefit Partners and **FREE for all attendees!** **PLUS, ONE MEMBER AT EACH MEETING WILL WIN \$50 FROM NJGCA!**

WHEN: 9:30 - 11:00 AM

Middlesex County

Weds. November 9, 2016
Colonial Diner & Lounge
560 Highway 18 N.
East Brunswick, NJ 08816

Bergen County

Weds. December 7, 2016
The Candlewyck Diner
179 Paterson Avenue
East Rutherford, NJ 07073

Passaic County

Weds. January 18, 2017
Park Wayne Diner
721 Hamburg Turnpike
Wayne, NJ 07470

WHY: We want to hear from our members!

DETAILS: Join us for a **FREE breakfast!** Hear an update from Sal and share your questions, concerns, and comments.

- Participate in roundtable discussions with NJGCA staff and fellow business owners about issues and events important to your business!
- Meet Member Benefit Partners and learn how to save money and take full advantage of your NJGCA Benefits.

Please RSVP with an email to jacy@njgca.org or call 732-256-9646. We look forward to seeing you!



Roxbury raffle winners Jeff Bendix of Newton Gulf in Newton (left, with NJGCA's Debbie Hill), and Brian Dixon of West 10 Tire Center in Succasunna (below, with Chris Schmid of Hough Petroleum).



Topics of Discussion Include:

- Self-Serve Gasoline in NJ?
- New Emissions Inspection Program
 - \$15/Hour Minimum Wage
 - Mandatory Paid Sick Leave
- Increasing Tobacco Restrictions
- Regulations for Scrap Tires



Important Issues Affecting Your Business

by: Eric Blomgren

23¢ GAS TAX INCREASE

Days before this issue of the OTR went to print, the news broke that Governor Christie, Senate President Sweeney, and Speaker Prieto had reached a compromise deal on funding the Transportation Trust Fund (TTF). Here are the details of the plan: The tax on a gallon of gas will increase 23¢ a gallon on November 1, 2016. Diesel fuel will see an increase of 27¢ a gallon, although this increase will be phased in. There will be no increase until January 1, 2017, when a portion of the increase will hit, and the remainder will go into effect July 1st. In each case, there will be a floor tax, meaning you will be expected to pay the state Treasury the amount of the new tax for any applicable fuel you have in the ground the moment the new rate goes into effect. Don't forget to raise your price!

The money will be dedicated to a road funding program totaling \$2 billion per year for eight years. Though we pushed over the summer to lower the 23¢ number, the road funding advocates would not budge. In private conversations, many admitted that they had wanted a much larger increase, in the neighborhood of 40¢ a gallon. It is also a victory for us that the final funding plan is merely an increase in the existing tax, and not the sales tax on gas, as was heavily discussed last year. There was also a very real possibility that instead of coming to a deal, the state would have taken on about \$3 billion in new debt to cover TTF funding for two years, and then the next Governor would have raised the gas tax 30¢ a gallon with no tax cuts. This TTF funding program is an eight year plan, meaning we will not have to worry about the gas tax for some time.

On the tax cut side, the major victory was the COMPLETE ELIMINATION OF THE ESTATE TAX. The New Jersey estate tax currently hits any estate worth over \$675,000. Every business owner in the state is at risk of being hit by the estate tax. ***The exemption will be raised to \$2 million on January 1, 2017 and then eliminated completely effective January 1, 2018 (just 3 weeks before Governor Christie leaves office).***

At Gov. Christie's insistence, there will also be a cut to the state's sales tax. On January 1, 2017 it will shrink from 7% to 6.875%. On January 1, 2018 it will lower again to 6.625%; make sure to adjust your collections accordingly.

Retirees will get a boost as well. Currently, the state taxes any retirement income over \$20,000 per couple and \$15,000 for an individual. Now, that exemption will be raised to \$100,000 a year per couple, \$75,000 for an individual and \$50,000 for a married person filing separately. Veterans of any age will also be eligible for an income tax exemption. Finally, the Earned Income Tax Credit for low-income workers will increase from 30% of the federal level to 35%. A separate bill giving distributors a refund on the taxes they paid for certain sales of fuel to retailers who went out of business was also made law.

Stay tuned to your email for more specifics on this plan and its effects on your business as they become available.

\$15 MINIMUM WAGE

Last month, Governor Christie publicly vetoed a bill which would increase the minimum wage to \$15 an hour, and he promised that he would actively fight any attempt to change the law through the ballot box. Following his veto, it was confirmed that the leaders of the Legislature were going to move forward with an attempt to put the issue before the voters. The plan hit a snag, however, in early September. The amendment was scheduled for a hearing in the Senate Labor Committee but was pulled the night before because of internal disagreements over who to exempt from the \$15 level. Some Democrats believe that farm workers and those under a certain age should be given an exemption from the \$15 rate, while the progressive advocates pushing the issue believe no one should be exempt. In order for the issue to be on the ballot in November 2017, it needs to pass the Senate and Assembly before the end of this year, and pass again next year.

Under the current minimum wage law, the rate is to be changed every year based on increases in the Consumer Price Index (CPI). Last year, the state Department of Labor determined that inflation was so low that an increase was not needed in 2016. ***It was just announced that there will be an increase of 6¢ an hour for 2017, bringing the minimum wage to \$8.44 an hour, effective January 1, 2017. Make sure you inform your payroll company, as most will not change your pay rates without your permission.***

INSPECTION UPDATE

In a case of government inaction at its worst, the future of the state's inspection program remains up in the air. As you know, the changes to the inspection program were continually and unnecessarily delayed over the course of several years. The RFP for the new program was announced back in December, and bids were due in February. State officials hoped not only that the program would be awarded by now; it would be fully in place. They apparently did not count on the significant complications that have taken place in the process of awarding the contract. It looks like the current system will continue to operate, with Parsons as the contractor, for an unknown amount of time, despite the fact that their contract expires in November and theoretically cannot be extended.

Through an open public records request, NJGCA has learned that four (4) companies placed bids to operate the NJ program. Three (3) of them submitted proposals with roughly the same costs to the State. The one that did not, SGS, came in at literally half the cost to the State as the other companies. Naturally, the State wanted to go with the cheapest option. The other bidders, however, are disputing the State's decision, saying it is not possible for SGS to run the program at the extremely low price they are offering, especially since they do not currently operate any other inspection programs. It is possible that the State will be sued over their selection, and if they lose, the contract will likely be given to the second-place bidder, Opus. Opus operates more inspection programs in the nation than any other bidder, and while their price to the State was higher than SGS, it was cheaper for PIFs than the SGS price, so it is possible that all these delays will wind up being

to the benefit of PIFs. The new contract specified that instead of a flat monthly fee for PIFs to pay (as is currently the case), there will be a fee-per-transaction. Opus is proposing \$1.54 per transaction, while SGS wants to start at \$2.05 and increase it every year until it hits \$2.35, while Parsons bid \$2.29.

MANDATORY PAID SICK LEAVE

At the state level, there has been no further movement on the issue of mandatory paid sick leave for all employees. At the local level, the city of Morristown recently enacted an ordinance requiring all businesses to provide this paid time off to their employees. The following NJ cities now have these laws, in some form, on the books: Newark, Jersey City, Irvington, East Orange, Montclair, Bloomfield, Paterson, Passaic, Trenton, New Brunswick, Elizabeth, and Plainfield.

SELF-SERVE

While there has been no movement on a bill to legalize the option of self-serve gas, there has been much discussion of the issue. Gov. Christie was broadly supportive of the concept at one of his town halls, saying "there's not a public policy reason why we don't pump our own gas". Senate President Sweeney reiterated his personal opposition to the issue, claiming it shouldn't be passed because the savings will all be pocketed by retailers. In reality, the force of competition will ensure that self-serve savings are passed on, just as that force prevents retailers from selling gas for \$5 a gallon and pocketing the extra revenue. The state's largest radio station, NJ 101.5, has also done numerous segments on the issue, with hosts and callers mostly in favor of legalization.

REMINDER: NEW OVERTIME RULES

Despite the objection of virtually every business group in the nation, the Obama Administration's new overtime regulations will go into effect on December 1. Up until now, the threshold salary at which an employee was not eligible for overtime was \$23,660 per year (\$455 per week). That number has been increased dramatically to \$47,476 per year (\$913 per week), and it will automatically increase incrementally every year based on DOL formulas regarding the national median wage. This means that a salaried manager making less than \$913 a week will now be eligible for overtime pay for any hours they work in a week over 40. Depending on your business, you need to consider either raising their pay to that level or taking them off salary and paying them an hourly wage while strictly monitoring their hours.

UNSAFE TIRES

In September, A-3896 passed the Assembly Consumer Affairs Committee. This bill would ban the sale of any tire intended for use on a motor vehicle if the tire was unsafe for usage on the road. The bill specifically defines what an unsafe tire is, including if the tread depth is less than 1/16 inch or if any reinforcing plies of the tire are exposed. Used tires that are this unsafe should not be sold or installed by honest repairers to begin with, and those individuals who would sell an unsafe tire not only give the industry a bad name but also give themselves a competitive advantage over their more honest competitors who would scrap such a tire. NJGCA supported the bill in Committee.

URBAN ENTERPRISE ZONES

In September, Governor Christie surprised some by vetoing a bill that would have extended the Urban Enterprise Zone (UEZ) program for an additional ten years. There are 27 UEZs in urban areas of the state where, among other benefits, the sales tax rate is only 3.5%. The program was meant to

be temporary when it was created thirty years ago, but has been extended whenever the zones were about to expire. The Governor called the program a failed experiment and said that eliminating it will generate \$2.3 billion in the next ten years. Supporters of the program have said that they will push a compromise piece of legislation, and if that fails they will try to override the Governor's veto. If that does not happen, then on January 1, 2017 the first 5 UEZs will expire (Newark, Trenton, Plainfield, Camden and Bridgeton). More will expire every year after that.

