

February 2000 Rental Rag

# PRESIDENT'S MESSAGE

Welcome to the first edition of the new millennium of the ARA-New Jersey *Rental Rag*. If you couldn't attend our annual social event, Casino Nite, you missed a great time! Many thanks to our Associate Members who donated prizes. You are very important to our organization and we appreciate your support.

Since this is a brand new millennium, the Board of Directors decided to make some changes in the meeting schedule to encourage better attendance. We moved the May and September meetings to April and October respectively as those months are "*a little*" less busy. Our March meeting will jump start our 2000 schedule. We have hired *Skill Path Seminars* to present a program on *The Essentials of Customer Service*. **This is a must see five star meeting.** There will be a four hour session in the afternoon followed by our regular meeting. *Skill Path* will give a condensed version for those of you that miss the afternoon seminar. The cost for the afternoon session is \$25 per person, which is a terrific bargain. The balance of the cost is being subsidized by ARA-NJ, part of our commitment to provide value to you, the members of the ARA-NJ.

In April we have scheduled Vendors Nite. This will be an excellent opportunity to socialize and network with other rental people and Associate members. This meeting will be a tabletop format, with no formal business conducted. We moved our most popular even - **Nite at the Races** to May 10. The weather is better than in April. There is something about this even that brings everyone out.

I would like to take this opportunity to introduce the Board of Directors for the 2000-2001 term. These are the people that make it all happen. Vice President: Brian Kreger of Taylor Rental, Berkeley Heights; Treasurer: Tom Lade of All County Rentals; Secretary: Megan Jones of Celebration Party Rentals.

The Committee Chairs are: Associate Liaison, Roy Peragallo of RLM Agency; Education, Howard Heller of M & R Sales; Legislative, Joe Mihalko Jr. of Do-It - Yourself; Safety, Dave Hinck, A Party Center; Social, John Futcher, Unirents; National Liaison, Steve Kohn of Millers; and Administrator, Carl Sparacio. Thank you to all of you in advance for all your hard work. I am looking forward to working with each of you the next two years.

There it is - the first half of the ARA-NJ schedule for 2000; I hope to see you around. If there is a specific topic you would like to have covered at a meeting or if you would like to host a meeting, please let us know. We would like to hear from you.

See you March 15.

**Brian Higgins, President**

## **DID YOU EVER WONDER:**

How come wrong numbers are never busy?

If a stupid person can be a smart-ass?

Why lemon juice is made with artificial flavor and dishwashing liquid is made with real lemons?

Why it is when you're driving and looking for an address you turn down the volume on the radio?

## **OSHA - Come back!**

Not too long ago the Occupational Safety and Health Administration (OSHA) issued an edict that businesses were responsible for the safety and working conditions of those who work at home. "Telecommuters," if you will.

"How dare they? Who do they think they are," I shouted at my wife, "to think they can tell my employer that he is responsible for my work space at home? It's my space, not his. **WE HAVE TOO MUCH GOVERNMENT IN THIS COUNTRY!**" I protested.

"Knowing your so-called "office" as I do," she said, "I don't think the *ARA of New Jersey* would accept responsibility for it." She'd never miss an opportunity to put down my work area or, as she calls it, the Swamp.

OSHA is the government agency whose responsibility it is to police industry and businesses to insure that workers have a safe working environment. Lofty goals to be sure except they operate like a branch of the KBG. Safety is their goal and terror is their tool.

What's the use of working at home if they make it seem like you're getting up to go to the office? It would mean, I suppose, that I'd have to dress instead of wearing my favorite home office work clothes, a torn T-shirt and sacred holy chinos. When I wear my favorite pants Mrs. S. always says, "I hope you have underwear on."

I'd probably have to tie my shoes if the government took over - loose laces are an OSHA safety hazard, I'm sure. Heck, some days I don't even wear shoes and I'd probably wear less than no shoes if Mrs. S. weren't so darned straight laced.

My helpmate mixed a Martini for me because I was getting overwrought. In a short time, as they say in the song, "everything was beautiful" Or at least it seemed so. Okay, so

maybe I overreacted and, as a cooler head prevailed, benefits began to rear their pretty little heads.

"Hey, dear," I said, "if the *ARA of New Jersey* is responsible for my working conditions they'll have to put new steps on the front stoop on our house - they are in deplorable condition."

"You don't use the front steps to walk from the bedroom to your Swamp in the basement," she reminded me.

"OK, I'll give you that," I answered, "Then they'd better install an elevator to the basement to make this house handicapped accessible - I had a broken foot, remember?" I marveled at the brilliance of that idea - no matter that my foot has healed. I'll limp for the OSHA inspectors when they show up.

