



May 23, 2011

Save the Dates

Join your fellow dealers on August 15 for the annual NJBM DA golf outing at the Battleground Country Club in Manalapan.

The annual NJBM DA fishing trip is scheduled this year for **August 26**. The boat will depart from Atlantic Highlands. As always, there will be awards for the biggest fish. Email info@njbmda.org for more information or to register.

EWING – Ewing is now home to New Jersey's first LEED-certified hotel. The Element Ewing Hopewell, an eco-chic boutique hotel, has all 127 guest rooms outfitted with EnergyStar-qualified kitchen appliances, eco-friendly bath fixtures, and recycling bins for paper, plastic, and glass. The property minimizes waste with recycled paper towels in the kitchen, filter systems for drinking water to replace plastic bottles, and silverware and glassware instead of disposable products. Showers feature dispensers for shampoo/conditioner and body wash, rather than mini-bottles. The hotel also has a ChargePoint electric-vehicle charging station. The property even offers priority parking spots for hybrid cars.

SUCCASUNNA - Kuiken Brothers Inc. is inviting the public to attend its 2011 Lumberjack Show, on Saturday, June 4, from 10 a.m. - 4 p.m. at 33 Route 10 East, Succasunna. The show will be held on Kuiken Brothers' new 12-acre, drive-thru lumber and building materials facility that will serve builders, remodelers and homeowners.

Professional lumberjacks will demonstrate centuries-old logging skills, such as pole climbing, axe throwing, log rolling and chainsaw carving. Although technology and machinery have replaced much of the manual labor in the logging industry, guests will witness many of the logging skills that are still used today.

"While New Jersey is known throughout the nation as the Garden State, almost half of the state is wooded," said Douglas Kuiken, Kuiken Brothers' president. "Kuiken Brothers is celebrating New Jersey's nearly-forgotten logging heritage by bringing in one of the top lumberjack shows in the world. We want families to enjoy a nostalgic logging experience borrowed from the early 1900s."

In between each 45-minute show, visitors are invited into the new facility, with thousands of residential and commercial building materials, a window and door showroom and selection center, an on-site window assembly shop, rail siding that provides lumber direct from the mill, and a Benjamin Moore Paint Selection center.

NATIONALLY - Prices of existing homes dipped 0.8% to a seasonally adjusted annual rate of 5.05 million in April from a downwardly revised 5.09 million in March. This is 12.9% below

April 2010, when sales were fueled by a federal home-buyer tax credit. Wall Street was expecting a rate of 5.20 million.

OLD BRIDGE - JB Lumber Sales has relocated to a larger facility on a nine-acre site with a sales office and a 20,000-square-foot warehouse formerly occupied by A.H. Harris Supply Co. JB Lumber supplies retailers and OEM manufacturers with lumber and plywood commodities, as well as industrial specialties and cut-to-size programs.

EAST RUTHERFORD – Allied Building Products Corp. says its solar products will be featured in its new state-of-the-art Contractor Tool Center in East Rutherford. The company says it is the first retail facility of its kind in the Northeast to feature solar products used regularly by solar contractors. The 7,000-square-foot facility includes power tools, roofing products, flashings, sealants, fasteners, safety equipment and other products regularly used by contractors. The solar products area includes solar panel displays, string inverters, combiner boxes, Quickmount PV products and solar fasteners.

Only in New Jersey

TRENTON - Some positive news out of Trenton: There's now 14,000 new jobs in New Jersey, according to the latest statistics, although unemployment is still at 9.3 percent. The state's alleged economic recovery - which we have been hearing about for two years - appears to finally be hitting the labor market - great news for the thousands of college graduates who received their degrees this week, have zero prospects and are contemplating the Peace Corps. To quote the most over-quoted man in New Jersey - Rutgers' James W. Hughes - April was "certainly by far the best month of the recovery."

WASHINGTON - The feds say New Jersey will be getting \$103 million in federal homeland security funds, but it is difficult to quantify how this money will make us any safer. The numbers are impressive, though: \$42 million is being thrown at the ports, \$37.3 million will be distributed to high-threat cities and \$11.9 million will go for training and equipment of emergency responders.

TRENTON - Could small business owners be getting a break from another blast of state taxes? Maybe. New legislation being considered this week would spare businesses from a sudden major hike in unemployment taxes. A bi-partisan bill would spread the \$300 per employee tax increase over several years rather than require full payment starting in July. The law would reduce this year's tax increase to \$130 per employee. The increase is needed to replenish the state's Unemployment Insurance Fund, which, like all others parts of our state government - is flat broke.

