RSGDA

REPAIR SHOP & GASOLINE DEALERS ASSOCIATION June 2012
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Why Domestic Oil Production Isn't Producing Lower Gas Prices

A piece in Fortune earlier this week highlights the curious case for rising U.S. gas prices: While the U.S. "is enjoying an energy boom," producing more crude oil than at least one OPEC country, the price of gas is $4 or more per gallon, even as demand hits historic lows.

Until last year, gas prices were directly linked to the price of U.S. crude oil, which was set daily in Cushing, Oklahoma, the largest oil-storage hub in the United States. However, today, U.S. gas prices are tracked to the price of Brent crude, a type of oil found in the North Sea. And Brent crude trades at roughly $20 more per barrel than U.S. oil.

Therefore, even while more drilling is taking place on U.S. soil, the price benchmark has resisted a decrease, as it is linked to more expensive oil. "This is an unprecedented shift," writes McGrath Goodman. "Since the dawn of the modern-day oil markets in downtown Manhattan in the 1980s, U.S. gasoline prices have followed the domestic oil price…In the past year, U.S. oil prices have repeatedly traded in the double-digits below the Brent price. That is money Wall Street cannot afford to walk away from."

Wall Street traders and major oil companies, therefore, seek the highest price for oil, and "just because an oil company drills inside U.S. borders doesn't mean it has to sell to a U.S. buyer," McGrath Goodman notes. Overseas buyers, she said, offer greater profit, which is winning over patriotism.

"This is why Americans should carefully consider the sacrifice of wildlife preservation areas before designating them for oil drilling," she adds. "The harsh reality is that we may never see a drop of oil that comes from some of our most precious lands."

As more North American pipelines emerge, this will lead to greater exports, which may lower global prices in the long term, though lead to "more of our North American petroleum products…lost to competition from abroad" in the short term.

"America will have to fight to keep oil on its shores instead of seeing it shipped to another country — by paying dearly for that privilege," McGrath Goodman concludes.

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Inspector General Report on EPA Controls for Underground Storage Tank Inspection Programs

Key Finding: A report from EPA's Office of Inspector General finds states have "generally effective" programs to verify the quality of underground storage tank inspections, but recommends updating those programs to reflect policy changes in the 2005 Energy Policy Act.

The Environmental Protection Agency's Office of Inspector General says EPA regions are "generally effective" at verifying the quality of state underground storage tank (UST) inspection programs, but recommends the agency update its agreements with states to reflect policy changes in a 2005 energy law.

EPA regions effectively verified the quality of state inspections by reviewing reports, conducting joint and follow-up inspections, analyzing reports for anomalies, auditing contract inspections, and offering annual training and certification, according to the report, *Controls Over State Underground Storage Tank Inspection Programs in EPA Regions Generally Effective*.

The report was released Feb. 16.

States may oversee their own UST inspection and compliance programs, provided the requirements are as stringent as federal standards. Each state with its own program must submit a memorandum of agreement with EPA outlining the roles and responsibilities of both state and federal regulators.

The 2005 Energy Policy Act required inspections of storage tanks every three years, expanded requirements for operator training, enhanced the authority of states to prohibit deliveries to storage tanks, and mandated the installation of secondary containment systems for tanks within 1,000 feet of community water systems.

There are nearly 600,000 underground storage tanks throughout the United States, defined as a tank with at least 10 percent of its contents underground. EPA provided $34.5 million in grants for states, tribes, and territories to implement programs in 2010. Thirty-seven states, the District of Columbia, and Puerto Rico administer inspection and compliance programs.

EPA agreed with the report's recommendation to update

memoranda of understanding with the states but did not set a time frame for compliance, prompting the inspector general to call the recommendation "unresolved."

The report examined the programs of 16 states in EPA regions 5,7, and 8. Five of the states did not have memoranda of agreement, and for 11 others the agreements were out of date. Though the report acknowledges memoranda are not required in states without their own storage tank programs, it called them "a mechanism to determine implementing agency authority."

The inspector general's office said it conducted research from July to November 2011 through interviews with staff and managers in three EPA regions and analysis of memoranda of agreement between states and EPA.

The report, Controls Over State Underground Storage Tank Inspection Programs in EPA Regions Generally Effective, is available at http://www.epa.gov/oig/reports/2012/20120215-12-P-0289.pdf.

PMAA To Ask EPA To Withdraw Proposed Tank Rule

The Petroleum Marketers Association of America (PMAA) intends to tell the U.S. Environmental Protection Agency (EPA) that its proposal to amend the federal underground storage tank regulations is "seriously flawed," and it will ask the agency to withdraw proposed rule, the Oil Express has learned.

