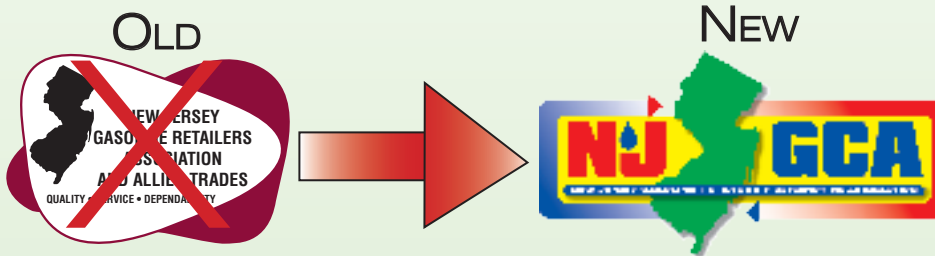


ON THE ROAD

DECEMBER 2007
VOLUME 1 ISSUE 2

NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION NEWSLETTER



NJGCA is moving forward

Seven months have passed since we have changed our name to New Jersey Gasoline, C-Store, and Automotive Association. (NJGCA)

The process of change happens slowly, but gradually people are taking notice of our association and listening to our voice. Members, legislators, and the news media have all been communicating to us that they see the difference.

Some of the noticeable items that have caught the attention of our members are our new communications. Besides this *OTR* Newsletter, we have also established 3 types of email communications.

Our weekly email, *Road Warrior (RW)*, has been sent to members every week since September 20. *RW* enables our Executive Director to comment on the previous week's happenings and steer you to interesting news around the state.

Our eye catching notice called *WILDFIRE ALERT* has been sent once, urging our members to contact Governor Corzine to request that he veto legislation that would be harmful to those who provide towing services for their customers.

Recently NJGCA has been in the news discussing various topics that affect the small businesses that serve NJ motorists. *In Case You Missed It (ICYMI)* has been sent several times to inform you of TV and radio interviews that featured Executive Director Sal Risalvato. Articles that have appeared in newspapers around the state have also been sent to you via *ICYMI* so that you can see how NJGCA is advocating on your behalf.

If you are not receiving our emails, then that means that we don't have your email address, or the email address that we have on file for you is outdated. Please contact us to give us your correct email address. See the form at the back of this *OTR*.

continues on next page

NEWSLETTER TOPICS	PAGE
MOVING FORWARD	1
EXECUTIVE DIRECTOR MESSAGE	2
PRESIDENTS MESSAGE	3
ISSUE UPDATES / ENVIRONMENT	3-5
MARKET WATCH	6
LEGISLATIVE UPDATES	6-8
MVC INSPECTION TRAINING	9
CLASS SCHEDULE	
QUICK NOTES	9
MEMBER SPOTLIGHT	10
SURVEY QUESTIONS	11-13
UST & AIR/VAPOR	14
DEP SEMINAR	





NJGCA Exec Director Sal Risalvato speaking to members in Essex/Union Counties

Fall membership meetings have concluded. Our traditional dinner meetings were well attended. Members received updates from representatives of the DEP and MVC. They were given a virtual tour of our web site and an overview of NJGCA efforts to implement a ban on Zone Pricing.

NJGCA Member Benefit Partners (MBPs) were on hand to explain the various services that have been made available to NJGCA members only.

Membership cards have been sent to all NJGCA members in good standing. These cards contain ID numbers that have been assigned to NJGCA members. Your member number may be used to sign on to the **Members Only** section on the web site. Many members have contacted us saying that their attempts to log

on to this special section for **Members Only** were unsuccessful. We apologize for the delay in getting this special feature operational. We expect it to be functioning in the next few weeks. Please try back again.

ONLY NJGCA members may participate in our money saving benefits, and your member number is your key to savings.

*** "Wow, THE CHANGE IS REALLY VISIBLE! I NEVER EXPECTED THE CHANGE I SAW AT OUR COUNTY MEETINGS" BOB WHITELY, WHITELY'S AUTO SPECIALIST, OAKHURST**

Message From NJGCA Executive Director Sal Risalvato

Dear NJGCA Member,

It has been quite a whirlwind these past few months. The task of keeping you informed and representing your interests to the legislature and the news media have been challenging.

Although the issues that affect you are numerous, I have been mainly concerned with making sure that the recent spike in gasoline prices has a minimal adverse effect on your business.

I understand how hard it is to work with slim profit margins and I know it is harder when the cost jumps so dramatically. I know it is especially difficult when your customers think you are laughing all the way to the bank. Your customers don't understand the challenge you have trying to pay for the next load of gas. I do.

