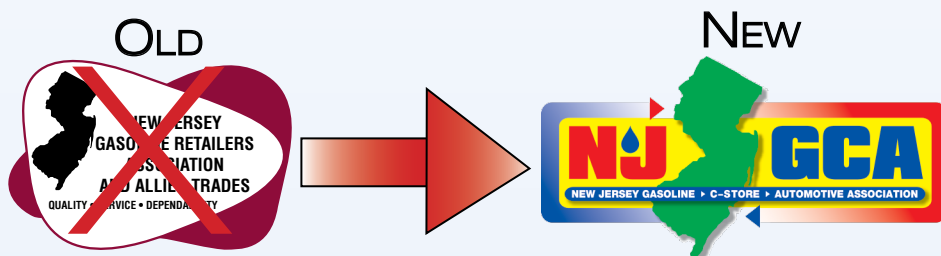


ON THE ROAD

AUGUST 2007
VOLUME I ISSUE 1

NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION NEWSLETTER



Your Association has Made Changes!

The Board of Directors of the New Jersey Gasoline Retailers Association has authorized a change to our identification. We are now The New Jersey Gasoline, C-Store, and Automotive Association. (NJGCA).

After 70 years representing gasoline service stations and auto repair shops, we have decided that our name should reflect the evolution that has taken place in our industry.

A gradual evolution has taken place in our business and NJGCA is evolving with our members.

Many of our members have chosen to close repair bays associated with their gasoline retail businesses and open convenience stores. Many have chosen to cease gasoline sales and remain only in the auto repair business. Yet other automotive businesses have decided to specialize in a sector of auto service such as quick oil changes or tires and alignments.

Regardless of whether you have chosen to sell gasoline or perform auto service or sell coffee, milk, and eggs in your convenience store, NJGCA will remain focused on serving your needs.

There are several common themes that our members share. First, all of our members are small business owners. Second all of our members serve motorists. All of our members operate in a highly competitive and changing marketplace. All of our members must be kept informed about environmental issues; tax issues; labor issues; food safety issues; consumer issues; and of course supply issues.

NJGCA is still the same association that has existed for 70 years and pledges to members to be more responsive, informative, and to provide better benefits than ever before. We are still in the same office, but we have changed our name and our look.

continues on next page

| NEWSLETTER TOPICS | PAGE |
|--|------|
| NEW CHANGES HAVE BEEN MADE | 1 |
| NEW EXECUTIVE DIRECTOR | 2 |
| NEW POSITION CREATED | 3 |
| ELECTION UPDATES / EMAILS | 4 |
| MVC INSPECTOR TRAINING CLASSES SCHEDULE | 5 |
| FALL MEMBER DINNER MEETINGS SCHEDULE | 6-7 |
| ISSUES & UPDATES | 7-10 |
| EXECUTIVE DIRECTOR'S MESSAGE | 10 |
| PRESIDENT'S MESSAGE | 11 |



Your Association has Made Changes! *continued . . .*

We have a new phone number and a new web site. www.njgca.org The web site is still under construction with new sections being added every day. The site is designed to keep you informed and will include a **Members Only section**.

You will be receiving a new membership card in the mail soon. Your new membership card will include a member number for the first time. You will need your member number to access the **Members Only** section of the web site.

Our senior staff has also changed; however you can rest assured that all of the **NJGCA** staff understands the difficulties and challenges that you face everyday. We all understand how difficult it is to work on profit margins that are so slim it is tough to meet weekly payroll.

IMPORTANT.....PLEASE NOTE

Soon you will also be receiving a call from a member of the **NJGCA** staff asking you for updated and detailed contact information for your business and for you personally. Please cooperate as we will be using the requested information to communicate with you in a more efficient and timely manner. We want to get urgent information to you when such information is warranted. We understand your time is precious and we will try to minimize the time it takes to update our files.

Our objective is to help your business be prosperous!

Your participation in **NJGCA** will help us to be stronger and to be more effective with legislators and policymakers in Trenton and Washington DC.

Membership in a strong Trade Association is one of the best investments you can make!