PMAA said in comments to be filed with EPA Friday that the revised underground storage tank (UST) rule would cost more than six times EPA's estimate, says a document obtained by OE. PMAA has calculated the annual compliance cost at $6,100 per marketer, while EPA's estimate is just $900.

"These costs increase significantly when the expense associated with the storage, handling and disposal of potentially contaminated water used to conduct mandatory integrity testing for spill buckets is added," wrote lawyer Mark Morgan, in PMAA's comments. "Depending on the number of spill buckets at a UST site, this one requirement alone could add $4,000 per year to the $6,200 in annualized compliance costs."

Morgan said PMAA is unconvinced EPA made the effort to reach out to stakeholders as it claims to have done in the preamble for the proposed rule. EPA just asked tank owners and operators to "whittle down a list of 250 potential UST regulatory changes to just 25," said Morgan. As a result, marketers had little inkling a costly regulatory overhaul was coming.

Because of the "significant" economic impact on small businesses, EPA is required under the Regulatory Flexibility Act (RFA) to conduct an Initial Regulatory Flexibility Analysis (IRFA) and form a small business advocacy require panel before publishing a proposed rule, Morgan points out.

Because of "procedural failures," PMAA recommends withdrawing the proposal until EPA obtains the industry input required by law.

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No need to post that NLRB poster by April 30th.

As most of you are already aware, the NLRB issued a rule requiring employers covered by the National Labor Relations Act (the Act) to post a notice advising employees of their rights under the Act; irrespective whether the employer was union or non-union. The notice posting rule was scheduled to go into effect on April 30, 2012.

The National Association of Manufacturers and the South Carolina Chamber of Commerce filed suit claiming the rule exceeded the NLRB's authority. In March 2012, a federal district judge in D.C. ruled that the NLRB had the authority to require employers to post a notice advising employees of their organizational rights. The National Association of Manufacturers then sought to enjoin the implementation of the rule pending its appeal of the district court judge's decision. The judge rejected the request. However, last Friday, a federal district judge in South Carolina concluded that the NLRB exceeded its authority in requiring employers to post the notice. This created a split in the federal courts. Then this morning, the U.S. Court of Appeals for the D.C. stepped in and enjoined enforcement of the notice pending the D.C. Circuit's resolution of the matter on the merits. That means employers do not need to post the notice at this time.

Chances are that the court will not reach a decision on this matter before December 2012. Therefore, employers have at least a temporary reprieve before the notice must be posted.

ITC Votes Down Duties on Steel Wheels from China

The International Trade Commission (ITC) voted 6-0 on April 17 not to impose dumping or countervailing duties on certain steel wheels from China. The vote means that the ITC found that the dumped and subsidized imports from China are not materially injuring or threatening material injury to the U.S. industry.

The petitions were filed by Accuride Corporation and Hayes Lemmerz International Inc. for investigations encompassing steel wheels from China with a diameter of 18-24.5 inches. The scope includes steel wheels, discs and rims of carbon and/or alloy composition and clad wheels, discs, and rims when carbon or alloy steel represents more than fifty percent of the product by weight. It also included wheels, rims and discs, whether coated or uncoated, regardless of the type of coating. The imports of steel wheels were valued at an estimated $84.2 million in 2011.

AAIA and other Industry Groups Call on EEOC to Obtain Public Comment Prior to Issuing Criminal Background Checks Guidance

Multiple industries and trade associations including AAIA forwarded a letter to the Equal Employment Opportunity Commission (EEOC) on April 18, raising questions as to whether the commission may be exceeding its statutory authority relative to possible changes to guidance on criminal background checks that have in been in place for twenty-five years. The same groups have been seeking a more transparent guidance at the EEOC since a July 26, 2011 public meeting exposed a lack of any real-world input from employers, volunteer organizations,

background screening companies, as well as victims' rights organizations, law enforcement and criminologists, all of which have been responsible users of criminal background checks.

After little or no EEOC response to a letter dated Feb. 1, 2012, from the same extensive group of businesses, concerns grew that the EEOC, while not subject to the formal notice and comment requirements of the Administrative Procedure Act, will be introducing new guidance that will have significant impact on the ability of employers to perform employee background checks. Multiple concerns had already been raised about the possible lack of EEOC distinction between background credit checks and credit scores, which are also up for guidance consideration.