I have embarked on educating the news media with a steady diet of market place realities. Over time, I believe that motorists will understand that you are their friend and not their enemy.

I have also tried to educate the media and the public about is the issue of Right to Repair. Once consumers line up on our side, legislators will follow like sheep. Legislators do what earns them votes.

I must also say that I am extremely concerned with the mean spirited nature of the DEP and the harsh fines that they have issued. The law is on their side and they know it. It is too late to change the law, but it is not too late to do whatever is needed to be in compliance and shut down their revenue generating machine.

I will take full responsibility to make sure that you know how to comply with DEP regulations. But the rest is up to you. I'll hold your hand and lead you, but I can't hold a gun to your head and make you comply. I **can** tell you that if you don't comply, DEP won't hesitate to pull the trigger.

I have been saying since I arrived here that the real reason you belong to ANY association is to have someone watch out for the train that might be heading for the front door of your business. I will always maintain that **Membership in a Strong Trade Association is One of the Best Investments You Can Make.**

There is no other reason to belong to NJGCA except for the strength that it brings you through unity with your fellow members. Of course NJGCA provides you with other benefits that save you money, but **only** NJGCA can be an advocate for you that is stronger than you could ever be alone.

I am very pleased that the staff here at NJGCA has put **member service** back into our vocabulary, very similar to how you need **customer service** in yours. Thank you for your many positive comments. I look forward to your continued encouragement.

Sal Risalvato



Message From Our President Tim Arata

Dear Colleague,

I have been in this business for a long time and I have experienced many highs and lows. Like any business the market place is ever changing. Gasoline and Auto Repair is no different. Sometimes us guys that didn't close our service bays to open Convenience Stores wish we were selling coffee instead of motor oil.

Does the price of coffee rise as fast as gasoline? I think the profit margin on a large cup of coffee is about a buck. In relative terms, that means that someone selling coffee makes about five dollars for every gallon of coffee sold.

Well, I am not in the coffee business; I am in the Gasoline and Auto Service business. I know the guys in Convenience Stores have their own problems with inventory shrinkage and other headaches that I may not have. Hey....the folks that own Convenience Stores still have to figure out how to pay for the next load of gas just as I do. Convenience Stores that sell gas are still subject to the same inspections and fines from the DEP that I am.

I guess the grass is always greener on the other side. Trying to make a profit in a Convenience Store is just as tough as in an Auto Repair shop.

I am glad that I have taken a leadership role in **NJGCA**. I have learned that my ability to deal with market place difficulties and unreasonable environmental enforcement is made stronger because I belong to a strong trade association.

I felt that strength and enthusiasm while attending each of the dinner meetings **NJGCA** recently held around the state. I enjoyed listening to your comments, both positive and negative. I am confident that **NJGCA** is on the right track once more. I am very proud to be your president.

As always, please contact me with any comments or suggestions. I will always find the time to chat. My email address is tim@njgca.org

Tim Arata



UPDATES

DEP

It is not a secret that **NJDEP** has been inspecting every retail gasoline facility in the state. Members have reported receiving fines as high as \$75,000. **NJGCA** has met with **NJDEP** to ask for both clarification of the regulations and relief from the extremely punitive fines.

NJGCA maintains that DEP is unnecessarily harsh and unreasonable in doling out penalties. We believe that DEP is demonstrating a mean spirited policy and has embarked on a campaign that is designed to help fill the state's empty coffers instead of protecting the environment.

DEP has denied such motivation, **BUT** has agreed to help assist **NJGCA** members achieve compliance, thereby avoiding harsh penalties. DEP promises that harsh penalties will continue for stations that do not comply.

We have found that many gasoline retailers do not understand the regulations and remain unfamiliar with the specific requirements demanded of them. **NJGCA** is planning an all day seminar that you must attend. If you have already been inspected and avoided receiving any fines, you should still attend, as DEP inspections will continue at regular intervals.

Inspections will continue from both the UST and Air/Vapor divisions of DEP. **NJGCA** will take the responsibility of assisting you in your effort to comply with the laws. **YOU** must take responsibility to execute the requirements in order to avoid harsh fines.

Seminars are scheduled in Northern NJ at the Regency House in Pompton Plains on January 29th and in Southern NJ at the Holiday Inn in Tinton Falls on January 30th. **MARK YOUR CALENDARS NOW AND PLAN TO ATTEND! See the seminar notice at the back of this OTR newsletter.**

You should also contact ATS Environmental Services to take advantage of the FREE compliance screening that we have negotiated for **NJGCA** members only. Please contact Director of Member Services Debbie Hill debbie@njgca.org



MVC/ State Inspection

The Motor Vehicle Inspection System is changing. How is it changing? How does it affect you?