Leadership Changes at NJGCA - A New Executive Director

In January 2007 the Board of Directors asked Sal Risalvato to take over the reigns of the NJ Gasoline Retailers Association. This was prior to the name and logo change to NJ Gasoline, C-Store, and Automotive Association.

The **NJGCA** Board of Directors tapped Risalvato for several reasons. Risalvato spent 23 years as an owner of a gasoline service station before entering the political arena. Risalvato had extensive experience as an advocate for the Small Business Community and has testified to various committees in Congress and in the Trenton Legislature over a 20 year period.



Issues effecting small businesses from the High Cost of Health Care Insurance to Burdensome Environmental and Tax Policies have all been on Risalvato's menu of issues brought to the attention of lawmakers.

Risalvato has experienced the difficulties of **NJGCA** members and knows first hand the troubles **NJGCA** members have operating their small businesses.

The **NJGCA** Board of Directors has asked Risalvato to use his experience interacting with the news media to help the motoring public understand the trials and tribulations felt by those business owners that earn a living by serving motorists. Risalvato will direct the modernization of communications efforts with **NJGCA** members and with members of the news media.

Since there is strength in numbers, Risalvato has been asked to grow **NJGCA** membership and find ways for the organization to be more responsive to the needs of **NJGCA** members.

Risalvato has been asked to achieve greater influence with legislators on issues effecting **NJGCA** members and will oversee all legislative affairs activities.

Sal can be reached at sal@njgca.org

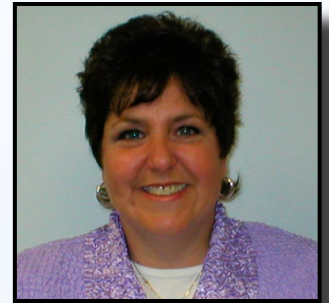


Director of Member Services

Executive Director Sal Risalvato has brought a fellow gasoline service station owner, Debbie Hill on board as the new Director of Member Services.

The Director of Member Services is a newly created position designed specifically to help guide **NJGCA** members through difficult problems that are experienced with burdensome Environmental or Motor Vehicle Agencies.

Debbie Hill has been a partner in a family owned service station for the past 18 years and was a member of the **NJGCA** Board of Directors. Ms. Hill resigned her position on the **NJGCA BOD** when she accepted the invitation to join the NJGCA senior staff.



Debbie will assist **NJGCA** members that are having difficulty with compliance and enforcement issues with the DEP and with the NJ Motor Vehicle Commission. Oil company and supplier complaints will also be managed by Ms. Hill.

With a new focus on members that operate convenience stores, Debbie will help members experiencing difficulties with government agencies that oversee food handling and sanitation issues.

NJGCA has renewed efforts to educate and train technicians needing various motor vehicle and emissions certifications. Debbie will also be involved with student registrations and scheduling.

Debbie will work closely with the new Membership Director to ensure that all **NJGCA** members have access to *Members Only* benefits provided by our Member Benefits Partners (MBPs)

NJGCA has negotiated money saving benefits with vendors and insurance companies who have agreed to be a part of our MBP team. Debbie Hill will assist members who wish to take advantage of these money saving benefits by participating in these valuable programs. Debbie will direct appropriate **NJGCA** staff assistants to help members with all inquiries.

Debbie can be reached at debbie@njgca.org

Membership Director

Phil Apruzzi has been promoted to the position of Membership Director. Having served previously as part of the **NJGCA** field staff, Phil has worked with our members and has extensive knowledge of the issues and problems **NJGCA** members experience every day.

Phil has a background in computers that is an added plus since he will be in charge of updating and monitoring **NJGCA** member records. With a new emphasis on member communications, Phil will monitor the flow of contact information and member profiles to ensure **NJGCA** members receive timely communications.

Four years of experience as an **NJGCA** field representative have given him the experience needed to understand how every problem affects your daily business. His experience has given him the vision necessary to foresee future difficulties members may encounter.



Phil will direct the **NJGCA** Territory Managers who will be in the field assisting our members.

Since there has been a renewed effort to maximize and improve the valuable money saving benefits we have negotiated for you, Phil will monitor the service you receive from our MBPs and coordinate these efforts with the **NJGCA** Director of Member Services.