It's about time the government got involved in the working conditions of we downtrodden home workers. First I have to make a list of what we need to bring this place up to OSHA standards. Make that two lists, one for the *ARA of New Jersey* and one to send to OSHA if the *ARA-NJ* chooses to ignore the law.

A new computer would be nice. One with a 24" screen to prevent eyestrain. An ergonomic desk chair is a must, too, and a desk, a real one, to replace the old barn door on saw horses I've been using. I won't miss the splinters.

A kitchen in the basement would be great at break time and a sofa to lie on in case I get an Excedrin headache. Oh, yes, an electric pencil sharpener, an electric stapler, an electric rubber band dispenser (hey, you never know - if they make them, I want one) and, while we're at it, I might as well throw in an electric back scratcher. OSHA loves looking after workers' well being.

Just as I began inventorying the soap, tissue, toilet paper and other necessities in preparation to ordering supplies from the *ARA of New Jersey*, Mrs. S. interrupted my labors to announce something she had just heard on the radio. It seems the Labor Department said that OSHA had overstepped its authority by claiming responsibility for those who work at home. Labor Secretary, Alexis Herman said, "No way!"

Perhaps Ms. Herman should stay home and take care of her husband - or find one.

We have a problem in these United States of America: **"WE HAVE TOO MUCH GOVERNMENT IN THIS COUNTRY!"**

Carl Sparacio

**YOUR ARA-NJ CALENDAR**

**March 15, 2000**

At Taylor Rental center, Berkely Heights

Program on Customer Service - similar to the seminar outlined on page 6.

**April 19, 2000**

Location to be determined:

Program: Vendors Table Top Display

**May 10, 2000**

Nite at the Races! (final date awaiting confirmation from Meadowlands Racetrack).

**August 23, 2000**

Take me out to the ball game! ARA-NJ will attend a Somerset Patriots game.

**October 25, 2000**

Regular meeting - Location and program to be determined.

**November 15, 2000**

Annual Round Table meeting - Location to be determined.

**Please note:** The new meeting schedule departs from the every other month format of the past. This was done to facilitate attendance at regular meetings.

## **MINUTES OF THE JANUARY MEETING**

*Actually, there was no January meeting, per se, but our Casino Nite was held in its place. Our Vice President, Brian Kreger filed the following report in lieu of minutes:*

For those of you who did not attend, our annual social function this year was a Casino Nite. Gaming Tables and dealers were provided by Worne & Associates. I cannot say enough about their service - it was superb!

The dealers were very friendly and if you didn't know how to play they took the time to explain each game. It was "gambling for idiots". Everyone was given chips at the start of the evening, played their favorite (or tried new) gambling games and, at the end of the evening, prizes were given out Chinese Auction style.

Prizes were graciously provided by many vendors and Associate members. They ranged from T-shirts and hats to CASH to a 2500 watt generator! The big winner was none other than outgoing President, Tony Perrotta - he took home the generator.

To those of you who did attend, I'm glad you had fun; for those of you who didn't, you missed one of the most fun ARA-NJ functions ever (right up there with Nite at the Races). Stay tuned for future social functions, including said Nite at the Races, and a tailgating party and Somerset Patriots baseball game (this summer).

Brian Kreger

## What have you got to lose?

At every Board Meeting we briefly discuss the lack of participation and attendance at regular ARA-NJ meetings. Those who do not attend meetings have a variety of reasons, most of which are selfish; and that's perfectly all right. I for one, as a regular member, attended meetings to meet owners and managers of other stores, to get a look at other stores, see what they rent, how they rent, and maybe find out some little bit of information that would make my job easier, make our operation more efficient, or generate more revenue.

What kind of computer system do you use? How do you find help? Who's tents and dance floors do you use? How do you calculate delivery charges? Have you rented to XXX Contracting and had his checks bounced as did those sent to me? What heaters do you use for tents? These are just some of the questions I've had answered at many meetings.

the amount of information available to you by networking is limitless! Our members are a very valuable source for helping you solve problems and make educated decisions that affect your business. And most (if not all of them) are more than willing to share information and knowledge with other members of ARA-NJ. I have spoken to people that belong to other trade organizations (specifically other state and affiliated ARAs) and they are quite envious of the way we share information. Some share no information at all, they just don't talk shop, PERIOD.