STAGE II VAOPR RECOVERY REPEAL

As we reported last quarter, DEP announced that they will work aggressively to ensure that all Stage II requirements are eliminated within the next year. The final language of the proposal is still being worked on, but it looks like vacuum-assist systems will need to be decommissioned while balance-assist systems can be removed or left on the pump at the discretion of the station owner. We are also working with the Administration in the hopes of finding a way to immediately lift the requirement for Stage II on new pumps. **If you plan to purchase new pumps, then pay close attention to your weekly Road Warrior email in the coming weeks before purchasing new Stage II equipment that you may have to remove in a year.**

POLITICAL UPDATE

Though more than a year away, the race to be the next Governor of New Jersey is already heating up. The general consensus is that due to Gov. Christie's unpopularity (26% approve, 69% disapprove in the last poll) it is very likely that the next Governor will be whoever wins the Democratic nomination in June. One candidate has already declared he is running and is beginning to make real headway: Phil Murphy. Mr. Murphy is independently wealthy after a successful career at Goldman Sachs and previously served as US Ambassador to Germany. He received a huge boost in late September when Jersey City Mayor Steve Fulop announced that he would not run himself, and instead backed Murphy. Not long after, Senate President Steve Sweeney announced that he intends to seek re-election as Senate President, and will support Murphy's gubernatorial bid, making Murphy the clear front-runner. State Senator Ray Lesniak and Assemblyman John Wisniewski are also potential candidates.

The Republican frontrunner seems to be Lieutenant Governor Kim Guadagno. Other candidates may include Assembly Republican Leader Jon Bramnick and Assemblyman Jack Ciattarelli. The biggest potential wildcard in the race would be if Governor Christie were to resign from office before the end of his term, either because he joins the administration of a President Trump or because of more fallout from the Bridgegate trial. In that case, Lt. Gov. Guadagno would have almost a full year as Governor to define herself and perhaps be elected in November 2017.

NJGCA PAC

If you have not made a contribution so far this year to the NJGCA Political Action Committee, please do so. These funds are necessary in supporting our allies and friends in the Legislature, those who oppose the \$15 minimum wage, want to repeal the estate tax, want to legalize self-serve, and more. You can make a check out to NJGCA PAC and mail it to 4900 Route 33, Suite 100, Wall Twp., NJ 07753.

Fall/Winter 2016 TRAINING CLASS SCHEDULE

**Classes will be held at NJGCA Headquarters
4900 Route 33 West, Wall Township, NJ 07753**

Call Debbie at 732-256-9646 or email debbie@njgca.org to register

1. RE-CERTIFICATION for Emission Repair Technicians

****Starting Immediately -- Please Call Today****

This is the NJ DEP approved re-certification class for Emission Repair Technicians. It includes NEW ETEP Sections 8, 9 and 10 (Advanced Gasoline Technologies, Advanced Light Duty Diesel, and Hybrid/Electric Technologies).

FEES: NJGCA Member = \$635 Non-Member = \$765

CLASSES: FOUR (4) Full Days from 9 AM to 5 PM (Tuesdays)
****November 1st, 8th, 15th and 22nd****

2. PIF/DEIC - NJ Emissions Training Class for Inspectors

To be licensed as a Motor Vehicle Emissions Inspector, you must complete this course and pass a "Written Exam" given by the State of New Jersey. NJGCA offers this training in a ONE DAY State approved training program that will provide an understanding of inspection related issues including EPA Regulations, Safety, Diesel, Customer Service, and the New Jersey State Specific Curriculum. **This specially tailored NJGCA course fulfills all requirements.**

Class Date: Tuesday, December 6, 2016

Class Time: 6:30 AM to 3:00 PM (Donuts & Coffee and Pizza & Soda provided)

Class Fees: Members = \$250 Non-Members = \$300

Manuals are included and payment is due upon registration. We accept credit cards.

****PLUS** License Fee of \$50.00 ... check made payable to NJ MVC**

**** Note ****

NJGCA is happy to arrange Emission Repair Training at YOUR shop. Minimum of FIVE (5) students is required.

WE WILL TRAVEL TO YOU!

Please call Debbie Hill at 732-256-9646 to set it up.

DECISION



2016



THE NJGCA VOTER GUIDE

By: Eric Blomgren

On Tuesday November 8, tens of millions of Americans will go to the polls to vote for their representatives in government. The most high profile race, of course, is the race for the next President of the United States. The Democratic and Republican Parties have managed to nominate as their candidates the two most unpopular nominees since polling began in the 1950s. The result of this is a fairly close race with about 15% of voters picking a third party option, primarily Libertarian Party nominee and former New Mexico Governor Gary Johnson. As in the last several elections, New Jersey is expected to vote for the Democratic nominee, and neither campaign is spending much money to try and make the state competitive.

Technically, the Presidency is not decided by who gets the most votes, but, by the Electoral College. This is a complicated mechanism designed by the authors of the Constitution as a further check-and-balance. In the first several presidential elections, average voters had very little input. It was not until the 1824 election that most states had given the right to vote for president to all white male citizens. The Electoral College was designed to ensure the continued influence of the states as well as to protect against a "tyranny of the majority" in which simply having 50.1% support for something or someone was enough to dramatically rewrite society. Institutions were set up to force temporary outrage among the mass public to cool before large scale changes could be enacted. This is one of the reasons why Congress is so slow to pass legislation.

Through the Electoral College, every state is given a number of votes based on how many members it sends to the two houses of Congress. Every state gets at least 3 (two senators and at least one House member). New Jersey has 14 electoral votes. There are a total of 538 possible votes, and in order to be elected President a candidate needs to get a majority, 270. Whoever gets the most votes in a state gets all of that state's electoral votes. (The exceptions are Nebraska and Maine, which award individual votes based on congressional district -- it is possible that Trump will pick up one vote from rural Maine and Hillary may pick up one vote from Omaha, NE). "Swing states" are those states where support for the two leading candidates is most evenly divided. If a candidate gets one more vote than the other, they get all of that state's electoral votes. The most competitive states this year are Ohio, Florida, North Carolina, Pennsylvania, New Hampshire, Iowa, Colorado, and Nevada. Trump would need to win almost all of those states in order to be elected, while Hillary only needs two or three.

There is no race for the US Senate in New Jersey this year, meaning the next race down the ballot will be for your member of the House of Representatives. New Jersey is split into 12 districts and all 12 incumbents (6 Republicans and 6 Democrats) are running for another two year term. Republicans currently hold a 247-188 majority in the House of Representatives.

All 24 candidates for the US House were sent a survey from NJGCA asking for their stance on some of the federal issues that affect NJGCA members. Unfortunately, most of these candidates have a policy of not filling out surveys in order to give themselves the maximum flexibility when it comes time to vote on an issue. Special thanks to those that did return their surveys, especially Rep. Scott Garrett (R-5), who is in the most competitive of the state's House races.

NJGCA also gives special thanks to Representatives Frank Pallone (D-6) and Leonard Lance (R-7) for their help on the issue of mandatory tire registration. You may recall efforts late last year to bring back mandatory tire registration for all tires sold in the US. NJGCA worked with these two Congressmen on the issue and with their support, especially that of Congressman Pallone, we were able to get an amendment added to the final bill which lessened the negative effects.

Though elections for the NJ State Legislature occur in odd-numbered years, there are three special elections on the ballot this year. Senator Peter Barnes from the 18th District was appointed to become a judge earlier this year and his seat was filled by Assemblyman Pat Diegnan (a longtime NJGCA ally who sponsored Right of First Refusal in 2009). The vacancy in Asm. Diegnan's seat was then filled by Edison Councilman Robert Karabinchak. Assemblywoman Grace Spencer was also appointed to a judgeship, and she was replaced by Essex County Freeholder Blonnie Watson. These replacements are all facing special elections in their districts. In the 18th District (Edison, Metuchen, South Plainfield, Highland Park, East Brunswick, South River, and Helmetta) Senator Diegnan (D) is being challenged by Roger Daley (R). Asm. Karabinchak (D) is being challenged by Camille Ferraro Clark (R). In the 29th District (Newark and Belleville) Asw. Blonnie Watson is being challenged by Ronda Morrison (R).

There are also two public questions on the ballot which will amend the New Jersey State Constitution if passed by a majority of voters. Question #1 would allow the construction of 2 casinos in North Jersey. One would almost certainly be in the Meadowlands and the other in Jersey City. Advocates support the measure because they say significant gambling revenue from North Jersey and New York residents is being lost to casinos in Pennsylvania, which is closer for many residents than Atlantic City. The new revenue generated by the state from taxes on gambling will be used for property tax relief for seniors and the disabled, some will be sent to Atlantic City as economic aid, and some will be used to support the horse racing industry. Opponents say these casinos will mostly take business from Atlantic City casinos and hurt South Jersey.

Question #2 will constitutionally dedicate all revenue from the excise tax on diesel fuel and all revenue from the petroleum products gross receipts tax to the Transportation Trust Fund (TTF). All current fuel tax revenues go to the TTF, but a portion is not required to do so. Now that the gas tax has been increased, these additional funds are not required to go into transportation funding, unless this amendment passes. 100% of revenue collected from fuel taxes should be dedicated to transportation funding, and for that reason NJGCA supports a YES vote on this public question.