Phil can be reached at phil@njgca.org



NJGCA Elections

The NJGCA Board of Directors recently held its' annual meeting as required by the organization By-Laws.

The annual meeting is held in order for the BOD to select the officers for the upcoming year.

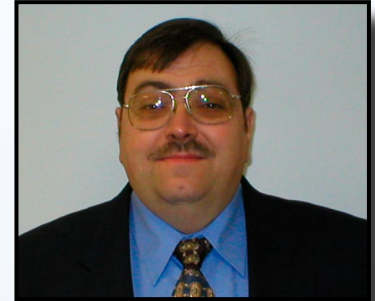
The 2007 annual meeting was held on June 27th at NJGCA headquarters and the following officers were elected.



President Tim Arata
Westview Service Center
Ridgefield, NJ tim@njgca.org



Vice President Kashmir Gill
Creative Management
Dover, NJ kgill@njgca.org



Secretary-Treasurer Lou Papale
Wheels in Motion
Union, NJ lou@njgca.org

Updates & Ultra Urgent Messages

WE ARE UPDATING MEMBER CONTACT INFO AND MEMBER PROFILES

Please help us to help you! Your **COOPERATION** is requested.

NJGCA is modernizing and updating. Too many years have gone by without an official update of member files and contact records. Unfortunately we have done a poor job over the past 10 years maintaining this information. Accurate information will help us to communicate with you.

With a new resolve to communicate more often and more efficiently with NJGCA members we have upgraded our computer systems and member tracking programs.

U.S. Mail is still a prime method of communicating with NJGCA members and it is our plan that regular newsletters like this one will arrive on a timely basis in your postal mailbox. We hope our new more attractive and easy to read format will keep you informed about everything that you need to avoid problems and take advantage of NJGCA benefits and events.

BUT.....we also want you to receive more timely and regular information in your Email inbox!

Once we have successfully updated the contact info for your business we will be sending regular email announcements and also send you links to important information posted on the NJGCA web site.

For Ultra Urgent Messages

In the rare instance that we need to send you an **Ultra Urgent Message**, and once the new system is in place, we will send very urgent information to a variety of contact sources. **Ultra Urgent Messages** will include text messages to your cell, your partner's cell, and your spouse's cell. We will also send messages to all email addresses that you have supplied to us. **YES...**we will also include an old fashioned phone call to your office or home. **NO.....**we will not be contacting you with this method unless we need to inform you in an urgent manner!

Please expect a phone call from an NJGCA staff member soon asking you to provide accurate contact info for your business and home including all partners and spouses. If you are busy when you are contacted, **PLEASE** give the caller a more convenient time to call back. The process will only take a few minutes and will only help us if the information you provide is 100% accurate.

REMEMBER.....YOUR COOPERATION HELPS US TO HELP YOU!! THANKS!!



Member Surveys

It is important for us to know what you think and what is important to you. It is important for us to know how certain issues and government policies may affect your business, or your employees, or your customers.

We are planning to ask for your thoughts and opinions on upcoming legislation, and public policy and regulatory matters.

For instance; are you in favor of the State of New Jersey requiring all technicians and mechanics in your shop to be licensed to practice? Or, Should the NJ Gasoline tax be raised to fund highway and transportation projects?

These are only two of many questions on issues that may affect your business. We will ask for your opinion as issues develop.

On a regular basis we will post these and other questions on the web site. We may send you an email or place these questions in our newsletter. We will post the results in the **Members Only** section of the web site. This survey information will enable us to better represent your views with lawmakers and policy makers.

Please Get Involved In Your Association

Becoming involved in your association is a perfect way to have a louder voice. When you give some of your time to attend meetings or make phone calls to legislators, you have enhanced the efforts of the **NJGCA** Team.

We welcome your participation. Would you be interested in serving on the **NJGCA** Board of Directors? Would you be willing to participate on the Inspection Committee? Would you like to be a member of an Events Committee?

These are some of the ways that you can participate. If you have an interest in any of the above please contact Executive Director Sal Risalvato sal@njgca.org

MVC Inspector Training Classes Scheduled For September

NJGCA is offering 3 training courses to help you and your employees meet the NJ State requirements associated with Motor Vehicle Inspections. Classes are held in the Training Center at **NJGCA** headquarters. Classes are open to **ALL** technicians however; **NJGCA** members will receive up to a 40% discount.