Unfortunately at the time of this writing we still do not know the exact details. The state has received bids from four different contractors outlining their proposals to provide inspection services at the CIFs and the PIFs. Proposals include what brand of equipment will be used and the cost of the equipment.

The bids are currently under review and have not been made available to us or the public. We have made a request to receive the bids so that we can study them. We expect that the details will be made available in December and the prevailing bidder will be announced in January 2008.

The contractors that have submitted bids are anxious to meet with us as soon as the winner is announced. We will pass along details as we learn of them.

*** *“HEY NJGCA, THANKS FOR YOUR HELP. THINGS WORKED OUT BETTER THAN EXPECTED WITH THE MOTOR VEHICLE COMMISSION (MVC).” JOSEPH BENHAM JR., BENHAM’S SERVICE GARAGE, BERKELEY HEIGHTS***

Diesel Fuel Dispensing and Labeling Requirements

Diesel fuel regulations have undergone major changes since the early 1990s. The Federal Government has mandated reduced sulfur content in diesel fuel in order to lower emissions.

The new standards were applied to “on-road” and “off-road” diesel.

In 1994, the standard sulfur content of “on-road” diesel fuel was reduced from 2000ppm to 500ppm and was classified as Low Sulfur Diesel (LSD).

The newest standard mandates that “on-road” diesel fuel must not contain more than 15ppm of sulfur and is now classified as Ultra Low Sulfur Diesel (ULSD).

It is imperative that diesel fuel retailers properly label their pumps. Pumps must display labels for Low Sulfur Diesel (LSD 500ppm) or Ultra Low Sulfur Diesel (ULSD 15ppm).

A failure to properly label pumps, inform employees, and educate motorists has led to incidents in which the improper grade was sold to motorists. The result has been damage to customers’ engines and expensive repair bills.

Improperly labeled pumps carry fines which may be levied up to \$35,000 per day.

Avoid lawsuits, legal headaches, and disgruntled customers. Please label your pumps properly!

*** *“BECOMING MEMBERS OF NJGCA WAS SOMETHING WE SHOULD HAVE DONE YEARS AGO. IT SHOWS THAT IGNORANCE ISN’T ALWAYS BLISS. BUT BETTER LATE THAN NEVER.”***
DAVID VELOZ, OLYMPIC LIBERTY, NORTH BERGEN



Classification Exception Area (CEA)

The Department of Environmental Protection (DEP) does periodic site evaluations on locations that have had a discharge in the past. In some cases, DEP has not required active ground water remediation even if the site does not possess an NFA (No Further Action).

In such instances, DEP designates a Classification Exception Area (CEA). An evaluation, called a Biennial Certification, is required every 2 years from the date the CEA was originally established. A Biennial Certification must be submitted to NJDEP until groundwater contaminants are below established Ground Water Quality Standards (GWQS).

If you have a CEA and have not completed the Biennial Certification, you probably received a letter from DEP. Contact your environmental consultant for assistance in filing the appropriate forms. Fines are being imposed on facilities that have not submitted the required forms.

For more information, please visit www.nj.gov/dep or call NJGCA headquarters and speak to Debbie Hill.

Additionally, please visit our web site to view an article written by Mike Vanderslice of Environmental Alliance regarding CEA. Mike is a member of the recently formed NJGCA *Environmental Advisory Coalition*. Environmental Alliance has agreed to offer free consultations and discounted rates for NJGCA members with CEA filing requirements.

*** *“WE JUST HAD THIS (ATS FREE COMPLIANCE TEST) DONE. IT WAS EYE OPENING TO SAY THE LEAST”.*
ED HENDERSON, HENDERSON’S SERVICE CENTER, FREEHOLD**

Underground Storage Tank Removal

When replacing USTs, please be sure to observe proper procedure in notifying your Pollution Liability insurance company of your plans. Many policies WILL NOT cover accidents if you do not notify them at least 48 hours before removal begins.

Avoid a disastrous and costly situation by following correct protocols.

RETIRING? SELLING? WANT TO STAY BUSY?

NJGCA is looking for people with experience to join our team of Territory Managers who work in the field visiting NJGCA members.

Several territories are available. NJGCA has always tried to employ previous members whenever possible. Even if you are not available now, let us know if you are interested and we will keep you in mind for the future.