This Voter Guide is intended to allow you to easily find out which candidates you'll be choosing from this November and where they stand on the issues most important to you. First, look up what district you live in, then who the candidates are. We've also listed their websites, so you can take a minute and check out where they stand on other issues that matter to you. After that, we have provided information on how they have voted on key issues in this session of Congress that affect your business, as well as their answers to our survey questions. Voting is one of the most important things you can do as a citizen, make sure you're informed when you do it!



WHAT DISTRICT DO I LIVE IN?

ATLANTIC COUNTY -- **2nd District:** Entire County

BERGEN COUNTY -- **5th District:** Allendale, Alpine, Bergenfield, Bogota, Closter, Demarest, Dumont, Emerson, Fair Lawn, Franklin Lakes, Glen Rock, Hackensack, Harrington Park, Haworth, Hillsdale, Ho-Ho-Kus, Lodi, Mahwah, Maywood, Midland Park, Montvale, New Milford, Northvale, Norwood, Oakland, Old Tappan, Oradell, Paramus, Park Ridge, Ramsey, Ridgewood, River Edge, River Vale, Rochelle Park, Rockleigh, Saddle River, Teaneck (part), Upper Saddle River, Waldwick, Washington, Westwood, Woodcliff Lake, and Wyckoff. **8th District:** Fairview. **9th District:** Carlstadt, Cliffside Park, Cresskill, East Rutherford, Edgewater, Elmwood Park, Englewood Cliffs, Englewood, Fort Lee, Garfield, Hasbrouck Heights, Leonia, Little Ferry, Lyndhurst, Moonachie, North Arlington, Palisades Park, Ridgefield, Ridgefield Park, Rutherford, Saddle Brook, South Hackensack, Teaneck (part), Tenafly, Teterboro, Wallington, and Wood-Ridge.

BURLINGTON COUNTY -- **1st District:** Maple Shade and Palmyra. **2nd District:** Bass River and Washington. **3rd District:** Beverly, Bordentown City, Bordentown Township, Burlington City, Burlington Township, Chesterfield, Cinnaminson, Delanco, Delran, Eastampton, Edgewater Park, Evesham, Fieldsboro, Florence, Hainesport, Lumberton, Mansfield, Medford Lakes, Medford Township, Moorestown, Mount Holly, Mount Laurel, New Hanover, North Hanover, Pemberton Borough, Pemberton Township, Riverside, Riverton, Shamong, Southampton, Springfield, Tabernacle, Westampton, Willingboro, Woodland, and Wrightstown.

CAMDEN COUNTY -- **1st District:** Entire County except Waterford. **2nd District:** Waterford.

CAPE MAY COUNTY -- **2nd District:** Entire County.

CUMBERLAND COUNTY -- **2nd District:** Entire County.

ESSEX COUNTY -- **7th District:** Millburn. **8th District:** Belleville and Newark (part). **10th District:** Bloomfield (part), City of Orange, East Orange, Glen Ridge, Irvington, Maplewood, Montclair (part), Newark (part), South Orange, and West Orange (part). **11th District:** Bloomfield (part), Caldwell, Cedar Grove, Essex Fells, Fairfield, Livingston, Montclair (part), North Caldwell, Nutley, Roseland, Verona, West Caldwell, and West Orange (part).

GLOUCESTER COUNTY -- **1st District:** Deptford, East Greenwich (part), Glassboro, Greenwich, Logan, Monroe, National Park, Paulsboro, Washington, Wenonah, West Deptford, Westville, Woodbury, and Woodbury Heights. **2nd District:** Clayton, East Greenwich (part), Elk, Franklin, Harrison, Mantua, Newfield, Pitman, South Harrison, Swedesboro, and Woolwich.

HUDSON COUNTY -- **8th District:** Bayonne (part), East Newark, Guttenberg, Harrison, Hoboken, Jersey City (part), Kearny (part), North Bergen, Union City, Weehawken, and West New York. **9th District:** Kearny (part) and Secaucus. **10th District:** Bayonne (part) and Jersey City (part).

HUNTERDON COUNTY -- **7th District:** Entire County

MERCER COUNTY -- **4th District:** Hamilton and Robbinsville. **12th District:** East Windsor, Ewing, Hightstown, Hopewell Borough, Hopewell Township, Lawrence, Pennington, Princeton, Trenton, and West Windsor.

DECISION



2016



THE NJGCA VOTER GUIDE

MIDDLESEX COUNTY -- **6th District:** Carteret, Edison, Highland Park, Metuchen, New Brunswick, Old Bridge (part), Perth Amboy, Piscataway, Sayreville, South Amboy, South Plainfield, and Woodbridge. **12th District:** Cranbury, Dunellen, East Brunswick, Helmetta, Jamesburg, Middlesex Township, Milltown, Monroe, North Brunswick, Old Bridge (part), Plainsboro, South Brunswick, South River, and Spotswood.

MONMOUTH COUNTY -- **4th District:** Allentown, Avon-by-the-Sea, Belmar, Bradley Beach, Brielle, Colts Neck, Eatontown, Englishtown, Fair Haven, Farmingdale, Freehold Borough, Freehold Township, Holmdel, Howell, Lake Como, Little Silver, Manalapan, Manasquan, Middletown (part), Millstone, Neptune City, Neptune Township, Ocean Township, Red Bank, Roosevelt, Rumson, Sea Girt, Shrewsbury Borough, Shrewsbury Township, Spring Lake, Spring Lake Heights, Tinton Falls, Upper Freehold, and Wall. **6th District:** Aberdeen, Allenhurst, Asbury Park, Atlantic Highlands, Deal, Hazlet, Highlands, Interlaken, Keansburg, Keyport, Loch Arbor, Long Branch, Marlboro, Matawan, Middletown (part), Monmouth Beach, Oceanport, Sea Bright, Union Beach, and West Long Branch.

MORRIS COUNTY -- **7th District:** Chester Borough, Chester Township, Dover, Long Hill, Mine Hill, Mount Arlington, Mount Olive, Netcong, Roxbury, Washington, and Wharton. **11th District:** Boonton Town, Boonton Township, Butler, Chatham Borough, Chatham Township, Denville, East Hanover, Florham Park, Hanover, Harding, Jefferson, Kinnelon, Lincoln Park, Madison, Mendham Borough, Mendham Township, Montville, Morris Township, Morris Plains, Morristown, Mountain Lakes, Parsippany-Troy Hills, Pequannock, Randolph, Riverdale, Rockaway Borough, Rockaway Township, and Victory Gardens.

OCEAN COUNTY -- **2nd District:** Barnegat Light, Beach Haven, Eagleswood, Harvey Cedars, Little Egg Harbor, Long Beach Township, Ship Bottom, Stafford (part), Surf City, and Tuckerton. **3rd District:** Barnegat, Beachwood, Berkeley, Brick, Island Heights, Lacey, Lavallette, Mantoloking, Ocean Gate, Ocean Township, Pine Beach, Point Pleasant (part), Seaside Heights, Seaside Park, South Toms River, Stafford (part), and Toms River. **4th District:** Bay Head, Jackson, Lakehurst, Lakewood, Manchester, Plumsted, Point Pleasant Beach, and Point Pleasant (part).

PASSAIC COUNTY -- **5th District:** Ringwood and West Milford. **9th District:** Clifton, Haledon, Hawthorne, Passaic, Paterson, and Prospect Park. **11th District:** Bloomingdale, Little Falls, North Haledon, Pompton Lakes, Totowa, Wanaque, Wayne, and Woodland Park.

SALEM COUNTY -- **2nd District:** Entire County

SOMERSET COUNTY -- **7th District:** Bedminster, Bernards, Bernardsville, Branchburg, Bridgewater, Far Hills, Green Brook, Hillsborough, Millstone, Montgomery, North Plainfield, Peapack & Gladstone, Raritan, Rocky Hill, Somerville, Warren, and Watchung. **12th District:** Bound Brook, Franklin, Manville, and South Bound Brook.

SUSSEX COUNTY -- **5th District:** Andover Borough, Andover Township, Branchville, Frankford, Franklin, Fredon, Green, Hamburg, Hardyston, Lafayette, Montague, Newton, Sandyston, Stillwater, Sussex Township, Vernon, Walpack, and Wantage. **11th District:** Byram, Hopatcong, Ogdensburg, Sparta, and Stanhope.

UNION COUNTY -- **7th District:** Berkeley Heights, Clark, Cranford, Garwood, Kenilworth, Mountainside, New Providence, Scotch Plains (part), Springfield, Summit, Union Township (part), Westfield, and Winfield. **8th District:** Elizabeth. **10th District:** Hillside, Linden, Rahway, Roselle, Roselle Park, and Union Township (part). **12th District:** Fanwood, Plainfield, and Scotch Plains (part).