[Motor Vehicle Emissions Inspector](#)

This certification is required for anyone who performs Motor Vehicle Inspections in your shop. Technicians successfully completing this course will be certified as **Motor Vehicle Emissions Inspector**.

7 evenings 6:45-10:00 PM
Class dates: Tuesdays & Thursdays 9/4/07 thru 9/25/07
Non Member \$250 **NJGCA Members \$150 ** Save \$100**

[Emissions Repair Technician](#)

This license is required for all technicians who perform Emissions Repair. **NJGCA** offers two courses that technicians can take for certification as an Emissions Repair Technician.

3 Hour Emissions Repair Technician State Specific Course

This **NJGCA** Emissions Education course includes NEW OBD II Emissions Inspection rules and regulations along with Safety testing procedures. Technicians must have ASE 8, ASE 6, and Level 1 in order to qualify for admission into this class.

Class Date: 9/27/07, 6:45-10:00 PM
Non Members \$125 **NJGCA Members \$75 ** Save \$50**

(continued on page 6)



60 hour Emissions Repair Technician

This NJGCA Emissions Education course is a comprehensive program that fulfills this state requirement.
20 Evenings 6:45 to 10:00 PM

Class dates: Tuesdays and Thursdays 10/02/07 thru 12/11/07
Non Members \$1100.00 text & materials \$100.00
NJGCA Members \$800.00 text & materials \$50.00 **Save \$350

**To Register call Debbie Hill 973-376-0066 x 203 or training@njgca.org

Fall Member Dinner Meetings

It has been customary for regular membership meetings to be held twice a year, once in the Spring and then again in the Fall.

We are combining several counties in order to have a better attendance and host our members with a special dinner that is extraordinary compared with previous dinner events.

Our purpose is two fold. First, **NJGCA** wants to kickoff our new name and logo and our plans to serve you better. Of course we plan to give you an update on multiple issues that affect your business and receive your feedback.

Second we wish to have you share an opportunity to build camaraderie with your colleagues and gain some insight from others about their experiences dealing with the same things you deal with day to day. Sharing positive customer experiences and sharing horror stories are a means of creating bonds and friendships.

Save the dates. Look for further details in future mailings and emails. Details will also be posted in the events section of the web site. Members may attend any of the meetings and are not restricted to any particular county.

Bring a potential **NJGCA** member and you will receive \$10 off the cost of your dinner **AND** your spouse's dinner, **AND your guest with spouse can attend FREE!**

Meeting dates and locations are:

Bergen, Hudson - Tuesday September 25 @7 PM

Café Tivoli 533 Shaler Boulevard, Ridgefield, NJ 07657 (201)-941-5561

Contact:

(Bergen) Bob Quirk bob@njgca.org (201) 214-8836

(Hudson) Eric Hayes eric@njgca.org (973) 986-7135

Morris, Passaic, Sussex, Warren - Tuesday October 2 @ 7 PM

Giovanni's Restaurant, 80 E McFarland Ave (Rte 46), Dover, NJ 07801 (973) 361-7272

Contact:

(Morris, Sussex, Warren) Frank Stewart frank@njgca.org (973) 459-0782

(Passaic) Eric Hayes eric@njgca.org (973) 986-7135

Atlantic, Burlington, Cape May, Camden, Cumberland, Gloucester, Salem Tuesday October 9 @ 7 PM

Crab Trap Restaurant

6 Broadway on the Circle (Rte 52 South) Somers Point, NJ 08244 (609) 927-7377

Contact; Jack Leli jack@njgca.org (732) 995-1637



Hunterdon, Mercer, Middlesex, Somerset - Tuesday October 16 @ 7 PM

Freddies, 12 Railroad Ave, West Trenton, NJ 08628 (609)-882-9845

Contact:

(Hunterdon) Frank Stewart frank@njgca.org (973) 459-0782
(Mercer, Somerset) Phil Apruzzi phil@njgca.org (732) 693-2656
(Middlesex) Henry Darden henry@njgca.org (908) 247-2992