EAST RUTHERFORD - A year after Gov. Chris Christie blasted the New Jersey Sports and Exposition Authority for gobbling up \$840,000 worth of personal seat licenses for Giants and Jets games, the agency has so far been able to unload only 14 of the 122 PSLs. The agency is eager to sell them for at least face value throughout the spring and summer. Agency officials say it hasn't been a problem getting rid of the tickets at face value - ranging from \$120 to \$420 a game - to corporate partners. Christie called the 2008 purchase of the 122 PSLs - a commodity that gives fans the right to buy season tickets - "an astonishingly bad decision that we will now have to fix."

TRENTON – For those still dizzy trying to figure out how much projected revenue New Jersey has, we have an update. First estimating a cash windfall of \$914 million, state officials say now, at this very moment in time, on Earth, here, today, that the state has \$342 million more than projected.... (or, uh, maybe \$430 million.) In any case, euphoric politicians are climbing over each other, demanding the state “give voters a bonus check!” No talk yet about the crumbling roads, school funding requirements, the high cost of medical care, the ignored pension fund, debt service and all other areas of state government thirsting for cash.

STATEWIDE – Yes, foreclosures in New Jersey are finally down. You can thank the state Supreme Court, which required in December that six of the nation's biggest mortgage lenders give some valid reasons as to why New Jersey shouldn't suspend their foreclosure operations. The court acted after reports of widespread “irregularities.” Data released by RealtyTrac Inc. says New Jersey had only about one-sixth as many foreclosure-related court filings this April as it did a year ago. While this is good news, consumer advocates are quick to note that many New Jerseyans still face losing their homes.

TRENTON - Gov. Chris Christie is getting schooled on global warming after creating a brouhaha when he told a town hall meeting he was “unsure” about the science behind global warming. The New Jersey Environmental Federation has sprung into action, coordinating a couple of climate change scientists to have a little pow-wow with the Governor. Clean energy advocates believe Christie has to be in lock-step on global warming because the state has established an aggressive target for reducing greenhouse gas emissions.

STATEWIDE – Assemblyman Lou Greenwald is pushing an idea that he thinks will finally control property taxes. Because tax rates aren't based on income, it's a huge burden for retirees, young couples, and others struggling to make ends meet. Greenwald's solution? Let towns impose local income and sales taxes of up to 1 percent, while requiring them to lower the property levy a dollar for each dollar collected through the new taxes. Greenwald says this plan works great in other states. Good to hear, but one must wonder why this plan is “news” and why New Jersey budget crunchers haven't already adopted it.

STATEWIDE – It's a sad fact that our state has more industrial waste clean-up sites than any other, yet New Jersey is poised to become a shining example of “going green.” We are becoming the second-largest producer of solar power, after California, because of strict state mandates and a generous carbon offset program. Good news for the solar business in New Jersey, where, surprisingly, only three in eight days are considered “sunny.”

STATEWIDE – Maybe the sheiks have run out of places to stockpile all our money. It seems they may give us a little break from the \$4-a-gallon scam at the pump while they build larger vaults. Gas prices are expected to drop in New Jersey by as much as 50 cents a gallon over the next couple of months. Oil, which is used to make gasoline, has tumbled 15 percent in price. Investors who were worried about rising oil supplies and falling demand in the United States helped drive down the price, as did a stronger dollar. A 50-cent drop in prices would save U.S. drivers about \$189 million a day – or the price of a sheik's pinkie ring.

ATLANTIC CITY – There's a lot of wind in New Jersey, and that's A-OK for the company planning to build what could be the nation's first offshore wind farm. Fishermen's Energy of Cape May has received all its state permits and is now focusing on approval this week from the U.S. Army Corps of Engineers for the project about 2.5 miles off Atlantic City. The company plans to erect six wind turbines that would produce up to 25 megawatts, capable of powering

about 10,000 homes. Construction should start sometime in the summer of 2012.

JERSEY CITY – Are you wondering why a simple refinance on your house requires 200 pages of documentation, 197 signatures and nine forms of ID? You can thank guys like a 42-year-old loan officer from Jersey City who is going to the slammer for creating fake loans used by unqualified borrowers to pay for real properties in Paterson.

MAYS LANDING - Lawmakers simply refuse to let horse racing die in New Jersey - no matter how minimal the interest is in the "sport." In the latest effort to make horse racing a widespread form of entertainment, state lawmakers want to pump \$1 million into the Atlantic City Race Course in Mays Landing. Anticipated response of anyone who lives north of GSP's Exit 50: "Huh, there's horse racing in Atlantic City?"

CARLSTADT - With two major wars and a federal government on the brink of bankruptcy, you'd think our senators are burning the midnight oil to solve some major global issues. Or maybe you are Sen. Robert Menendez, who announced legislation to create arsenic and lead standards for glass beads used for highway markings.

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