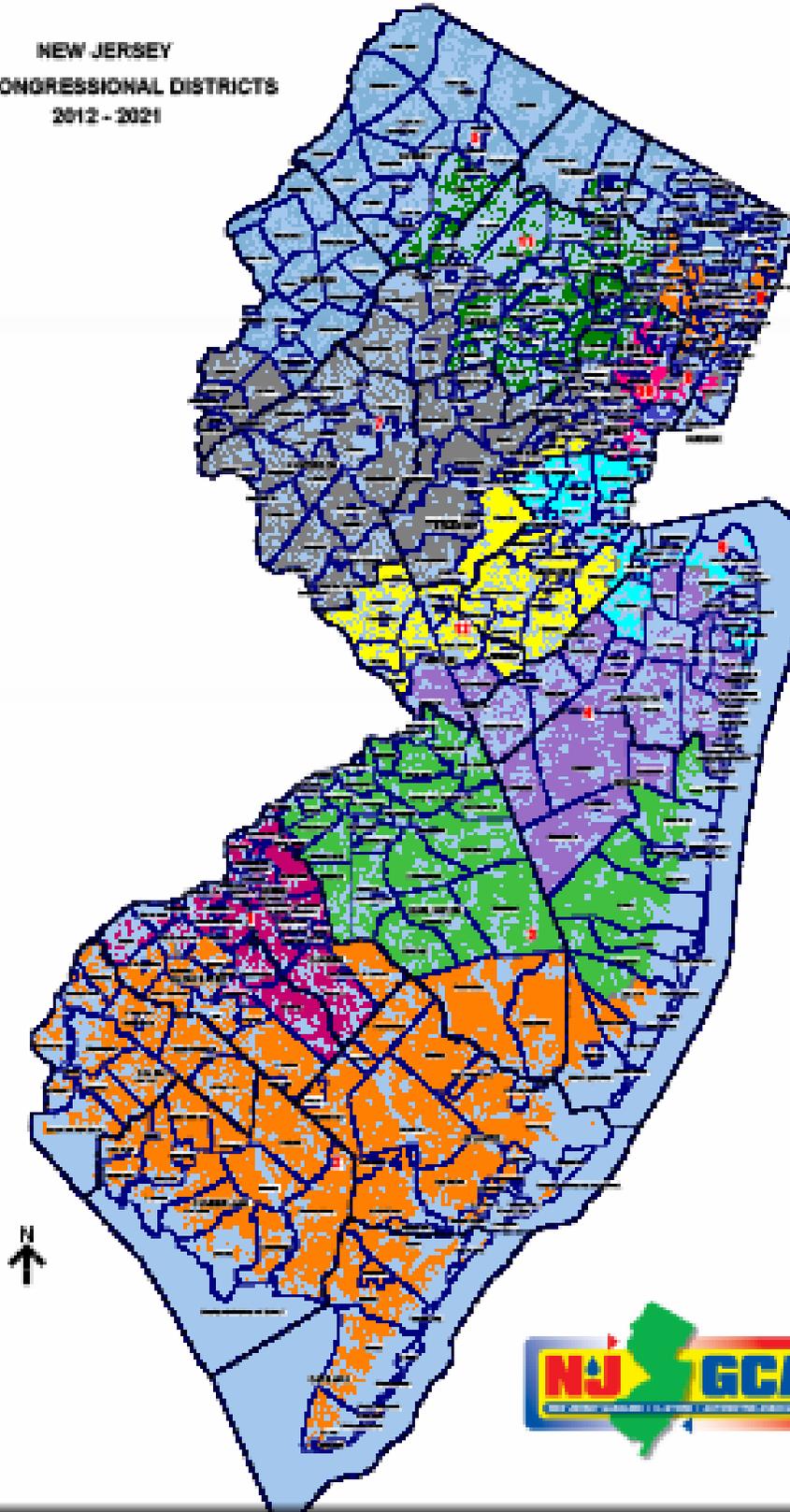
WARREN COUNTY -- **5th District:** Allamuchy, Belvidere, Blairstown, Frelinghuysen, Hackettstown, Hardwick, Hope, Independence, Knowlton, Liberty, Mansfield, Oxford, Washington Borough, Washington Township, and White. **7th District:** Alpha, Franklin, Greenwich, Harmony, Lopatcong, Phillipsburg, and Pohatcong.

DECISION 2016



THE NJGCA VOTER GUIDE

NEW JERSEY
CONGRESSIONAL DISTRICTS
2012 - 2021



DECISION 2016



THE NJGCA VOTER GUIDE

WHO ARE THE CANDIDATES?

Names in italics are incumbents running for re-election

PRESIDENT/VICE PRESIDENT

Fmr. Secretary of State Hillary Clinton/Senator Tim Kaine (Democrat) -- www.HillaryClinton.com
Donald Trump/Governor Mike Pence (Republican) -- www.DonaldJTrump.com
Governor Gary Johnson/Governor Bill Weld (Libertarian) -- www.JohnsonWeld.com

US HOUSE OF REPRESENTATIVES DISTRICT 1

Rep. Donald Norcross (D) -- www.DonaldNorcrossForCongress.com
Bob Patterson (R) -- www.BobPattersonForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 2

David Cole (D) -- www.ColeForCongress.com
Rep. Frank LoBiondo (R) -- www.LoBiondoForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 3

Fred LaVergne (D) -- www.FJL2016.org
Rep. Tom MacArthur (R) -- www.TMac4Congress.com

US HOUSE OF REPRESENTATIVES DISTRICT 4

Lorna Phillipson (D) -- www.PhillipsonForCongress.com
Rep. Chris Smith (R) -- www.SmithForNJ.org

US HOUSE OF REPRESENTATIVES DISTRICT 5

Josh Gottheimer (D) -- www.Josh4Congress.com
Rep. Scott Garrett (R) -- www.GarrettForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 6

Rep. Frank Pallone (D) -- www.PalloneForNewJersey.com
Brent Sonnek-Schmelz (R) -- www.Brent4Congress.com

US HOUSE OF REPRESENTATIVES DISTRICT 7

Peter Jacob (D) -- www.PeterForCongress.com
Rep. Leonard Lance (R) -- www.LanceForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 8

Rep. Albio Sires (D) -- no website
Agha Khan (R) -- www.KhanForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 9

Rep. Bill Pascrell (D) -- www.BillPascrell.com
Hector Castillo (R) -- no website

US HOUSE OF REPRESENTATIVES DISTRICT 10

Rep. Donald Payne, Jr. (D) -- no website
David Pinckney (R) -- no website

US HOUSE OF REPRESENTATIVES DISTRICT 11

Joseph Wenzel (D) -- www.Vote4Wenzel.com
Rep. Rodney Frelinghuysen (R) -- www.RodneyForCongress.com

US HOUSE OF REPRESENTATIVES DISTRICT 12

Rep. Bonnie Watson Coleman (D) -- www.BonnieForCongress.com
Steven Uccio (R) -- www.SteveUccio.com



THE NJGCA VOTER GUIDE

WHAT ISSUES DID YOUR REPRESENTATIVE VOTE ON?

We have only included those bills up for a vote within the past two years.

1. DEATH TAX REPEAL

H.R. 1105 would completely repeal the federal estate tax. Death taxes like this disproportionately affect small business owners attempting to leave their business to a sibling, child, or business partner. This is an especially damaging tax here in New Jersey, which levels its own estate tax as well as a separate inheritance tax. NJ is also a very high cost state, and the assessed value of a business combined with a house and a modest retirement savings can easily push an estate over the threshold. Many business owners must hire a financial planner or purchase extra insurance in order to ensure that their business will not have to be sold off in order for taxes to be paid. The bill passed the House 240-179 in April 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA's position.

2. LAWSUIT ABUSE REDUCTION ACT

H.R. 758 is aimed at reducing the number of frivolous lawsuits that virtually all businesses suffer from. Among other reforms, it would allow a judge who found a lawsuit to be frivolous to force the person who filed it to pay the attorney's fees and other costs for the target of the lawsuit. It passed the House 241-185 in September 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA's position.

3. MAKE PERMANENT SMALL BUSINESS EXPENSING

H.R. 2029 was also known as the "Protecting Americans from Tax Hikes Act of 2015" (PATH Act). Among other provisions, it included a permanent extension of Section 179 small business expensing. This provision provides certainty to business owners that they will be able to expense investments in their business of up to \$500,000, a number which will automatically increase with inflation. The full amount of the deduction can be claimed in the year the expense is incurred, whereas in the past the deduction was spread over the course of several years. The bill passed the House 318-109, the Senate passed it 65-33, and the President signed it in December 2015. A **YES** vote on this bill supported NJGCA's position.

4. REPEAL THE AFFORDABLE CARE ACT (OBAMACARE)

H.R. 596 would repeal the entirety of the Patient Protection and Affordable Care Act of 2010, commonly known as Obamacare. Broadly, the bill has increased healthcare costs for many and further confused the healthcare marketplace, while also resulting in a decline in the number of individuals without health insurance. It requires all businesses with 50 or more total "full-time" employees to provide their employees and their families with health insurance. The bill passed the House 239-186 in February 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA's position.

5. CHANGE THE DEFINITION OF "FULL-TIME" EMPLOYEES FROM 30 HOURS A WEEK TO 40

H.R. 30 would change the definition of a "full-time" employee from one who works 30 hours a week or more to the traditional benchmark of 40 hours a week. Because Obamacare defines a full-time employee as any that works at least 30 hours in a given week, many medium sized employers are being forced into the employer mandate that requires they provide workers with healthcare, unless they significantly cut the hours of many employees. The bill passed the House 252-172 in January 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA's position.

6. HEALTHCARE REIMBURSEMENT ARRANGEMENTS

H.R. 5447 is the "Small Business Health Care Relief Act". One provision of the Affordable Care Act changed the law regarding health reimbursement arrangements. Employers that do not sponsor a group health plan, but that instead reimburse their employees for their individual health coverage are in violation of the ACA and can be penalized by, theoretically, tens of thousands of dollars per year. This bill would allow employers to offer these types of plans and make the payments tax free, as insurance premiums are. This would apply only to businesses with fewer than 50 "full-time" employees. The bill passed the House on a unanimous voice vote in June 2016 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA's position.