Another serious concern is the possibility the employers may be required to perform validation studies, at a typical cost of $80,000-$100,000 or more, to defend against a charge of "disparate impact." According to EEOC guidance this means that, even where an employer is not motivated by discriminatory intent, Title VII prohibits an employer from using a facially neutral employment practice that has an unjustified adverse impact on members of a protected class. Few employers are able to afford this costly process and would simply be unable to perform criminal background checks, which could easily be construed as threat to public safety.

Highway Reauthorization

Republican leadership staff are showing fatigue and proposing that the House put the five-year House bill (HR 7) on the shelf and pursue a 90-day extension plus approval of the Keystone XL pipeline. If such a bill passed, the House and Senate could convene a conference committee to negotiate between the Senate bill (S. 1813 aka "MAP-21") and the House extension.

Members of Congress have not yet returned from their Easter recess, so this strategy has not yet been vetted with elected officials. We do not want the House to abandon HR 7 without a debate and vote. We continue to speak with leadership and transportation committee staff, as well as rank-and-file Members' staff.

Small Business Tax Cut

This week, the House will consider the Small Business Tax Cut Act, H.R. 9. The Small Business Tax Cut Act is a simple, clear solution to help small businessmen and women grow their businesses and hire new workers. The Small Business Tax Cut Act will allow small businesses with fewer than 500 employees to take a tax deduction equal to 20% of their active business income, irrespective of how the small business is organized. Our 20% small business tax cut goes straight to the bottom line so small business owners can retain more capital, invest in their businesses and create more jobs.

MEMORANDUM IN OPPOSITION
BILL NUMBER: A9683 – S7082

SPONSOR: Simanowitz – Gallivan

The subject bill amends the New York State Vehicle and Traffic Law and claims to create the proper tire repair act. What is does is increase the price of repair a flat by three times what its cost is now.

This proposal adds a new article, 12-D, to the vehicle and traffic law that the sponsor say describes the proper method when repair a flat tire. If this bill were to become law it would be cheaper to purchase a new tire than have the flat repaired.

This legislation will create standards that must be followed for a motor vehicle repair shop to perform a tire repair. The allegation is that improper tire repairs will create a safety problem for motorists. The bill memo does not give any examples where a repaired tire caused an accident.

The repairs and how a repair should be made must be left to the professionals who repair tires every day. They will know when a repair outside the repairable area warrants a new or different type of repair. The are time when the tire should be removed from the rim/wheel assembly to repair damage to the tire inner liner. The technicians who perform these repairs know when and how a repair demands the tire are removed from the rim.

When tire is removed from the rim the price of repair escalates. A $10.00 repair becomes a $25.00 repair. The tire will need to be balanced and wheels with sensors attached to the rim will need to replace and the computer re-calibrated.

Legislating how to repair a flat tire is like telling a brain surgeon where to drill.

For the above reasons the New York State Association of Service Stations and Repair Shops, Inc. oppose the bill and urge it be defeated.

Minimum Wage

Bill Number A9148-S6413
Assemblymen Wright Senator Klein

The subject bill amends the New York State Labor Law concerning the State minimum wage law. It would raise the statutory minimum wage from $7.25 to $8.50 per hour on and after January 1, 2013 and provides that on the 1st of January of each New Year the rate will be indexed to inflation.

The bill also provides that effective January 1, 2013 the statutory minimum wage will be $8.50 per hour, and for food service workers receiving a minimum cash wage, including those for which employers are authorized to make wage deductions for meals and lodging, $5.86 per hour. The commissioner of the Department of Labor will increase the minimum wage depending on the cost of living indexes beginning on January 1, 2014 and the minimum wage to inflation.

The sponsor of the bill claims that in 2010, there were over 264,000 people in NYS earning at or below the minimum wage, many of which reside within the New York City metropolitan area, the area ranked as having the highest cost of living in the nation. What he neglects to mention is that small businesses are as bad off at their employees.

Every new expense forces a business owner to reevaluate his/her business profitability. After payroll the number one expense for a small business is compliance with federal and state regulations. Every dollar added to the payroll of as an expense force a business to consider closing.

This bill raising the minimum is ill advised at this time. It will be counter-productive. Some business will close while other will be forced to continue with fewer employees.

For the above reasons the New York State Association of Service Stations and Repair Shops, Inc., if affiliates and member oppose this bill and urge it be defeated.

Gasoline Once Daily Pricing

Memorandum In Opposition
Bill Number: A1970 – S603
Sponsor: Assemblymen Jeffries (Ms) Senator Peralta

The subject bill amends the New York State General Business Law, in relation to prohibiting more than one increase in the price of gasoline in any twenty-four hour period. The purpose of this bill is to prohibit gasoline prices from being adjusted at the pump multiple times daily on the same lot of gasoline, which was purchased wholesale at a fixed price.