Monmouth, Ocean - Tuesday October 23 @ 7 PM

Kelly's Corner Tavern, 43 Laird Rd, (Rte 35 south) Neptune, NJ 07753 (732) 775-9517

Contact:

(Monmouth) Phil Apruzzi phil@njgca.org (732) 693-2656
(Ocean) Jack Leli jack@njgca.org (732) 995-1637

Essex, Union - Wednesday October 24 @ 7 PM

Cryan's Beef and Ale House, 24 First Street, South Orange, NJ 07079 973-763-7114

Contact:

(Essex) Eric Hayes eric@njgca.org (973) 986-7135
(Union) Henry Darden henry@njgca.org (908) 247-2992

Issues & Updates

Cash/Credit Pricing

NJGCA members began to experience difficulties in May when officials from the County Divisions of Weights and Measures started to receive consumer complaints regarding improper Cash/Credit signage at retail gasoline stations.

Each county was interpreting sign regulations differently and without consistency. Eventually the State Division of Consumer Affairs stepped in and met with **NJGCA** officials.

A uniform interpretation of the sign regulations was agreed to and all **NJGCA** members were notified. The agreement allowed retailers to post both the cash and credit price on street signs rather than the credit price only.

We encourage **NJGCA** members to utilize Cash/Credit pricing to help recoup the high cost of accepting credit cards. Cash/Credit pricing allows you to pass on high credit card costs and enables motorists to save a few cents per gallon if they pay with cash.

Illustrations of properly signed locations were sent to all members. If you would like to review these illustrations again log on to www.njgca.org and look in the Newsletters section.

DEP Underground Storage Tank Inspections

In March we notified all **NJGCA** members that the Department of Environmental Protection (DEP) was beginning another phase of inspections at all facilities with underground storage tanks (USTs)

Inspectors have been aggressive and are finding many violations at member facilities. Fines have been levied for simple paperwork violations and they are severe. We believe that DEP is over reaching with the level of fines that they are assigning. We would like to document cases that have been far too punitive. These fines do not serve the public or protect the environment and are harmful to small businesses struggling to make ends meet.



(continued on page 8)



Please contact us if we can assist you should the DEP levy fines at your business. We are anxious to document the overly punitive nature of individual cases.

Of course it is better to have your facility in total compliance so that DEP inspectors must leave empty handed. We previously sent a flyer promoting a benefit that would enable **NJGCA** members to take advantage of an offer provided by ATS Environmental Services. ATS has agreed to perform a total inspection and audit of member locations for **FREE**. Their service has helped many members avoid harsh fines by finding and solving violations prior to the arrival of DEP inspectors. ATS services are available to Non-NJGCA members for \$250.

Motor Vehicle Inspections

The State of New Jersey is presently accepting bids from prospective contractors to operate an updated version of the Motor Vehicle Inspection System.

The current contract with Parsons expires this year. Expectations are for a new contract to be awarded by January 2008 with full implementation by early to mid 2009.

What will be required of you? We don't know yet, and won't know for sure until the winning bid is opened sometime in the fall.

What do we know? We know that new equipment will be required and we know that the winning bidder for the State contract will be the only vendor that will be permitted to provide the new equipment. We anticipate the cost of remaining a PIF will be somewhere between \$3000-\$12,000. We expect maintenance contracts will be much less expensive than present contracts but we will not be certain until the bids are opened.

We have met with several of the bidders and are planning to meet with others. We are forming a committee of our members who wish to participate in the process. We welcome your participation. If you wish to participate on the Inspection Committee please contact Debbie Hill debbie@njgca.org



Cigarette Taxes

There is a movement in Congress to raise the Federal tax on cigarettes by 61 cents a pack. Although many gasoline retailers sell cigarettes, this legislation is especially harmful to those who operate C-Stores. Profits in C-Stores are determined by the amount of traffic generated by motorists who stop to purchase items like cigarettes and milk.

We have seen first hand the impact of raising the tax on cigarettes. As the New Jersey state tax on cigarettes has been increased various times in the last decade, small businesses in the state have been negatively impacted. Customers find it cheaper to purchase their cigarettes over the internet or through other illegal means in an effort to avoid paying the tax. The National Association of Convenience Stores estimates that cigarettes amount for 34.7% of all in-store sales. When customers do not purchase their cigarettes in our stores, they are also not purchasing their milk, bread and other products during these visits.