7. CHANGES TO MENU LABELING REGULATIONS

H.R. 2017 comes in response to new regulations issued by the FDA aimed at increasing consumer awareness of the nutritional information of the food they are purchasing. While the regulation was targeted at chain restaurants, it also is on track to ensnare convenience stores, both chains like 7-11 and even independent stores making and selling food. The "Common Sense Nutrition Disclosure Act" would amend these rules to make it simpler for c-stores and other smaller independent food service retailers to comply with the intent of greater nutritional awareness. It also provides greater protection against potential frivolous lawsuits that may result from simple human error, such as if the calorie count is wrong because the employee preparing the item used a little too much mayo. The bill passed the House 266-144 in February 2016. It awaits action in the Senate, although the FDA announced in March that they have pushed back the enforcement of this rule for another year. A **YES** vote on this bill supported NJGCA's position.

8. GMO LABELING

S. 764 is aimed at overturning a Vermont law that would have unnecessarily raised the cost of 70%-80% of all food products in the US. GMOs (genetically modified organisms) have been in widespread circulation for many years, and refer to crops in which at one point scientists altered the DNA of the plant to give it new traits, such as the ability to better withstand drought. For example, almost all corn grown in the US is modified, and GMOs saved papayas from being wiped out by disease. Recent research with GMOs has removed a potential carcinogen from potatoes and allowed apples to last longer without starting to rot. Virtually every scientific report to study the issue has found no danger whatsoever in GMOs. Despite this, some environmental advocates and organic food companies oppose the use of GMOs and had convinced a few states to require labeling on all food products in which a GMO crop had been used. This would have included most of the products sold in c-stores and would have increased costs nationwide. This bill will allow any consumers who care about the issue to easily look up the information, without promoting pseudo-science to the general public. It passed the House 306-117 in July 2016, passed the Senate 63-30, and was signed by the President. A **YES** vote on this bill supported NJGCA's position.

9. BUILD THE KEYSTONE XL PIPELINE

S. 1 would allow TransCanada to construct the nearly 1,000 mile long Keystone XL pipeline, which would be used to transport oil, primarily from Canada, down to refineries along the Gulf Coast. If completed, the pipeline would carry hundreds of thousands of gallons of oil per day into the United States, lowering the price of fuel throughout the country. Environmentalists opposed the project because they oppose increased oil drilling and support higher oil prices, as these force greater investment in cleaner alternative energy. The bill passed the House 270-152 in February 2015 and passed the Senate 62-36. It was vetoed by President Obama. A **YES** vote on this bill supported NJGCA's position.

DECISION



2016



THE NJGCA VOTER GUIDE

10. ENERGY INFRASTRUCTURE BILL

H.R. 8, the “North American Energy Security and Infrastructure Act” would make a variety of changes to the nation’s energy policy, including modernizing and improving the security of energy related infrastructure. It would speed up the permitting process for pipelines and other energy projects, allowing more of the oil and gas drilled domestically to reach market faster, lowering overall costs for fuel and energy. The bill passed the House 249-174 in December 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA’s position.

11. REPEALING CRUDE OIL EXPORT BAN

H.R. 702 would remove the 40-year-old ban on the export of crude oil drilled in the US. Refined products, like gasoline, have long been able to be exported, only crude has been banned. The last few years have seen a dramatic increase in the amount of crude oil drilled in the US, and the ban was threatening to hurt domestic production. Most economic studies, as well as the Energy Department and Congressional Budget Office, predict that allowing domestic oil to enter the world market and compete with other nations will ultimately lead to lower gas prices (in part because gasoline prices are already heavily affected by international prices, which would decrease if US oil entered the market). The bill passed the House 261-159 in October 2015. In December, it was incorporated into the Omnibus spending bill and signed by the President into law. A **YES** vote on this bill supported NJGCA’s position.

12. REGULATORY ACCOUNTABILITY ACT

H.R. 185 would bring significant changes to how the federal government enacts the largest and most significant regulations. Over the last several years, partly due to Congressional inaction, more and

more lawmaking is being done through the process of regulation. While laws have to be approved by various elected officials, regulations are written by government bureaucrats. This bill was introduced as a response to this trend, as an attempt to rein in the actions of unelected government officials. Proposed regulations with a substantial impact on the economy would be subjected to greater oversight from both elected officials and from the members of the public being affected, including small businesses. The bill passed the House 250-175 in January 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA’s position.

13. THE SMALL BUSINESS REGULATORY FLEXIBILITY IMPROVEMENTS ACT

H.R. 527 is designed to put into place stronger protections to ensure that when new regulations are being crafted by federal agencies, they take into account the direct and indirect effects the new rule will have on small businesses. The bill was passed 260-163 in February 2015 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA’s position.

14. REVIEW ACT

H.R. 3438 would block new regulations that cost the economy more than \$1 billion per year from being implemented until all legal challenges against the measure have been settled. Regulations of that magnitude have far reaching consequences beyond just how they affect the individuals directly regulated. The costs of these regulations are passed on to everyone in the economy, and sometimes large industries, like energy producers, can spend billions of dollars preparing to comply with a regulation that is ultimately overturned by the courts. The bill passed the House 244-180 in September 2016 and awaits action in the Senate. A **YES** vote on this bill supported NJGCA’s position.

How Did Representatives Vote on the Issues?

Representative Name	District	Party	1. Death Tax Repeal	2. Lawsuit Reduction Act	3. Permanent Reduction Act	4. Repeal 'Obamacare'	5. Full Time = 40 Hours	6. Healthcare Reimbursements	7. Revise Menu Labeling Law	8. GMO Labeling Reform	9. Keystone Pipeline	10. Energy Infrastructure Bill	11. Repeal Ban on Oil Exporting	12. Regulatory Accountability	13. Small Biz Regulatory Flexibility	14. REVIEW Act
Donald Norcross	1	D	No	No	Yes	No	No	Yes	No	Yes	Yes	No	No	No	No	No
Frank LoBiondo	2	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
Tom MacArthur	3	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Chris Smith	4	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes
Scott Garrett	5	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Frank Pallone	6	D	No	No	No	No	No	Yes	NV	No	No	No	No	No	No	No
Leonard Lance	7	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Albio Sires	8	D	No	No	Yes	No	No	Yes	Yes	Yes	No	Yes	No	No	No	No
Bill Pascrell	9	D	No	No	Yes	No	No	Yes	No	Yes	No	No	No	No	No	No
Donald Payne, Jr.	10	D	No	No	No	No	No	Yes	No	Yes	No	NV	NV	No	No	No
Rodney Frelinghuysen	11	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Bonnie Watson Coleman	12	D	No	No	No	No	No	Yes	No	No	No	No	No	No	No	No

Green indicates a vote in agreement with NJGCA

Red indicates a vote in opposition to NJGCA

NV indicates that the representative did not vote



NJGCA Candidate Survey Questions

1. Do you support an increase in the federal gas tax?
2. Currently, the federal minimum wage is \$7.25 an hour. In January, New Jersey's minimum wage was increased to \$8.38 an hour, and will be indexed every year going forward according to changes in the consumer price index. Labor, along with credit card fees, is the largest expense for any business already. Do you support an increase in the federal wage beyond \$8.38 an hour?
3. Immigration reform is one of the most hotly debated topics and one of the country's more serious problems, particularly for businesses looking to hire people to pump gas or work a register. Which of the following would you support in an immigration reform bill?
 - a. Requiring all employers to use E-Verify or a similar system to ensure that everyone they hire is a legal immigrant or citizen.
 - b. A pathway that allows some illegal immigrants to become US citizens.
 - c. A pathway that allows some illegal immigrants to attain a legal status, but not citizenship.
4. Do you support an increase in the federal cigarette tax?
5. Vaping devices, also known as electronic cigarettes or e-cigs, have become very popular over the last several years. Many longtime smokers have reported that vaping is the only thing that has ever allowed them to quit smoking. They are significantly healthier than traditional cigarettes, the only debate is over how much healthier they are. The FDA has announced costly and excessive new regulations that will cripple the industry and eliminate all producers except for a handful of major tobacco companies who can afford the cost of compliance. The FDA regulations include a grandfather date of February 2007, a time in which virtually no vaping products were on the market. Attempts have been made in Congress to change that grandfather date to 2016, in order to protect the existing marketplace and allow for more consumer choice. Would you support changing the grandfather date of the FDA regulations?
6. While most Americans agree that we should be using fewer fossil fuels for our transportation needs, too few Americans are investing in alternate energy vehicles. The main reason is that there is a limited infrastructure, and the main reason more businesses won't install the infrastructure is because of the huge upfront cost. However, there already exists a nationwide infrastructure of businesses that consumers are accustomed to refueling at: gas stations. Would you support tax credits to businesses, particularly motor fuel retailers, which install electric charging, natural gas, hydrogen, E85, or other alternate energy refueling capabilities?
7. In 2011, the US Department of Justice ruled that the federal Wire Act only applied to sports betting, clearing the way not just for online gambling but also for the sale of lottery tickets on the internet. Lottery retailers use ticket sales as a tool to increase foot traffic and bring in customers to spend money on higher margin items. If customers can purchase lottery tickets online, they will be less likely to walk into brick and mortar stores. HR-707 is a bipartisan bill which would repeal this ruling completely, once again protecting retailers from internet lottery. Would you support a bill that would reapply the Federal Wire Act to internet lottery?
8. The cost of healthcare to businesses continues to be a major issue. Which of the following healthcare changes would you support?
 - a. Repeal of the employer mandate requiring all businesses with more than 50 "full time" employees to pay for healthcare for their employees.
 - b. Changing the definition of a full time worker from 30 hours a week to the traditional 40 hours a week.
 - c. Repeal of the medical devices tax, which will increase the cost of health insurance.
9. The Department of Labor has announced changes to federal overtime regulations that will significantly impact small businesses. The dramatic increase in the number of workers who will now qualify for overtime will force businesses to spend significantly more money on wages, money they don't have. Legislation has been introduced (HR 4773) to nullify the proposed rule. Would you support this bill?
10. Most small businesses are registered as "pass-through" entities, such as LLCs and S-corporations. These businesses have their earnings taxed as if they were private income, an out-dated and inefficient system that leads to higher taxes and more complications for business owners. One provision of the "Better Way" tax reform proposal unveiled in June 2016 was to create a new, separate classification for these business and tax them at the rate of 25%. Do you support this provision to change the corporate tax structure?
11. The price of motor fuel has collapsed in the last two years, to the benefit of retailers and consumers throughout the nation. The force driving this price collapse has been the surplus of oil drilled domestically because of new techniques, specifically hydraulic fracturing or "fracking". Despite the fact that federal regulators and multiple university studies have determined that fracking is safe, some radical groups believe that the technique should be banned by the federal government, a move that would significantly increase the price of oil, gasoline, diesel, heating oil, and natural gas. Would you support a federal ban on fracking?
12. Between the growth of big corporate chains and the growth of government regulations and mandates, small businesses are being squeezed and forgotten. One small way to draw attention to the problems small businesses face would be a new White House Conference on Small Business. There have been 3 such conferences, but the most recent one was over twenty years ago. Would you support legislation to establish a new White House Conference on Small Business?