This legislation it will make it unlawful for anyone engaged in the sale of motor fuel, or anyone who produces and stores or exchanges motor fuel at a terminal or facility and who sells or transfers motor fuel through the loading rack at such terminal facility, or an affiliate of such, to increase the price of any grade or quality of motor fuel sold at a retail outlet more than once in a twenty-four hour period. Any violation may result in a civil fine of not more than five hundred dollars to be collected by the corporation counsel for any city or by the appropriate attorney of any political subdivision as shall be designated by the governing body of such political subdivision.

The legislature feels that as gas prices soar, price gouging follows. Typically the motor fuel industry is lumped to together and suppliers and retailer are the focus of enforcement. Unfortunately the State does not have the muscle to go after suppliers and settles on going after the people least able to defend themselves, the retailers.

For the above reason the New York State Association of Service Stations and Repair Shops, Inc., it affiliates and members oppose this bill and ask it be defeated.

MEMORANDUM IN OPPOSITION
BILL NUMBER: S7087
SPONSOR: Senator Zeldin

The subject bill amends the New York State General Business Law and the Agriculture and Markets law. It changes provision that dictate motor fuel pricing signs on service stations. The bill would require any service station motor fuel to the public advertise the higher price when the same grade of motor fuel is sold at different prices from a single place of business if the price deviation exceeds seven percent for the same grade of motor fuel. The change to the existing law is a reaction to an isolated situation by one dealer protesting the high cost of credit and service fees by credit card companies.

Section One amends the general business law by defining advertising medium, requiring that a street side advertising medium be displayed at any place of business offering for sale or selling any motor fuel to the public if the place of business sells the same grade of motor fuel for different prices and the price deviation exceeds seven percent. This section also establishes minimum readability requirements for the letters and numerals required pursuant to this section.

A first violation of this section would be punishable by a $500 fine. Any subsequent violations would result in a one thousand dollar fine. A third violation would additionally result in a shutdown of the establishment for ten days, or until the establishment comes into compliance with this provision, whichever is longer. Finally, a variance is provided for in relation to the required advertising mediums for businesses in political subdivisions that have laws or ordinances that are contrary to this provision or for scenic or historic purposes.

This section is flawed. Not all services station has or allowed to have street signs. If they do have a street sign it may and not address the provisions in this bill.

Section Two amends the Agriculture and Markets law to require that signs or labels that are currently required at the dispensing pump, also indicate the difference in the amount per gallon for cash and credit customers.

This section is not clear. The pump to signs already provides the difference prices between cash and credit. Does the sponsor what the station to do the math?

The sponsor claims that some places of business that are offering for sale or selling motor fuel have been luring customers to their stations by deceptively advertising a reduced price for motor fuel that is actually only available to those customers who are able to pay with cash for their transaction.

The sign posting law dealing with motor fuel prices has been in effect for a long time and has worked will. When prices rise on motor fuel the public feel entitlement has been removed for their lives and complain to the legislature and the attorney general. Neither of these official offices have the ability or the inclination to really address the issue so they turn their attention to the lower and weakest point in the chain, the retailer.

This bill is nothing more that attempting to kill a mosquito with a sledgehammer.

If the legislators really want to resolve the credit prices and the higher prices for motor fuel they should call in the retail industry for discussion.

For the above reasons the New York State Association of Service Stations and Repair Shops, Inc., it affiliates and members oppose this bill and urge it be defeated.

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35%	2010-2011	25%	2012
35%	2009-2010	25%	2011
35%	2008-2009	20%	2010
35%	2007-2008	20%	2009
30%	2006-2007	20%	2008
30%	2005-2006	25%	2007
25%	2004-2005	25%	2006
22.5%	2003-2004	25%	2005
17.5%	2002-2003	20%	2004
10%	2001-2002	20%	2003
15%	2000-2001	20%	2002
30%	1999-2000	20%	2001
40%	1998-1999	30%	2000

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RSGDA

LEGAL PLAN

As a member in good standing of the Association, you are entitled to participate in our group legal service plan. If you are in need of this service, you must first call the Association office at (585) 423-9924. An appointment will be arranged that will be convenient for you and the attorney.

Covered services available to members include:

- Defense in Small Claims Court if your business is sued or at Department of Motor Vehicles or at any other New York State Administrative Proceeding hearing. (Once per year.)
- Review of leases, supply contracts and franchise agreements to advise you of your obligation under these contracts. The plan does not include actual negotiation on your behalf. (One hour per issue, up to five hours per year.)
- Consultation on legal questions pertaining to your business. (One hour per issue, up to five hours per year.)