Contact Phil Apruzzi phil@njgca.org



Market Place

You know first hand that the price of gasoline is rising rapidly. Where will it end? No one knows for sure. Some experts predict that gas will be \$4 per gallon by spring. **NJGCA** is concerned that the sharp increase that began in September does not reflect normal supply and demand economics. Speculators have bid the price of crude oil to record levels while supply and demand have remained relatively on par when compared with the same period last year.

NJGCA has taken pre-emptive actions to alert the news media that the pain at the pump should not be blamed on the small business owners that operate retail gas stations. It is important that motorists understand that the people making the profits and raising the price are the oil companies and not YOU. We are trying to educate motorists that gasoline retailers have slim profit margins and struggle to make ends meet.

We also want the public to understand that other big winners when gasoline prices spike are the credit cards companies. Visa and MasterCard are huge winners when prices rise. Motorists should expect to see different prices at retail locations for cash and credit.

YOU ARE ENCOURAGED to utilize cash/credit pricing at your location. Why? Because the cost of processing credit cards can cost up to 9 cents per gallon and you can't afford to absorb it any longer. Simple mathematics dictate that you pass these costs on to your customers, however, by offering a discount for cash you can save your customers money and at the same time maintain your profit margin. YOU win! AND your customers win! The only losers are the credit card companies. **NJGCA** will stand with you if you encounter any resistance or threats from your supplier. Please call us immediately if you experience any threats.

If you decide to utilize cash/credit pricing, please post the proper signs in order to avoid fines from Weights and Measures. Call **NJGCA** headquarters for assistance or visit our web site www.njgca.org View our press release dated May 25 and you will find an illustration of the proper way to display cash/credit signs.

Is there any good news? Yes.

Because the recent spike in gas prices is not related to true supply and demand economics, there could be a sharp decrease if motorists suddenly determine that the cost of gas is too high and begin to lessen their consumption. A warmer than expected winter could compound the effect. Oil companies will be forced to lower prices rather than swim in their own oil. Stay tuned!

*** "I JOINED NJGCA. I WENT TO A MEETING AND I LEARNED ABOUT THE BENEFITS. I MADE ONE CALL AND IN 24 HOURS I HAD 3 MBPS AT MY STATION TO GIVE ME MONEY SAVING QUOTES. THANKS FOR THE FAST RESPONSE". TONY CRISALLI, HOLMDEL VILLAGE EXXON, HOLMDEL**



NJGCA Exec Dir Sal Risalvato speaking with President of Conoco Phillips at the Energy Summit

Price Gouging

We all know that just because the price of gas is going up that it does not mean that retailers are gouging the public.

Unfortunately motorists, news media, and most importantly, LEGISLATORS don't know that.

Every time the price of gas goes up, legislators get a dumb urge to show off in front of their constituents, and declare that they "will take action to stop the big-bad-greedy gasoline stations from raising the price of gas." Legislators rush to introduce "feel good" legislation to get a photo op and a story in the press, and then make bravado speeches pointing out their false heroics.

Also unfortunate is the fact that their proposals are aimed at small businesses and won't reduce the price of gas a single penny. Be prepared for **NJGCA** to contact you so that you can call your legislator and inform them of the truth. Again...Stay tuned!



Legislation

Right to Repair

We are close to having A-931/S-2553, known as the “Right to Repair Act”, passed in the NJ Assembly. We were only 4 votes shy until two Assemblymen that supported this legislation found themselves arrested for corruption and had to resign. Now we are 6 votes away.

With the 212th legislature coming to a close in January, even if it were to pass in the Assembly, it is unlikely that there will be enough time to have it passed in the NJ Senate. Governor Corzine has indicated that he will sign this legislation if it reaches his desk.

NJGCA is positioned to take an aggressive stance to have Right to Repair passed in the next legislative session.

A similar version of this legislation has been introduced in Congress. We will be asking you to contact your Representatives and help bring action in Washington, DC too.

Contact Government Affairs Assistant Chris Stark for more information chris@njgca.org

How can you help? You can call us with documented cases of your inability to get the technical information required to fix a customer’s car. Document the customer’s name, the year, make, and model of their car, and the exact problem that could not be fixed. Document your efforts to obtain the information, and then document results of your failure.

We will use the information that you provide, to make the case with legislators for the urgent need for this legislation. Your customer’s name WILL NOT be used without permission. This is important! Help us to help you!

Zone Pricing

NJGCA has started documenting specific cases, where price discrimination is driving our members out of the gasoline retail industry. While many of you have already come forward with the data needed for us to begin compiling a fool-proof case to present to legislators, WE NEED MORE.