DECISION 2016



THE NJGCA VOTER GUIDE

NJGCA Candidate Survey Results

Candidate	Party	District	1. Gas Tax Increase?	2. Minimum Wage Increase?	3a. E-Verify Mandate?	3b. Pathway to Citizenship?	3c. Pathway to Legal Status?	4. Cigarette Tax Increase?	5. Vaping Bill?	6. Tax Credits for Small Biz?	7. Internet Lottery?	8a. Repeal Employer Mandate?	8b. Full Time worker = 40 hours?	9. Repeal Medical Devices Tax?	10. "Pass-through" Tax Reform?	11. Ban Fracking?	12. New Conference on Small Biz?	
<i>Donald Norcross</i>	D	1	No*	Yes*	Yes*	Yes*	Yes*	No*		Yes*	Yes*	No*	No*					
Bob Patterson	R	1			Yes*													
David Cole	D	2		Yes*														
<i>Frank LoBiondo</i>	R	2										Yes*	Yes*	Yes*	Yes*			
Frederick LaVergne	D	3		Yes*														
<i>Tom MacArthur</i>	R	3	No*	No*	Yes*	Yes*	Yes*	No*	Yes*	Yes*	Yes*	Yes*	Yes*	Yes*	Yes*	Yes*	Yes*	
Lorna Phillipson	D	4																
Chris Smith	R	4			Yes*							Yes*	Yes*	Yes*				
Scott Garrett	R	5	No	No	No	?	?	No	Yes	?	?	Yes	Yes	Yes	Yes	?	No	Yes
Josh Gottheimer	D	5																
<i>Frank Pallone</i>	D	6		Yes*		Yes*						No*	No*				Yes*	
Brent Sonnek-Schmelz	R	6	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes
Peter Jacob	D	7		Yes*														
<i>Leonard Lance</i>	R	7			Yes*			Yes*				Yes*	Yes*	Yes*	Yes*			
<i>Albio Sires</i>	D	8		Yes*								No*	No*					
Agha Khan	R	8																
<i>Bill Pascrell</i>	D	9	No*	Yes*	Yes*	Yes*			Yes*			No*	No*					
Hector Castillo	R	9	No	No	Yes	Yes	No	No	Yes	Yes	Yes	No	No	Yes	Yes	No	Yes	Yes
<i>Donald Payne, Jr.</i>	D	10	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes	No	No	Yes	Yes
David Pinckney	R	10																
Joseph Wenzel	D	11																
<i>Rodney Frelinghuysen</i>	R	11										Yes*	Yes*	Yes*	Yes*			
<i>Bonnie Watson Coleman</i>	D	12		Yes*								No*	No*				Yes*	
Steven Uccio	R	12	No	No	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	?	No	Yes

Candidate name in *italics* indicates that the candidate is the **incumbent**

Green indicates a position in agreement with NJGCA

Red indicates a position in opposition to NJGCA

? indicates that candidate returned survey but did not provide a clear answer

* indicates the candidate did not return survey, but their position has been determined from previous public statements



JOIN US: 2017 KICKOFF! GASOLINE AND C-STORE SUMMIT

**WHEN: Wednesday, November 30, 2016
7:30 AM - 3:00 PM**

**WHERE: Crowne Plaza, 390 Forsgate Dr., Monroe, NJ
(Conveniently located off Exit 8A off the New Jersey Turnpike)**

- **Light Breakfast, Lunch and Dessert will be served**
 - **Cost: NJGCA Members -- \$49.00**
 - **Non-Members -- \$69.00**
 - **To Register: Visit www.njgca.org**
- Call the office at 732-256-9646 with any questions!**

Valuable Information Provided:

1. [NJ Department of Environmental Protection](#)
Operator Training to Keep Your Business in Compliance!
Learn about the *NEW* Underground Storage Tank Regulations
2. [Critical Issues Affecting Your Small Business](#)
Gas Tax, Self-Serve, \$15/Hour Minimum Wage, Mandatory Paid Sick Leave,
Tobacco Regulations, and MUCH MORE!
3. [New Jersey Office of Weights and Measures](#)
C-Stores -- Product Labeling, Tare Weights, Pricing
Gas Stations -- Pump Regulations, Co-mingling; Pricing
4. [Addressing Major Credit Card Concerns](#)
Are you prepared to transition your gas pumps to EMV in October 2017?
Are credit card interchange fees costing you thousands?
Are you protecting yourself, your business and your customers from skimmers?

• **Special Thank You to our Diamond Sponsor!** •

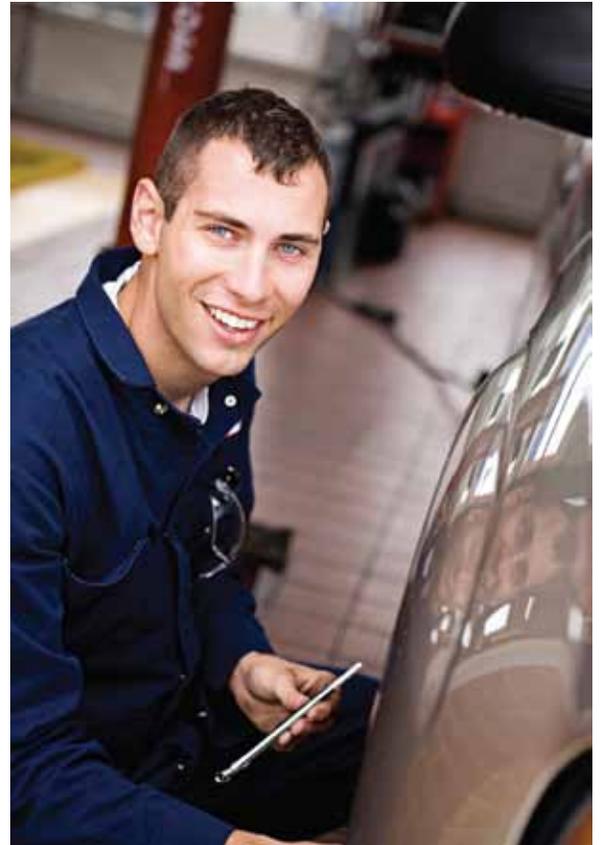
Great News for NJGCA Members

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
benefits plans call today and ask for Joy
at 973-379-1090 ext. 229
for further details.*

Association Master Trust

636 Morris Turnpike, Suite 2A, Short Hills, New Jersey 07078

973-379-1090 ext. 229 • www.amt-nj.com

info@amt-nj.com

Special Thank You to our Platinum Sponsors:

OUTSTANDING.

The knowledge to empower and the wisdom to make a difference.

WE ARE A RESULTS DRIVEN LAW FIRM THAT STRIVES TO PROVIDE OUR CLIENTS WITH OUTSTANDING OUTCOMES.

- Wills, Trusts & Estates
- Real Estate
- Corporate Law
- Employment Law
- Civil Litigation
- Workers Compensation
- Bankruptcy
- Environmental Law

BLF Brennan Law Firm
A PROFESSIONAL CORPORATION

73 North Main Street, Cranbury, NJ 08512 Phone: 609-395-3333/brennanslaw.org
FRANCIS J. BRENNAN, III CRAIG A. COX THOMAS C. KINNEY



Association Plans Are Different.

Experience the difference with The Amato Agency and Meadowbrook Insurance Group.

New Jersey Gasoline • C-Store • Automotive Association proudly sponsors The Amato Agency and Meadowbrook Insurance Group for your workers' compensation insurance needs.

We offer:

- ▶ Personal customer service representatives
- ▶ Superior claims handling
- ▶ Access to free Loss Control services
- ▶ and much more!

Put our expertise to work for you!

**For more information, contact
The Amato Agency at:**

P: 800.763.6574

F: 732.530.6727

www.amatoagency.com



**7% workers' compensation
dividend paid to qualified NJGCA
members for the past 4 years!**

* NJGCA's Workers' Compensation Program has paid a dividend 20 times in the past 22 dividend eligible years.