Appeals of judgments against you are not a covered benefit, but are available to members at special contract prices.

Additional legal services will be provided by the designated law firm's standard hourly rate less 15%. Special contract prices have also been negotiated for the following services.

- Residential real estate purchase or sale. The designated law firm will represent you in the sale of purchase of your primary residence and/or a second home or vacation property at the following rates:

Sale	$295.00
Purchase	$350.00

- Simple will $75.00 Simple will (husband and wife) $125.00

In order to participate in the plan you must be a member in good standing and must have been a member for ninety days prior to the need for legal service.

RSGDAofWNY

Repair Shop and Gasoline Dealers Association of Western New York

Member Legal Services Plan

Administered by
KENNEY SHELTON LIPTAK & NOWAK, LLP

Dues paying members in good standing with the Association are entitled to participate in our group legal services plan that provides the following services:

- Five billable hours of legal services for representation and defense at Department of Motor Vehicles or any other New York state Administrative Proceeding or Hearing for repair-shop related issues, and in Small Claims Court, if your business is sued. The Plan does not include representation in any court other than Small Claims or in any matter where the member is charged with a misdemeanor or felony.

- Additional legal services for covered services as listed above, and representation in business-related matters brought in any court other than Small Claims, will be provided at the law firms standard hourly rate ($200) less 25% member discounted rate ($150).

- One hour of free consultation per year for business-related transactions, including leases, supply contracts, and franchise agreements.

- Real estate (residential) purchase or sale at a flat fee rate:
  Sale $400
  Purchase $400

- Estate planning at a flat fee rate:
  Simple will (single) $100
  Simple will (husband and wife) $150

In order to participate in the plan, you must be a dues paying member, in good standing, and must have been a member for at least ninety days prior to the need for legal services.

If you are in need of this service, you must first call the association office at (585) 423-9924 or (716) 656-1035. The association will then contact the law firm to relay your information. You will be contacted by the law firm, personally, to schedule an interview.

The law firm of Kenney Shelton Liptak and Nowak, LLP was chosen to administer the RSGDAofWNY legal plan based on their knowledge and familiarity with the needs of our industry.

To become a dues paying member of RSGDAofWNY and be eligible for legal services, call (716) 656-1035

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COMPLIANCE .WITH THE NEW STATE CERTIFICATION OF CLERKS WHO SELL TOBACCO PRODUCTS

CERTIFICATION OF A CLERK WHO SELLS TOBACCO PRODUCTS
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WHERE:

Shadow Lake Golf Course – Woodlands Room
1850 Five Mile Line Road
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WHEN:

First Thursday of every month at 4:00 PM

COST:

MEMBERS: $15.00 - NON-MEMBERS $30.00

PLEASE CALL FOR RESERVATIONS AT (585) 423-9924

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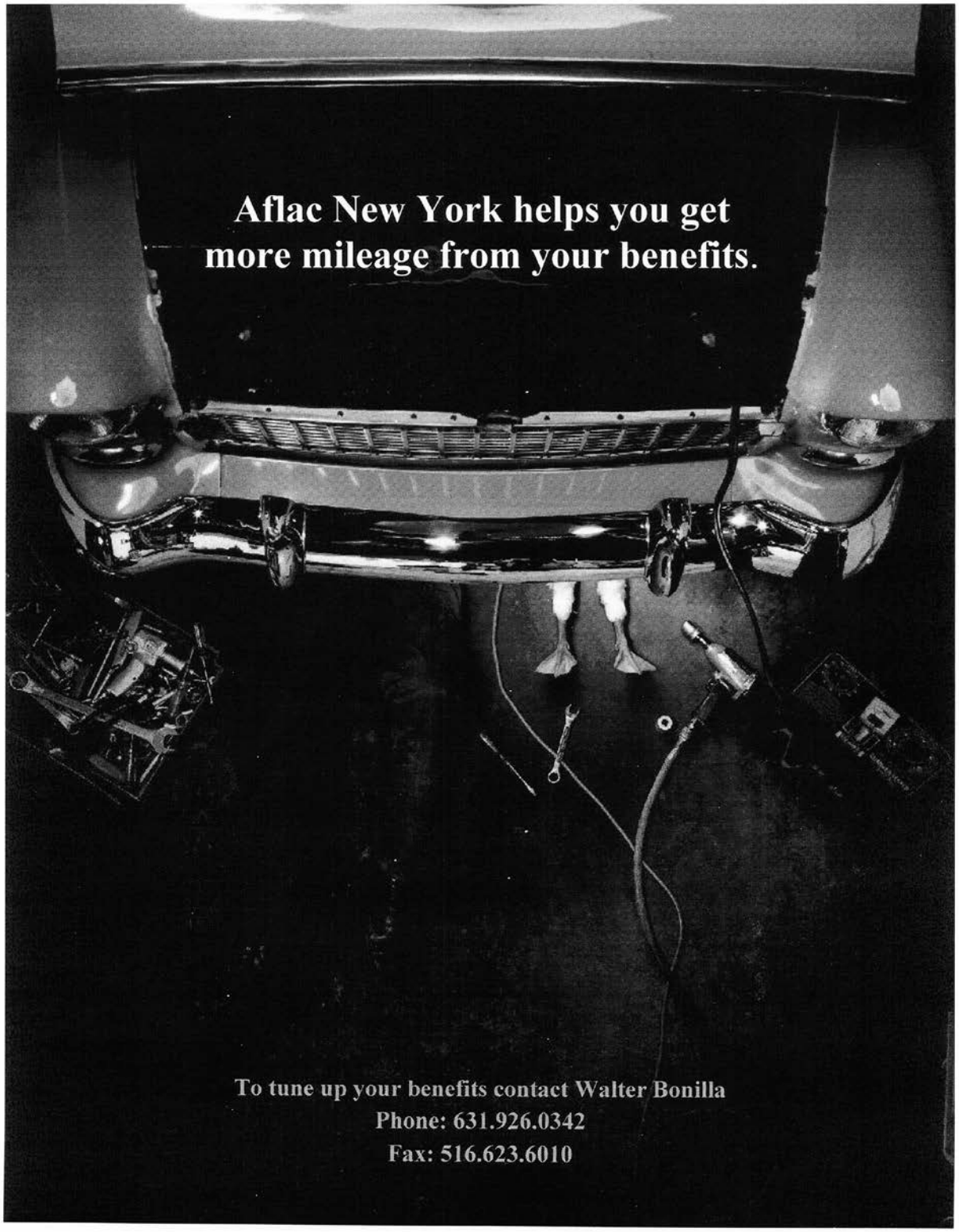
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AASP NATIONAL
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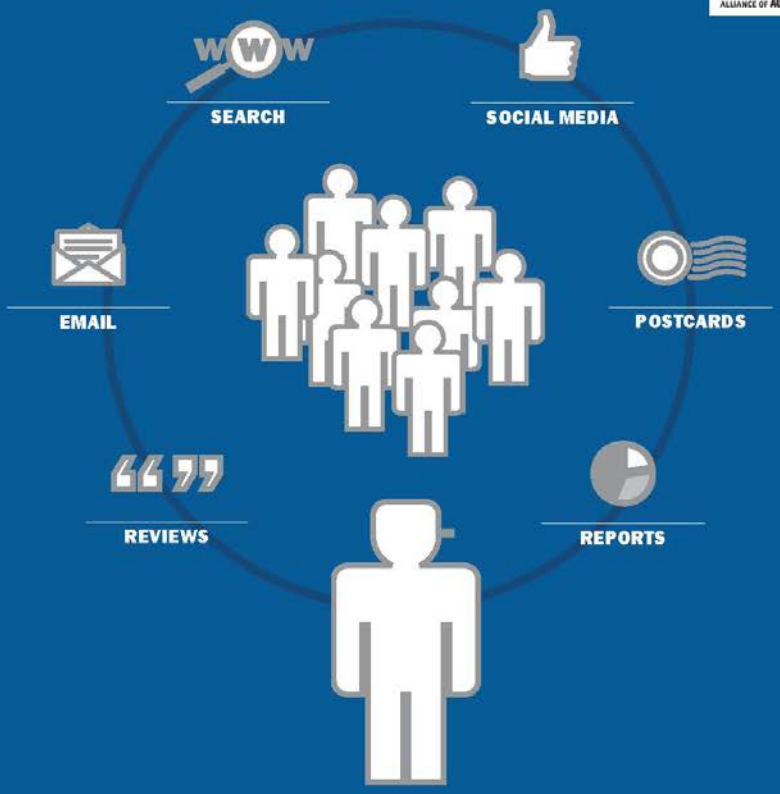

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REVIEWS

GIVE YOUR SHOP A REPUTATION BOOST

Your customer reviews are posted to the web, complete with Overall Satisfaction Star Ratings, Review Comments, and Recommend scores. The Customer Review System can also verify which reviews are from actual customers, which studies prove are typically higher than unverified reviews. With ReScore, you can ask for a follow up review once you've had the opportunity to resolve a customer concern.