Many members have reported their story to our staff. Some of the stories include independent gasoline retailers paying higher DTWs than a competitor’s retail price. Others show variations between like-branded stations of 10 cents within only a couple of miles.

Our members can no longer survive the discrimination against them from Big Oil, and fighting for this legislation should be at the top of the agenda for every **NJGCA** member.

Please contact us if you are willing to meet with your legislator, write letters to the editor, or simply to discuss your case with our staff. In order for A-176 to be passed, we must help make legislators understand the importance of price discrimination and its effect on our industry, your business, and consumers.

Contact Government Affairs Assistant Chris Stark for more information chris@njgca.org



Paid Family Leave

EVERY **NJGCA** member needs to be involved in stopping S-2249—A Bill allowing for up to 12 weeks of paid family leave for each of your employees.

As an employer you will need to find a new employee for just 3 months. You will have to train them, certify them, and then let them go 12 weeks later, only because an employee or their spouse had a baby or a family member was sick.

This will significantly harm all small businesses in NJ. S-2249 offers benefits of 2/3 of each week's pay up to \$502, and is provided for up to 10 weeks (12 weeks in the Assembly version). Funding will be provided by a .1% payroll tax for employees.

This will be a government sanctioned summer vacation program.

Help us stop S-2249 in the New Jersey Assembly by contacting your local Assembly members; especially the bill's sponsors Albano, Panter, Oliver, and Van Drew.

Contact Government Affairs Assistant Chris Stark for more information chris@njgca.org

Hot Fuels

A-4580 is a bill that requires that motor fuel pumps operated by retail dealers be equipped to measure temperature-adjusted gallons. Proposed earlier this month by Assemblywoman Bonnie Watson-Coleman, this bill would eliminate the disparities between hot and cold temperature fuel volumes.

Currently around the country, pump prices are based on a 60 degree temperature, which is great for the consumers in New Jersey. According to the National Climate Data Center, New Jersey has more days below 60 degrees than over, which means that legislation like this will actually hurt the consumer and you. By demanding that pumps adjust for temperature, the 7 months averaging under 60 degrees will cost more for consumers than they will save in the warmer months.

NJGCA is monitoring this legislation because the cost of retro-fitting pumps will be extremely expensive and prohibitive. There are differing opinions regarding the severity of the problem, if one exists at all. Some estimates are that on a 90 degree day gasoline may expand enough that could result in a motorist being shorted about 1 teaspoon in a full tank of gas. This is a developing issue and is likely to become more prominent if gasoline prices continue to climb.

Predatory Towing

Service Stations, Auto Repair Shops, Auto Body Shops, and Tow Truck Operators, please note that Governor Corzine recently signed A-4053—The Predatory Towing Act.

NJGCA is working with the Garden State Towman's Association and AASPNJ to find legislators willing to sponsor legislation to reverse the Act.

Unless we are successful, you will be required to register your tow trucks, towing fees, and storage fees with the Department of Consumer Affairs. All fees will be made public on the DCA website and the Director of DCA will decide the maximum

amount you will be permitted to charge for towing and storage based on the average of all fees in each county.

This legislation is a direct result of the unethical actions of a few unscrupulous operators, who by their actions have burdened all small businesses engaged in towing.

Since **NJGCA** supported portions of the legislation that regulated ONLY small businesses that engage in Private Property Trespass Tows, we expect that legislators will be agreeable to exempt those who do not engage in this type of towing.



NJGCA Executive Director Sal Risalvato discussing predatory towing with Counsel to the Governor Fruquan Mouzon, AASPNJ Exec Director Charles Bryant & Garden State Towmens President John Glass



Motor Vehicle Inspector Training Class Scheduled

MVC Inspector Training Classes Scheduled For September

NJGCA is offering a 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 1/8/08 thru 1/24/08

Non Member \$250 NJGCA Members \$150 ** Save \$100 * May be held in Middletown, NJ



Students in NJGCA training class

Quick Notes

Web Site

We have been anxiously awaiting the **Members Only** feature of the web site to be completed. Our developers have indicated that it should be functional shortly. Once this feature is fully functional, you will be able to cast your vote on issues by making a few mouse clicks on the web site. Please be patient and mail in the short survey that appears at the end of this **OTR**. Your opinions will help guide us when determining NJGCA policy.

You can view all NJGCA press releases and read articles of interest from around the state. Each day we select articles from all of the state's newspapers and post them on the web site. Members from various geographic regions of the state are unlikely to have access to these articles so we select them for you.