Special Thank You to our Gold Sponsors:



HLA - Your Full-Service C-Store Distributor
 Congratulates NJGCA
 for ALL That You Do for Our Industry!



www.hladistributors.com
telephone: 631-962-2400
fax: 631-962-9000

We are proud suppliers of the following services:

- Four (4) Delivery Days Per Week (Tuesday-Friday)
- Availability Of Over 17,000 Different Items
- EDI Compatibility with Web Ordering Availability
- Individual Sales Professional Handling Each Member Location
- Seasonal Trade Shows (Spring & Fall)
- On-Line Virtual Trade Shows 2x a Year
- Foodservice Programs, Including Turn-Key Sub, Pizza, David's Cookie, Nathan's Branded and Tyson Chicken Programs
- Merchandising Support & Store Planning
- 2 Turn-Key Branded Coffee Programs: Island Coffee, Green Mountain & Chock Full of Nuts
- Comprehensive Premium Cigars/OTP/e-Cig/Vapor Programs



Petroleum Pros for 4 Generations

"Large enough to meet your needs – small enough to care"

Branded Gasoline
 Automotive, Fleet & Industrial Lubricants
 Wholesale Auto Parts
 Bulk & Packaged Products
 Antifreeze – Diesel – Bio Diesel



800-400-7154

www.houghpetroleum.com

*Our clients are the
 smartest people in the
 gasoline business.*

*Owning and operating
 USTs requires skill and
 attention to detail.*

*We value being the tank
 insurance advisor to the
 NJGCA membership.*



www.dana-ins.com / 800-821-1990 / eric@dana-ins.com



/ Recommended Provider

Special Thank You to our Gold Sponsors:



C-3 Technologies, LLC
501 Adams Lane, Suite 1
North Brunswick, NJ 08902
www.c-3technologies.com

*Compliance, Calibration & Construction
Services to the Petroleum Industry*

phone: 732-348-8570 fax: 732-348-8572

C-3 Technologies provides a full line of services to support owners and operators of underground storage tanks in NJ. These services include:

- **Annual Compliance Testing** - Tanks, Lines, Vapor Recovery and Cathodic Protection Testing
- **Monthly Compliance Program** - The original and most comprehensive compliance program in the industry.
- **Maintenance Services** - Equipment service including dispensers, monitoring systems submersible pumping systems, and lighting.
- **Construction Services** - Full line of construction services from tank installations to spill bucket replacements.
- **Calibration** - Fuel Dispenser Calibration
- **License and Permitting Assistance** - Assistance with UST Registrations, General Air Permits, and Community Right to Know Surveys
- **NOV Resolution** - Guidance and assistance with the resolution of Notices of Violation issued by NJDEP

Member of NJGCA, Petroleum Contractors Equipment Association, Petroleum Equipment Institute, National Association of Corrosion Engineers, NFPA

START



NJGCA has partnered with Environmental Alliance, Inc. (Alliance) to ease and alleviate your pain, fears and threat of loss as it relates to: maintaining environmental compliance, site assessment and investigation, and site remediation of your property. Alliance is a local, full-service environmental consulting and engineering firm specializing in:

- Consultation and addressing NJDEP Requirements
- Licensed Site Remediation Professional Needs
- UST Investigation and Closure
- Environmental Liability Risk Management
- Turn-key Remediation Solutions
- Real Estate Due Diligence (Phase I & II Site Investigations)
- Site Monitoring and Sampling Programs
- Permitting and Regulatory Compliance
- Insurance Claims and Litigation Support

Environmental Alliance, Inc.

Contact Dan Black at 732-537-0250 or
dblack@envalliance.com for more information.



Still Not Convinced?

Ask Yourself These Questions:

1. Can I afford to pay my employees \$15/hr minimum wage and give them paid sick time off?
2. With all of the burdens that the State is imposing on how I hire, schedule and pay my employees, is *self-serve* starting to sound REALLY appealing?
3. Will my business suffer if the State increases taxes on tobacco and raises the purchase age to 21?
4. How can I get my credit card costs under control?
5. Do I have the most current and up-to-date information on the NEW NJ DEP Underground Storage Tank regulations?

Don't be the one with your head in the sand!

REGISTER TODAY!

- **Cost:** NJGCA Members -- \$49.00
Non-Members -- \$69.00
- **To Register:** Visit www.njgca.org
Call 732-256-9646 with any questions

Member Testimonial from NJGCA Auto Repair and Tire Shop Summit February 10, 2016

To Sal and Staff,
Thank you for a great event yesterday. Billy and I enjoyed the speakers, vendors and the company of others with the same problems we have. It is always good to hear other business with the same issues and to know that NJGCA is there to help.

Sincerely,
Anne and Billy Trivett
Trivett's Sunoco, Atlantic Highlands, NJ

THE NJGCA PAC

www.njgcapac.org

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 in Trenton:

We defeated **BELOW COST SELLING**

We made history in getting **FIRST RIGHT OF REFUSAL** signed into law!

We have built large support for **RIGHT TO REPAIR** and got it passed out of the Assembly

We defended your small business against the false accusations of Attorney General Anne Milgram

We gained wide support to move New Jersey to an all PIF Inspection System and close the CIF lanes

...and MUCH MORE!!

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.

PLEASE SEND YOUR CONTRIBUTIONS TO:

NJGCA PAC

4900 Route 33 West, Suite 100

Wall Township, NJ 07753

Please make your donation payable to NJGCA PAC

***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!***



NJGCA Member Jacki Skillender Organizes Family Fun Day for Families and Children with Brain Injuries

by Debbie Hill

On September 24, 2016 I had the opportunity to attend the 14th Annual Walk for Brain Injury Awareness, held by the Brain Injury Alliance of New Jersey. The walk was held simultaneously at three locations across the state -- Saddle River County Park, Paramus; Mercer County Park, West Windsor; and Laurel Acres Park, Mount Laurel.



NJGCA member Jacki Skillender of Skillender's Service Center in Howell, New Jersey was co-hosting the event at the Mercer County Park in West Windsor, NJ.

Jacki helps raise money for the event because she has personally been touched by brain injury. Her husband, George, slipped and fell and suffered severe brain injury while working at their repair shop. Luckily, George has fully recovered and is even able to drive now. If I wasn't told about George's accident before meeting him, I would not have even known that he had a previous brain injury. He proudly told me how he aced his driver's license test. George lives at a group home during the week, which is closer to the rehabilitation center and the doctors who care for him, and comes home every weekend! It was delightful to be



around both Jacki and George, who aren't taking anything for granted!



Because Jacki and George have been touched by brain injury they take great pride in helping others who find themselves in similar circumstances. The Brain Injury Alliance of New Jersey is a statewide nonprofit organization dedicated to improving the quality of life that people experience after brain injury. They have been the voice of individuals with brain injury in New Jersey since 1981. NJGCA is proud that Jacki Skillender is a member.



Dear Debbie,

Thank you so much for attending our event! As you know, TBI is something that I live with everyday. The challenges that are faced by a family caring for a loved one with this horrible illness are endless. One of our goals is prevention. My hope is that through education we can prevent one child from sustaining this illness. I look forward to sponsoring many more events for the children and hope that you and the Association will be my honored guests.

Jacki

HOT TOPIC: Disposing of Used Oil and Used Oil Filters

By Debbie Hill

Of course you know that oil is toxic to fish and other animals and plants. Just one quart of oil can contaminate a million gallons of drinking water, and each undrained oil filter can contain up to 12 ounces of motor oil.

What are used oil filters? It is likely that you're already familiar with oil filters and why they are used in automobiles and trucks to remove solid contaminants from motor oil before oil is used to lubricate engine parts. Every time oil from an automobile or truck crankcase is changed, the oil filter must be replaced so that the solid contaminants from the old oil do not get in the new oil. According to the Federal Register from May 20, 1992, used oil filters are categorically excluded from the definition of hazardous waste under the Resource Conservation and Recovery Act (RCRA), as long as the filters are not "terne-plated".

What are terne-plated filters? Terne is a mixture of tin and lead. In the past, the disposal of terne-plated oil filters in landfills has been a concern due to the potential lead contamination of the soil and/or groundwater. Lead is a hazardous waste, and disposing of a filter with lead plating is prohibited in most solid waste landfills. By 1998, most manufacturers had realized the difficulty in disposing of their filters and changed the composition of the filter plating to contain insignificant or no amounts of lead.

In New Jersey, used oil filters are not hazardous waste and can be disposed of as general refuse ***if they are properly drained. Used oil filters are required to be punctured and hot-drained.*** Puncturing can be with the claw of a hammer, with a screw driver, or any other similar object that will allow air to evacuate the remaining oil from the filter. ***Hot-draining generally means draining the oil close to or at engine temperature.*** There are four distinct methods of draining used oil from your filters. They are as follows:

1. Gravity Draining: When filter is removed from the engine, it should be placed gasket side down in a drain pan. If the filter has an anti-drain valve, the "dome end" of the filter should be punctured with a screw driver (or similar device) so that the oil can flow freely. The filter should then be allowed to drain for 12 – 24 hours.

2. Crushing: The filter is crushed by a mechanical, pneumatic, or hydraulic device to squeeze out the used oil and compact the remaining filter materials.

3. Disassembly: The filter is separated into its different parts using mechanical device. This allows most of the used oil to be removed from the filter, and the metal, rubber, and paper parts of the filter to be recycled separately.

4. Air-Pressure: The filter is placed into a device where air pressure forces the used oil out of the filter.

PLEASE REMEMBER:

- 1) Do NOT dispose of an undrained oil filter in the trash.
- 2) Drain filters on rack while they are "hot" for 12 to 24 hours.
- 3) Capture the "used oil" and dispose of the oil properly.
- 4) Filters that immediately drip oil when picked up are not

considered drained.

5) Used oil filters that are not drained by the methods discussed above must be managed as Hazardous Waste!

6) Used oil should not be mixed with any other fuel because most other fuels are hazardous wastes.