- Automated low score alerts
- Review customer verification
- Links to your shop's website
- Respond to customer reviews

REPORTS

SAY HELLO TO MARKETING CRUISE CONTROL

Your Mitchell 1 Support Agent will work with you to set up your SocialCRM service and monitor its performance with our extensive Summary Reports. Your support agent will:

- Set up Facebook page and create automatic feeds of video and review content
- Help you choose automatic Email and Postcard campaigns
- Review your Summary Reports and recommend tuning your program for maximum return on your investment
- Help you create coupons and send targeted email blast campaigns

Mitchell1
The First Choice of Automotive Professionals

AASP NATIONAL
ALLIANCE OF AUTOMOTIVE SERVICE PROVIDERS

Q1 2012

Manager	Promo Price	AASP Price
Manager, Single User	$0 S&I ~~$109/mo~~	$99/mo
Manager, Multi User	$0 S&I ~~$135/mo~~	$125/mo
ManagerPlus, Single User	$0 S&I ~~$139/mo~~	$129/mo
ManagerPlus, Multi User	$0 S&I ~~$175/mo~~	$165/mo

TEAMWORKS		
Manager, Single User w/OnDemand5.com	$0 S&I ~~$209/mo~~	$199/mo
Manager, Multi User w/OnDemand5.com	$0 S&I ~~$259/mo~~	$249/mo
ManagerPlus, Single User w/ OnDemand5.com:	$0 S&I ~~$239/mo~~	$229/mo
ManagerPlus, Multi User w/OnDemand5.com:	$0 S&I ~~$295/mo~~	$285/mo

Other Products available as bundles or individually

OnDemand5.com	$0 S&I ~~$159/mo~~	$149/mo
Medium-Truck.net	$0 S&I ~~$129/mo~~	$119/mo
Tractor-Trailer.net	$0 S&I ~~$235/mo~~	$225/mo
SocialCRM	$0 S&I $199/mo	
SocialCRM - AASP Members Only	$15.00/mo Off Promo Price 1st Quarter 2012	

Please contact your local Mitchell1 Representative for more info.
To find your local representative, or submit a lead, go to: www.m1leads.com/aasp

- **Prices should not be shared as an *example* only. Prices may vary depending on the product needs of the Repair Shop Customer.**
- All products come with a 30 day cancellation policy from Mitchell1.
- All products require 12-month agreement. After initial 12 months, each renewal period is 12 months with 30-day guarantee period commencing on renewal date.
- All products offered as software only; customer must provide hardware.
- All products include on-site training and installation.
- Network set up, installation and installation of all multi-user products is the responsibility of customer. Obtaining the services of a Network Professional to set up the network and install all multi-user products is highly recommended.
- Promotional pricing ends March 31, 2012.

The NAPA Major Account Program

*** FREE MONEY GIVEAWAY***

Want to put more money in your pocket and do nothing more than you do now?

You already buy parts and supplies for your business so why not buy from NAPA and earn 2% rebate!

The Association and NAPA developed a complete, competitive supply program designed to boost your backroom profits and meet your customer needs. Here's what it includes:

BENEFITS TO ASSOCIATION RETAILER

Quality Products that meet or exceed OEM specifications
Customized Pricing -Reduced Parts Costs
Improved Inventory Turnover
Less Downtime -Higher Gross Profitability
Increased Field Contacts -700 Factory Representatives
Consistent Manufacturers Throughout Our System
Consistent Nationwide Parts Warranty
Availability -Up to 342,000 Part Numbers
Broader Inventory Coverage
Obsolescence Protection
Tailored Local Inventories
Recognized Consumer Brand
More Effective Shop Inventory -Reduced Investment and Higher Productivity
Prolink Internet based catalog, 24/7 parts availability and pricing

PROFIT PLAN

Very competitive pricing on **NAPA** Premium and Value Line products
Special quarterly stocking incentives
Quarterly product discounts to enhance competitive pricing during key selling seasons
Discount on electronically ordered parts from participating stores
Prompt payment discount terms (2% 10, Net 20)

A BRIEF LOOK AT NAPA

Since 1925, **NAPA (National Automotive Parts Association)** has helped businesses expand their parts coverage and maximize turnover and ROI. They offer an unparalleled package for people, products and programs to increase your productivity:

More than 5,800 **NAPA AUTO PARTS** Stores Nationwide

- Strategically located Distribution Centers servicing all 50 states
- Computerized inventory control linked to your station
- Highly trained Factory Reps.
- Training for you and your employees

(O V E R)

Now…what do you have to do to participate in the NAPA Program? It's easy. You just have to:

Register in **NAPA** Major Account Program with the Association
Stock a minimum of four product lines
Designate **NAPA** as first call supplier, and
Purchase a minimum of $7,500 per quarter (Average $2,500 per month)

It couldn't be easier so why not join today. **No risk**….if you don't meet the quota you just don't receive the rebate, nothing lost….but additional profit could be gained!