NJGCA Scholarship

In previous years NJGCA has awarded a modest scholarship to a member whose name was drawn out of a hat. Plans are in the making for a more traditional and generous scholarship. Members in good standing will be eligible to submit an application for themselves or a family member, and an employee or their family member. Members will also be eligible to nominate a deserving applicant from their local community.

Applications will be reviewed and winners will be selected by a Scholarship Committee. If you are interested in serving on the Scholarship committee please contact Debbie Hill debbie@njgca.org Applications will be mailed to you in March.

Workers Comp Dividend

NJGCA members who have participated in the Meadowbrook Insurance program should be receiving a check in March. This dividend will be based on the premium that was paid on workers compensation insurance last year.

The Meadowbrook Program has returned a dividend for 31 out of 33 years that NJGCA has been associated with them. As many of you know, a dividend was not returned last year because of some very high claims made by participants.

At this time we do not know the amount of the dividend, but we have been assured one is forthcoming. It should be noted that **ONLY** NJGCA members who are current with their dues are eligible to participate in this program. Currently we are undergoing an audit to determine that all participants are NJGCA members in good standing. You will be notified accordingly.

*** "I JOINED NJGCA FOR ADVOCACY AND REPRESENTATION BUT I LEARNED THAT YOUR HEALTH CARE PROGRAM WOULD SAVE ME MONEY."
LAWRENCE P. BAILEY, AMCAR REPAIR CENTER INC., UNION BEACH**



Member Spotlight



MIKE BAXTER

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

NJGCA Member Spotlight will showcase their accomplishments, and take pride in their contributions as members of **NJGCA**.

Today our Member Spotlight shines on **Mike Baxter**, owner of Brennan's Sunoco in Egg Harbor Township:

Mike worked as a young man at a local gas station before volunteering in the United States Coast Guard.

Years later, Mike went back to work at the very same gas station he worked in as a kid. He married his wife Vicki, started a family and helped run the business with his brother-in-law, George Brennan. Vicki worked as an elementary school teacher.

In 1986, when his partner retired, Mike became the sole-proprietor and shortly thereafter Vicki joined the family business full-time. Today, he operates a 24 hour business, pumps 2 million gallons of fuel a year, and runs an auto-repair facility with 18 employees.

Residents of Egg Harbor Township love Mike for giving back to the community.

The Baxters are both active in their local church and Mike belongs to the local Rotary Club. The Rotary motto – ‘Service above Self’ – became the Baxter motto too.

“I understood that by serving others, you really are serving yourself”, says Mike.

Mike and Vicki have enjoyed being loving foster parents. They once fostered a child they came to love as one of their own. Eventually adopted, the boy was moved to Mississippi. The Baxters still remain very close to the young man and fly him back to New Jersey every summer.

“Once he turned 18, Vicki and I helped arrange a party to reunite him with his biological parents. That was something really special,” Mike said.

Mike cooks for local church events and sponsors car washes to raise money for local high schools kids. During the holidays, Brennan's Sunoco helps collect gifts for the Salvation Army and Red Cross.

“My plate is very full, but money isn't everything,” says Mike. “Looking back, people don't remember you for your businesses; they remember you for what you did for others.”

Mike is truly an exemplary example of **NJGCA** members at their very best. Mike and Vicki demonstrate public kindnesses, and never fail to give back to their community. **NJGCA** proudly recognizes Mike Baxter.

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



Survey Question #1 “Asset Monetization” (Leasing) NJ Toll Roads



Governor Corzine is considering a plan to lease or sell New Jersey assets. The governor calls this program “asset monetization”. Monies derived from the transaction would then be used to fund state programs, pay off a large chunk of the State’s debt, or balance future budget. The assets most often considered for “monetization” are New Jersey’s toll roads. The New Jersey Turnpike, The Garden State Parkway, and The Atlantic City Expressway will be owned or run by an investment company or equity firm.

Supporters say: “Monetizing” state assets, could gain a significant one time source of revenue that could be used to help offset the budget deficit and pay down state debt that has rapidly accumulated in the past decade. Paying down state debt would result in less principal and interest currently paid to bond holders. This will significantly reduce the budget in the next few years. Funds realized from “monetization” could be also be used to fund the depleted Transportation Trust Fund.

Opponents say: Leasing state toll roads will guarantee that tolls will be significantly raised beyond any level previously experienced by NJ motorists. Further, it is likely that tolls will continue to increase at more frequent intervals since an investment firm that has leased the roads will want to ensure a profit for stockholders.

NJ is already a high cost state and is now ranked 49th among all states in favorability ratings by business. Further harm to the NJ economy could result in more serious budget problems for the state.