Past state tax increases on cigarettes has also demonstrated that these types of initiatives create unstable and declining revenue sources. This is exactly the opposite funding approach needed for any government program relying on these revenues for success.

Please write, call or email your Congressman and your U.S. Senators and ask them to vote NO to an increase in the cigarette tax! For a list of NJ members of Congress and U.S. Senators, or to find out which member of Congress represents your district, please contact Chris Stark chris@njgca.org or call **NJGCA** headquarters.



[Right to Repair](#)

Independent Repair shops have been experiencing an increasing difficulty obtaining the technical information necessary to make repairs to their customer's vehicles. Manufacturers are withholding pertinent technical information from Independent Repair Shops and forcing motorists to return to their dealerships for service.

Too often an Independent Auto Repair Shop owner must tell a customer "Take it to the dealer".

NJGCA believes that auto manufacturers and car dealers are using technology to create a monopoly over the aftermarket repair industry. Often auto manufacturers deliberately withhold information causing problems for motorists to properly repair their vehicles at the facility of their choice.

A-931/S-2553, also known as *Motor Vehicle Owners' Right to Repair* has been introduced in the NJ legislature.

The RIGHT TO REPAIR ACT requires that auto manufacturers provide information necessary to diagnose, service or repair a motor vehicle. Manufacturers will be responsible to provide this information to independent repair facilities and also to vehicle owners.

Passage of this legislation is only a few votes short of passing the NJ Assembly. **NJGCA** is working hard to lobby members of the legislature to support this bill, however, the auto manufacturers and the car dealers are lobbying hard against it.

WE ARE ALMOST THERE! Please contact your Assemblyman and your State Senator. Governor Corzine supports this legislation and will sign it if it passes the legislature and comes to his desk.

Please contact us if you are willing to meet with your legislator or write letters to local newspapers to explain your experience with this issue. Your effort will help them understand how this problem affects your business and your customers.

Contact Chris Stark chris@njgca.org

To read the full text of *A-931/S-2553 Motor Vehicle Owners' Right to Repair* visit our web site www.njgca.org

[Predatory Towing](#)

The New Jersey Legislature passed a bill (A4053) that will have serious effects on any business that performs towing service. Legislators snuck legislation called the Predatory Towing Bill through both houses of the legislature on the day the budget was passed while no one was watching.

This bill is designed to prevent unscrupulous towmen from preying on unsuspecting motorists. **NJGCA** agrees with the intent of this legislation since bad apples make our honest members look bad. However, the bill over reaches and will end up forcing honest towmen to file their rates with governing bodies and pay unnecessary fees.

NJGCA has written Governor Corzine and asked him not to sign this legislation without amendments protecting honest towing operators. Presently, we are waiting to meet with the Counsel to the Governor to discuss appropriate amendments that the Governor can support.

We will keep you posted.

For further information contact Chris Stark chris@njgca.org To read the full text of A4053 please visit our web site www.njgca.org



Zone Pricing

Legislation has been introduced that will end the discriminatory pricing scheme known as Zone Pricing (A176).

The gasoline wholesale industry has used tank wagon zone pricing as a competition tool for years. However, recent high gas prices have called this practice into question, and legislators are asking why retailers and consumers must each face varying prices between zones.

Unlike zone pricing in many other industries that are drawn to reflect shipping costs, many market analysts say they cannot pinpoint an exact reasoning behind gasoline wholesalers zone pricing scheme. Neither can we!

If you are a gasoline retailer, fighting FOR this legislation should be at the TOP of your agenda. Eliminating zone pricing will be a large victory for gasoline retailers.

NJGCA must begin documenting specific cases of zone pricing discrimination and we need your help. Please expect **NJGCA** staff researchers to call and ask you for zone pricing circumstances in your local marketplace. Your cooperation will help us to investigate discriminatory practices by suppliers and major oil companies.

Please contact us if you are willing to meet with your legislator or write letters to the local newspapers to explain the need for A176. Your effort will help legislators understand the importance of the problem and its effect on our industry, your business, and consumers.