Contrarily, we at ARA-NJ share information that helps our members grow and prosper. I can't think of a valid reason not to attend ARA-NJ meetings, This ARA is for YOU - TAKE ADVANTAGE OF IT! Be selfish, find out what your peers are doing better than you are. Take something home with you inside your head. It doesn't cost you anything except a little time and most times we even feed you!

If you can't take a little time to improve yourself and your business, you've got your head in the sand. In today's rental world (we **are** in the 21st century) you are going to need any and all advantages in order to stay in business.

Oh, yes, did I tell you we have lots of fun, too? If you haven't been to a meeting in a while (or never) come to the next one and I guarantee you will not only have a good time, but you will take a valuable tidbit back with you that will make you glad you came.

SEE YOU THERE!

**Brian Kreger, Vice President**

## **RODEO DAYS PREVIEW**

Rodeo Days will be held on September 10, 2000

The seminars in the morning will start at 9 AM, lunch will be served from 12 noon to 2 PM and the Rodeo will be held from 1 PM until 5 PM.

The morning seminars will be Driver Training by National Insurance, Tent Safety by TopTec Tents and Trailer Safety by ARA Insurance Services. All three will be hands on seminars.

More information to follow.

# **THE NEXT MEETING**

**7 PM**

**March 15, 2000**

**at**

**Taylor Rental Center**

**284 Springfield Ave.**

**Berkeley Heights**

**Host: Lori Mathison**

**Tel : 908-464-9611**

**Program:** An afternoon seminar (\$5.00 charge) on Customer Service. The topic will be extended into the regular meeting (no charge) at 7 PM. See page 6 for additional details.

## **DIRECTIONS**

From 78 West (Newark) take Exit 43, Diamond Hill Road, Go up hill until end of road. Turn left onto Springfield Avenue, Taylor Rental is 1/2 mile on left.

From 78 East (Basking Ridge) take Exit 41, left (at stop sign) off ramp, Left at "T" traffic light intersection. At second light make a right turn onto Springfield Avenue, Taylor Rental is 1/4 mile on right.

# **CONGRATULATIONS ARE IN ORDER!**

Our own Secretary, Megan Jones (Celebration Party,) has been awarded the most prestigious award the Rotary can bestow: she has been named a Paul Harris Fellow. This honor is given to Rotarians who have done exceptional work in the Rotary, in the community and in fundraising. The money that goes to this fund is distributed to civic projects world wide. The most notable one is the Polio Plus Program. This program sponsors polio vaccines in third world countries and its goal is to eradicate the disease world wide.

**Howard Heller's**

# JERSEY TALK

There was a strong showing from ARA-NJ at the Anaheim convention. On to Orlando next year!

Congratulations to [Megan Jones](#) (Celebration Party Rental) for being selected Region 2 "Rental Person of the Year"! The award was presented by Region 2 Director, Ron Fink, at the regional dinner in Anaheim.

Congratulations to Tim Voss, Jr. and his wife Anne - they are the new proud parents of baby Justin!

Did you know that [Chris Ruch](#) (All Purpose Rentals) went to Penn State on a bowling scholarship? Keep you money in your pocket around the alley.

Congratulations to Ken Perrson (Maywood Furniture) who won the N.J. State Tennis Tournament (45 age group). And he claimed he was 29!

Holt Machinery has been purchased by Nations Rents.

Zoubek Associates has been purchased by A. H. Harris & Sons.

Muller Machinery (Mixer) has been acquired by Terex.

Welcome home to Helen Sparacio after a 3 week hospital stay! I'm certain it's good to be back home!

Register now for the March 15th Customer Service Seminar - DO NOT miss it!

## OF INTEREST:

**MODERN GROUP, LTD.** is offering Aerial Lift (AWP) Operator Training, AWP "Train the Trainer Program," and Rough Terrain Forklifts Operator Training in Edison, NJ.

Though the programs have run weekly since the beginning of the year, they are repeated and there are enough still on the schedule to be interest members.

March 2-3 Train the Trainer May 4-5 Train the Trainer

March 10 Driver Training May 12 Driver Training

March 28-31 GE SEM Controller E25-65 XM2 May 24-25 Basic Hydraulics

April 6-7 Train The Trainer June 8-9 Train the Trainer

April 14 Driver Training June 16 Driver Training

April 27-28 Electronic Truck Maintenance June 29-30 Basic DC Electricity

Courses run approximately \$350.00 per student, Check with the Modern Group for exact fees.

For more information, contact the Modern Group, Ltd. at 1-800-846-5840 Ext. 1101 (Ask for Ron)

You may also check out their Web Page: [www.moderngroup.com](http://www.moderngroup.com), *Click* on Training



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**Revised:**