Opponents also point to a poor track record by state government to spend taxpayer money wisely and say that NJ has never seen money in the treasury that it didn’t view with an eye for a spending spree.

Financial experts and wall-street analysts have noted that a similar scheme was instituted in Indiana with mixed results.

As it relates to “asset monetization” do you:

- A) Support selling or leasing the NJ toll-roads**
- B) Oppose selling or leasing the NJ toll-roads**
- C) Undecided**
- D) Have no interest in this issue**

• *(See Response Form in Insert page)*



Survey Question #2 Raising the NJ Gasoline Tax

2

The NJ legislature and Governor Corzine have hinted that raising the NJ tax on gasoline is needed in order to replenish the NJ Transportation Trust Fund (TTF). For several years the fund has been depleted and much needed road and bridge projects are in jeopardy of not being completed due to lack of funding. Besides the TTF, NJ faces serious budget woes in every other category and a budget gap of \$3 Billion is expected again next year. Some legislators have publicly stated that the NJ Gas Tax should be raised an additional 50 cents.

Supporters say: Raising the Gas Tax is necessary if NJ is to be able to balance the budget as required by the NJ State Constitution. Current revenues are not enough to meet present expenses and raising the gas tax is the easiest way of closing the budget gap. Further, unless the Transportation Trust Fund is replenished, urgent highway projects will cease. Supporters argue that a 50 cent increase in NJ's Gas Tax will deter motorists from consuming gas unnecessarily and help to improve the air quality in NJ. Besides, NJ presently has one of the lowest taxes of any state in the nation at 14¢ and we can afford to raise it.

Opponents say: We do not need any more tax increases in NJ. We are already the highest taxed state in every tax category and increasing the Gas Tax will make it more difficult to live, work and do business in NJ. Opponents argue that NJ wastes too many tax payer dollars now and that what is needed is not more revenue, rather the state needs to spend less money. Funding for the TTF with the present tax would be sufficient if the state would spend less in other areas and use current revenues. Also, the TTF wouldn't be in jeopardy if the legislature would stop raiding the funds already there to fund other wasteful projects. How can small business continue to operate in such a hostile business climate? Especially gasoline retailers who could see the cost of a truckload of gas rise by \$2,500 if the Gas Tax were raised.

As it relates to "Raising the NJ Gas Tax" do you:

- A). Support Raising the NJ Gas Tax
- B). Oppose Raising the NJ Gas Tax
- C). Undecided
- D). Have no interest in this issue

• *(See Response Form in Insert page)*



Survey Question #3 Will you attend an NJGCA State Conference

3

NJGCA is considering holding a conference in 2008 that would bring all NJGCA members together for a series of informative workshops and speakers. The conference would also include leisure time for members and spouses to relax and enjoy some “down time”

- A) I would be interested in participating in a 2 day NJGCA Conference in Atlantic City
- B) I would be interested in participating in a 3 day NJGCA Conference in Las Vegas
- C) I would be interested in participating in either Atlantic City or Las Vegas
- D) I would not be interested in participating in an NJGCA conference.

• *(See Response Form in Insert page)*

Survey Question #4

Would you participate in NJGCA sponsored Training Classes?

4

Presently NJGCA holds Motor Vehicle Inspection related training classes here at NJGCA headquarters in Springfield. We are considering offering these training classes in an internet based “WEBINAR” type of a forum. We want to expand training for other technical classes that you or your employees can take online. Fees for online classes will be less than the fees paid to attend in-class room training.

- A) I would be interested in more training but only in a traditional classroom setting
- B) I would be interested in WEBINAR classes at my location that includes all my techs
- C) I would be interested in BOTH traditional classes or WEBINAR instruction
- D) I would NOT be interested in either traditional classes or WEBINAR instruction

• *(See Response Form in Insert page)*

**PLEASE COMPLETE
SURVEY RESPONSE FORM**

(on insert page)

Mail to NJGCA 66 Morris Ave, Springfield, NJ 07081



NJGCA sponsored UST and AIR/VAPOR DEP COMPLIANCE SEMINARS

NJGCA is hosting representatives from the NJ DEP to conduct comprehensive training for ALL who are responsible for the compliance with DEP UST and Air/Vapor regulations.

Two dates and locations have been chosen. Seminars are open to **NON NJGCA** members for an additional fee. These seminars are a full day in length. **Continental breakfast and lunch will be provided along with coffee and refreshments throughout the day.**

DEP will review the various requirements for testing and record keeping at your location as they are needed for both UST and Vapor Recovery.