Please contact Chris Stark chris@njgca.org

Message from NJGCA Executive Director Sal Risalvato

Dear **NJGCA** Member,

This newsletter is the first that you are receiving from us since we changed our name to **NJGCA**. I hope you like the new format of our newsletter. The old NJGRA Bulletin has evolved with our name and logo to complete the new look and image of our organization.



Since beginning this job in January I have tried to evaluate how **NJGCA** can better serve you. I have tried to determine what works well and what does not. I have begun to change things that no longer serve our members well and I will continue to make changes. I will respect those traditions that **NJGCA** has adhered to for 70 years by improving practices that are part of our history.

Do you realize that our organization is 70 years old? We have had great successes over the years but we do not have time to rest. Great challenges are ahead as the industry and marketplace that we do business in faces more upheaval and further evolution.

One tradition I will remain steadfast to promote is the phrase NJGRA used for many years "Membership in a strong trade association is one of the best investments you can make"!

NEW JERSEY GASOLINE > C-STORE > AUTOMOTIVE ASSOCIATION

Unfortunately, small business owners no matter what they sell, all should adhere to this principal. No matter if you are a baker, or a landscaper, there are reasons that you should belong and participate in your trade association. Also unfortunate is the fact that small business owners always find this out when it is too late and "the horse has left the barn".

I am looking forward to the challenge of making our presence felt with legislators that always control the amount of pain that government inflicts upon us. After spending 23 years owning a gasoline service station, I too understand every difficulty you deal with every day with employees, customers, suppliers, and government regulators.

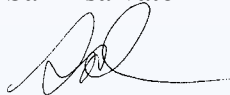
(continued on page 11)



I need your help. Do the simple things. The first simple thing that you can do for your business is to take a few minutes to read **NJGCA** newsletters and emails. I am encouraging you to make the **NJGCA** web site your home page on your computer. I will make every effort to keep the news and information on the site fresh, updated, interesting, and informative. Feel free to make suggestions or send information that we can add to the site for others to see.

Your job is to be prosperous for yourself and your family. My job is to help you accomplish this. Let's just do it!

Sal Risalvato



Message from our President Tim Arata

Dear Colleagues,

Since being elected last year as your State President, I have tried to steer our association in a direction that will be more helpful to me in my business, and you in your business.

I have been in the gasoline and auto repair business for 26 years and I learned a long time ago how important it is to be a member of a strong trade association. Our association is the premier organization in New Jersey that represents gasoline retailers, convenience store owners, and auto repair businesses.

I am excited about the name and logo changes that our Board of Directors has authorized. I joined the Board of Directors of NJGRA in 1995 and I have been happy to participate in every way possible to see our association serve us better.

The first challenge I had to preside over after being elected last year was to deal with the unfortunate death of our previous Executive Director Bill Dressler. I was determined to unify our Board of Directors and encourage them to consider changes. Change is always difficult to accomplish, but it is often the right thing to do.

I pledge to you that I will continue to give my heart and soul to our association with its' new name, new logo, and new direction. I will watch over the operation and guide us safely into future evolutions and changes in our industry.

Please visit our new web site often. In fact, please make **NJGCA** the home page on your computer so that each time you sign on to the internet you will catch any updates and news that are important to your business.

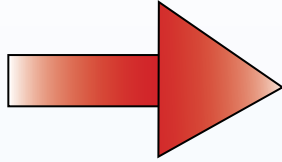
www.njgca.org

Please feel free to contact me as I value your input and suggestions. I look forward to seeing you at the County meetings this coming Fall.

Tim



OLD



NEW



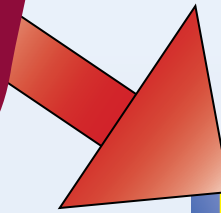
PRESORTED
FIRST CLASS
U.S. POSTAGE
PAID
TOMS RIVER, NJ
PERMIT No. 177

66 MORRIS AVENUE
SPRINGFIELD, NJ 07081

Serving the Small Businesses That Serve The Motorist



OLD



NEW

*Serving the Small Businesses
That Serve The Motorist*