** Hot-drained means draining the oil filters at temperatures near the operating temperature of the engine, NOT draining at room temperature. ** A minimum of 12 hours draining is required for proper hot-draining. ** Used oil drained from filters can be combined with other used oil and picked up by your Hazardous Waste Hauler. **

Best Management Practices suggest a few proven methods to help you stay in compliance. The following is recommended for "used oil filters".

A.) Follow the gravity draining, puncturing the dome, and hot-draining procedures.

B.) Store the drained filters in a leak-proof container marked "used oil filters"

C.) Recycle drained and crushed filters with an approved, licensed oil filter recycler.

D.) Maintain disposal/recycling receipts for at least 3 years.

E.) Used oil filters from a CFC refrigerant recovery system are to be treated as hazardous waste because they contain oil contaminated with the halogen, chlorine. Therefore, they must be kept separate from other used oil filters for disposal.

Regulatory Requirements: Metal ***FUEL filters*** that are drained of all liquids and taken to scrap metal yards for recycling are exempt from hazardous waste regulations. ***FUEL filters*** cannot be discarded in dumpsters or in the trash, even when properly drained, since they may be considered hazardous to fuel products left over in filter.

Spill Control: If an oil spill occurs as a result of draining or handling used oil filters, you must notify the NJDEP immediately. Immediate notification is defined as 15 minutes from when you knew or reasonably should have known that the spill occurred. You must perform the following cleanup steps:

- 1.) Stop the release
- 2.) Contain the release used oil
- 3.) Clean up and properly manage the released used oil
- 4.) If necessary, repair or replace any leaking used oil storage containers
- 5.) To report a spill or leak: Notify NJDEP's 24 hour hotline: 1-877-927-6337

Do your customers bring their used oil to you? NJ State law requires all retail auto mechanic services with oil collection tanks to accept used motor oil from "Do-It-Yourselfers". Additionally, many municipalities and counties offer their own collection programs. NJDEP set up guidelines in conjunction with the Division of Law, Compliance and Enforcement Program, and local recycling coordinators to assist you in "How To Set Up A Local Program to Recycle Used Oil". Repair shops are not the only appropriate sites. Public works yards, recycling centers, waste to energy facilities and local auto parts stores are also

eligible to collect used oil.

Retailers are required to post signs informing the public of the importance of proper collection and disposal of used oil, but are not currently required to accept used oil from the public. (See N.J.S.A. 13:1E-99.36, section 44 of New Jersey's Mandatory Recycling Act).

The Posted Sign Should Include the following:

- 11" x 15" metal sign, in a prominent location, informing the public that it is a collection site for used oil. The following language is required: "Used Oil Collection Center"
- The sign should indicate "This collection tank is for USED MOTOR OIL ONLY; NO antifreeze, NO gasoline, NO paint thinner or other materials. To dispose of these materials contact the County Recycling Coordinator."
- Instructions for residents might include: "Please empty used oil into tank, and dispose of containers in empty drum, or keep containers for reuse the next time you change your oil."
- You might also state the collection hours and "use of assistance is mandatory."
- A NO SMOKING sign should also be placed near the collection tank.

Although only the first item is required by law, the others will facilitate cooperation from Do-It-Yourselfers. The second sign will remind residents of the importance of keeping their oil uncontaminated, and may prevent contamination of the oil and higher disposal costs.

NJDEP strongly suggests a visual inspection of each container of used oil before emptying it into the tank. This will help ensure that only "used oil" is being deposited in the tank, and not other materials, such as antifreeze, gasoline, paint thinner or other solvents which will contaminate the contents of the tank.

** As an extra precaution against contamination, some collectors require residents to sign a log when they drop off their used oil. You may wish to consider establishing a practice such as this. Also provide your staff with oil-resistant gloves and splash goggles, to protect them from exposure to the used oil. **

When the collection tank is full, how do I go about having the oil removed? Used oil must be transported by a solid waste hauler registered with the NJDEP. You can access a list of the Licensed Transporters for Hazardous Waste by using this NJDEP website: www.nj.gov/dep/dshw/hwr/regislic/lru.htm

- After you get to the website: click on the "Additional Resources" in the box at the bottom of the page.
- Click: **Report Hazardous Waste Transporters (A901 Licensed)** for a list of the all of the licensed transporters in the State of New Jersey. The list is by company name.

Be Confident in your Compliance Testing & Tank Testing



Your one source provider of:

- ✓ Vapor Recovery
- ✓ Tank, Line & Leak Detector Testing
- ✓ Tank Cleaning/ Biocide Treatments/ Fuel Recovery
- ✓ ATG Services
- ✓ Helium Testing
- ✓ Cathodic Protection
- ✓ Sump Testing & Repairs



1-877-440-8265

www.ATSEnviro.com

Save TODAY with NJGCA Member Benefit Partners!

THE NJGCA MEMBER BENEFIT PARTNER PROGRAM

NJGCA has been working hard to bring you and your business value through our Member Benefit Partners (MBPs). Hopefully, you are already taking advantage of many money-saving plans offered by our Member Benefit Partners. We are excited about the great opportunities that you will have to save money with these partners!

Here is a list of our current MBPs:

ABLE-TECH - Computers, Financial Management, Video Security Systems
AFFINITY FEDERAL CREDIT UNION - Financing, Mortgages
ALFA-TRONICS - Pump & Tank Monitoring Services, Dispenser Security Specialists
ALPHA CARD - Payroll and ATM Services
AMATO INSURANCE AGENCY - Business, Garage Liability, Home and Auto Insurance
ARCHER & GREINER - Legal Services
ASSOCIATION MASTER TRUST (AMT) - Health Coverage
ATS ENVIRONMENTAL SERVICES - Tank & Vapor Testing, NJDEP Compliance
AUTOPART INTERNATIONAL - Premium Parts Supplier
AUTOMOTIVE TRAINING INSTITUTE (ATI) - Education for a More Profitable Business
BELLOMO FUELS - Gasoline and Diesel Supplier
BRENNAN LAW - Environmental Law Specialists
BUCKEYE ENERGY SERVICES, LLC - Gasoline and Diesel Supplier
C-3 TECHNOLOGIES - Tank and Vapor Testing, NJDEP Compliance
COLE, SCHOTZ, MEISEL, FORMAN & LEONARD - Legal Services
CROMPCO - Tank & Vapor Testing, NJDEP Compliance
DANA TANK INSURANCE SPECIALISTS - Underground Storage Tank Insurance
ENERGY MARKETING PARTNERS, INC. - Gasoline and Diesel Supplier
ENVIRONMENTAL ALLIANCE, INC. - Environmental Remediation & LSRP Services
ENVIRONMENTAL & GEOTECHNICAL SERVICES - Environmental Remediation & LSRP Svcs
GILL ENERGY - Gasoline and Diesel Supplier
HAROLD LEVINSON ASSOCIATES - Convenience Store Distributor
HOUGH PETROLEUM - Gasoline, Diesel, Motor Oil & Lubricants Supplier
LIBERTY / EWING OIL - Gasoline and Diesel Suppliers
MARC LAW - Legal Services
MEADOWBROOK INSURANCE GROUP - Workers Compensation Insurance
MERCHANT PRO EXPRESS - Credit Card Processing & Consulting
MITCHELL1 - Shop Management System, OEM Information
P.F.I. INC. / NORTHWEST PETROLEUM - Gasoline and Diesel Supplier
PALISADES FUEL - Gasoline and Diesel Supplier
PM ENVIRONMENTAL - Environmental Remediation & LSRP Services
PNC BANK - Full Service Commercial Banking
PPC LUBRICANTS/CASTROL OIL - Motor Oil and Lubricant Supplier
PRESTIGE ENVIRONMENTAL - Environmental Remediation & LSRP Services
PRESTIGE PETROLEUM - Gasoline and Diesel Supplier
SALOMONE BROS. INC. - Tank and Pump Replacement & Generator Installation & Service
SERVICE STATION VENDING EQUIPMENT - Service Station Vending, Air & Vacuum Systems
SPARK CONTRACTORS - Tank and Pump Replacement & Generator Installation & Service
T & R OIL COMPANY - Gasoline and Diesel Suppliers
TMP ENERGY SOLUTIONS - Discounted Electricity and Natural Gas
TRINITY SOLAR - Solar and Generator Power
UNIFIRST - Uniform Service and Station Supplies
UNITY BANK - Full Service Commercial Banking
USA BUSINESS LENDING - Commercial Financing



Bellomo Fuel

— *Specialized in Personal Service to Service Stations* —



We Offer:

- ✓ Market driven supply and service agreements to maximize volume and margin
- ✓ Unique, local marketing packages to promote your station and increase visibility
- ✓ Realty and business brokerage specializing in service stations
- ✓ Equipment upgrades

908-486-3900

www.bellomofuel.com



PRESORTED
STANDARD
U.S. POSTAGE
PAID
TOMS RIVER, NJ
PERMIT No. 177

New Jersey Gasoline • C-Store • Automotive Association
4900 Route 33 West, Suite 100
Wall Township, NJ 07753
www.njgca.org
P: 732-256-9646 F: 732-256-9666

Serving the Small Businesses That Serve The Motorist

25 Years
of Dedicated
Service

It's time you called SSVE!

Service Station Vending Equipment, INC



**We Buy IT
We Install IT
We Maintain IT
You Share the Revenue**



**Now In
New
Jersey**

Added Benefits to You

- ★ No Contract
- ★ No Complicated Commission Schemes
- ★ Payment Made to you at time of Collection
- ★ No waiting for a Check
- ★ Externally Visible Coin Counters
- ★ 24 Hour Service

call us at:

1-888-7AIRVAC 888-724-7822

Out side New Jersey 800-AIR USA1

www.airusa1.com