NJGCA Members \$25 per person. Non-Members \$75 per person.

Attendance at one of these seminars can help you avoid **THOUSANDS** of dollars in unnecessary fines.

North Jersey January 29th 9AM-4PM

**Regency House Hotel 140 Route 23 North, Pompton Plains, NJ 07444
973-696-0900**

South Jersey January 30th 9AM-4PM

**Holiday Inn Tinton Falls 700 Hope Road Tinton Falls, NJ 07724
732-544-9300**

**PLEASE COMPLETE
REGISTRATION FORM**

***Mail to
NJGCA 66 Morris Ave, Springfield, NJ 07081***





www.njgca.org | Sal Risalvato, Executive Director

September 20, 2007

GREETINGS AND SAL-UTATIONS!

I am pleased to send you the first edition of the NJGCA Road Warrior – our new weekly e-newsletter.

As you know, NJGCA has been going through some very exciting changes in recent months. While we continue to advocate for our members and protect the interests of retailers, we are transforming the way we do business and how we communicate with you.

Put simply, we are evolving. Our goal is to better serve you. One way to serve you better is to keep you well informed with timely news updates, important information and events.

Although this first e-newsletter is to introduce our members to the NJGCA Road Warrior, I expect future editions will be the timely vehicle to update you on important news affecting your small business.

TRENTON TRAFFIC

State House Legislative Report:

Governor to sign Predatory Towing Legislation; will hurt honest small businesses

- Click [HERE](#) to see an urgent Wildfire Alert on this important issue and how it will affect your small business.
- Click [HERE](#) to read the full text of A4053, the Predatory Towing Prevention Act.

New Jersey Right to Repair act to benefit small auto-repair businesses

- Click [HERE](#) to read how it affects your auto repair business.
- Click [HERE](#) to read the full text of A931, the Motor Vehicle Owners' Right to Repair Act.



Sal Risalvato, Executive Director

www.njgca.org

TOWING VENDORS IN JEOPARDY

Service Stations, Auto Repair Shops, Auto Body Shops, and Tow Truck Operators must call Governor Corzine and tell him NOT to sign A-4053/S-2759 also known as "The Predatory Towing Prevention Act"

If you own a tow truck YOU MUST call Governor Corzine or email him now!

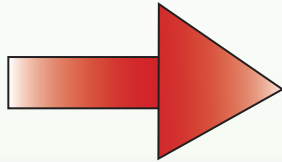
In an effort to prevent unscrupulous and dishonest Tow Operators from taking advantage of unsuspecting motorists, the NJ Legislature has passed legislation that will require ALL small businesses that OWN or OPERATE a TOW TRUCK to comply with burdensome regulations.

You should call or email even if you don't own a tow truck but hire a private towing service. Governor Corzine is expected to sign this harmful legislation in the next few days!

Your call (609-292-6000) or email will take less than 2 minutes!!



OLD



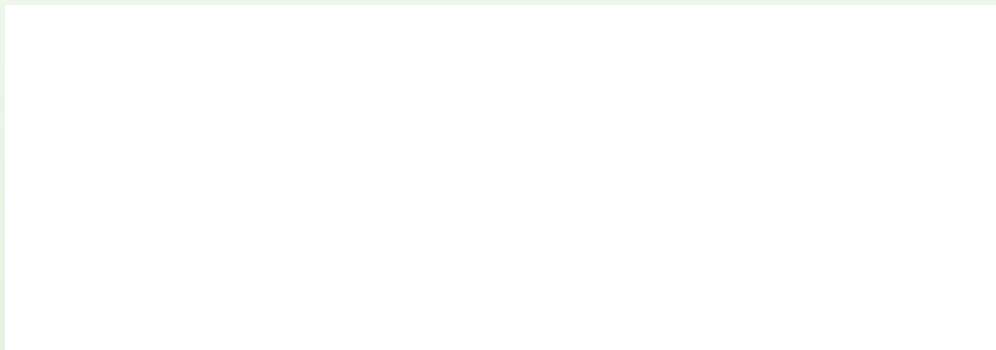
NEW



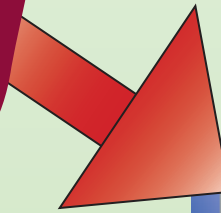
PRESORTED
FIRST CLASS
U.S. POSTAGE
PAID
TOMS RIVER, NJ
PERMIT No. 177

66 MORRIS AVENUE
SPRINGFIELD, NJ 07081

Serving the Small Businesses That Serve The Motorist



OLD



NEW

*Serving the Small Businesses
That Serve The Motorist*