Name of Your Business:		
Business Address Street:		
City:	State:	Zip:
Phone:	Fax:	E-mail:
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	
Additional NAPA Dealer(s) you do business with:		
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	

FAX this form back to:
518 452-1955

Let your energy bill *pay you back*

Enjoy all these great benefits when you switch your energy supplier to Energy Plus®

$50 Activation Bonus
after two months of active service for your business' electric accounts*

Earn 3% Cash Back
every year on the supply portion of your business' electric bill*

Earn even more Cash Back
when you enroll your natural gas account*

No commitment
when you enjoy the same service without risks, fees, or long-term commitments

IS THERE ANY COST TO ENROLL OR CANCEL?

Not at all! There is no cost to enroll with Energy Plus and you can cancel service at any time without penalty. Give Energy Plus a try risk-free today.

FOR YOUR BUSINESS AND HOME.

Energy Plus provides energy to both homes and businesses throughout New York so you can enroll all your energy accounts. Members with electric residential accounts are also eligible to receive a $25 Activation Bonus and 2% Cash Back annually on the supply portion of their electric bills. Homes and businesses receive an additional $25 Activation Bonus and up to 3% Cash Back on natural gas supply charges every year.* Sign up both your business and home today!

NO INTERRUPTION TO YOUR SERVICE.

The best part is that nothing about the way your service is delivered will change. Your local utility will continue to deliver your energy, read your meter, handle service emergencies, and send your monthly statement. You'll be earning Cash Back while still enjoying the safety and reliability of your current service.

Select the **Green Option** to support **100% wind power**

HOW DO I EARN CASH BACK?

Once you select Energy Plus, you will receive a Cash Back rebate check automatically after every 12 months of service. Your Cash Back rebate will be 3% of your annual electricity supply charges for home accounts and 5% for business accounts. Earn even more Cash Back when you enroll your natural gas account. Home accounts receive 2% Cash Back and business accounts receive 3% Cash Back on your annual natural gas supply charges.

To learn more or enroll, visit this special offer page at

www.EnergyPlusRewards.com/NYSASSRS59

or call **855-388-5274** and mention **Offer Code "SER-0059".**

ENERGY PLUS

*If enrolling an electric account, a $50 Activation Bonus for business accounts or a $25 Activation Bonus for residential accounts will be awarded after completing 2 billing cycles of active electric service with Energy Plus. If enrolling a natural gas account, a $25 Activation Bonus check for business accounts or a $25 Activation Bonus check for residential accounts will be awarded after completing 2 billing cycles of active gas service with Energy Plus. Active accounts are defined as those (i) that are billing more than $0 and (ii) for which Energy Plus has not received a request on behalf of the customer to discontinue (drop) their service. Please note, if you enroll both electric and gas accounts, it is possible your services will start on different dates - so your bonuses may be awarded on different dates. Members will receive a Cash Back rebate check after every 12 billing cycles of service for active accounts. The Cash Back rebate will be 3% of the annual supply charges per business account and 2% per residential account. Account eligibility for a natural gas Activation Bonus requires a minimum of 500 annual therms or ccfs, based on historic usage as estimated by your utility at the time of enrollment.

Electricity service is provided through Energy Plus Holdings LLC and natural gas service is through its affiliate Energy Plus Natural Gas LLC. The Energy Plus rate is variable and therefore subject to change each billing cycle. Current and historical rates should not be taken as a guarantee of future rates and Energy Plus makes no warranty, express or implied, regarding specific savings.

If you are currently on a Budget Billing plan, your monthly budget billing amount may be adjusted as a result of enrollment with Energy Plus. In addition, your utility may perform a true-up upon enrollment with Energy Plus. Depending on various factors, including season, this true-up could result in a charge, or a credit.

Electricity offer valid for NY residents excluding areas serviced by the Long Island Power Authority (LIPA). Natural gas offer valid for NY residents with heating accounts in areas serviced by Consolidated Edison, National Grid (Keyspan NY), National Grid (Niagara Mohawk), Orange & Rockland and National Fuel Gas. Energy Plus reserves the right to discontinue or modify the program and other offers cannot be combined with this offer. Your local utility company will continue to deliver your electricity and/or natural gas, as applicable. Offer not valid for government entities.