

Spanner Board Information

IMPORTANT INSTRUCTION FOR GHRA MEMBERS

GHRA highly recommends their members to display their GHRA promotional materials as soon as they receive them via mail (UPS or FedEx). Members should take the following listed steps immediately if they are faced with concerns in regards with GHRA promotional materials.

Do not receive GHRA promotional materials by the 4th of the month

Members should contact GHRA office immediately and lodge a complaint in this regard, to avoid any non-compliance penalties. The complaint should reach GHRA office by 4th of the month.

GHRA promotional materials should be up for displays by the 5th of the month

Those members who did receive their promotional materials and did not display those by the 4th of the month will be charged with non-compliance penalties. It is members' responsibilities to share this information with their employees to avoid any non-compliance penalties.

Other problems involving GHRA promotional materials.

Members should contact GHRA office immediately for any other issues involving their promotional materials, promotional display board or any such unforeseen situations where members are not able to fulfill their commitments in regards to displaying GHRA promotional materials. The complaint should reach GHRA office by 4th of the month.

For clarification or additional information please call KIRAN ALI at 281-265-2191 X 102 at GHRA Office



New Equipment Arriving

Please be on the lookout for Frito-Lay equipment being shipped directly to your store. The equipment is to ensure GHRA compliance & continue to grow our Frito-Lay business. Please work with your Frito-Lay Rep to find the best possible placements and locations.

If you have any questions or issues, please do not hesitate to call GHRA or George Blake with Frito-Lay @ 832-553-2010 for assistance.

Thank you for your continued support.

Annual Event Update

Sugar Land Mayor David Wallace who has seen the phenomenal growth of Asian Americans in his city of Sugar Land was honored to be a friend of the community. He went over many of the agenda items the city of Sugar Land has been able to do with the support of the community.

The Master of Ceremonies, Zeenat Mitha, kept the evening's program running smoothly with so many honored guests in attendance which also included Councilman M.J. Khan, Houston Chief of Police Harold L. Hurtt, TABC Captain, Rick Cruz, TABA Regional Supervisor Dale Evans.

This is traditionally also the time when elections for the new Directors take place to replace retiring directors. The retiring directors, Saleem Chranya as President, Akbarali Momin as Sr. VP, and Nasruddin Momin as Director were awarded trophies for their valuable service to this

organization. The new incoming Directors, Iqbal Manji, Akbar R. Ali, and Karim Maknojia, have been involved with the C-Store business for several years. These directors are elected by GHRA members through ballot voting at the day of the event.

When asked about their reaction, they all said 'they know the needs for the organization and how to take it to the next level.' They all were very honored and thanked GHRA members for their support.

The last segment of the gala was entertainment by Comedian Dr. Jagdish Trivedi, who came all the way from India to entertain everyone for two hours with hilarious jokes.

The entire evening was underwritten by Pepsi Cola.

Written by Zeenat Mitha

"One-third of all convenient stores in the state of Texas are members of GHRA."

- Saleem Chranya



Craig Larsen, Pepsi Cola with GHRA Vice President (then) Karim Dhukani.



Ayman Jaradi, Pepsi Cola being acknowledged by Craig Larsen for taking care of GHRA members.



Above: Sugar Land Mayor David Wallace presenting proclamations to President Saleem Chranya and Sr. Vice President Akbarali Momin.



Left: GHRA President Saleem Chranya and his spouse receiving a gift from Texas Governor Rick Perry.

Texas Governor Rick Perry at GHRA Office

Saturday, February 25, 2006, Governor of Texas, Rick Perry accepted our invitation to have a meeting with GHRA Board at GHRA office before the Annual event.



The meeting with the governor was scheduled to enhance the relationship between the State and GHRA. Current TABC issues that members are facing were discussed. Also, GHRA Board requested to have a GHRA representative in each State Regulatory Agencies so the new and updated information can be passed to our members promptly.

GHRA and Focus, USA Working Together

GHRA is indeed happy to inform its members that on Thursday, May 11, 2006 the Mayor of Houston, Texas Mr. Bill White accepted a check on behalf of the Houston Katrina/Rita Relief Fund from FOCUS, USA in the afternoon at 1:45 PM.



Members present on this occasion were; Dr. Mahmoud Eboo, President, Aga Khan Council for USA, Dr. Fatima Mawji, Vice Chairman, FOCUS USA, Karim Dhukani, President, GHRA and Vice Chairman NATA and Craig Lasrsen, Directors of Sales Retail, Pepsi Bottling Group.

President Eboo presented the check of \$100,000.00 to Mayor White on behalf of the FOCUS, USA. The Fund was contributed by the Four Texas Trade Associations, namely, GHRA, GAMA, STMA and NTTA and equally matched by Pepsi Bottling Group.

President Eboo appreciated the support of GHRA and other Texas Trade Associations in helping FOCUS USA's mandate of disaster prevention and mitigation as well as assisting those who have been adversely affected by the disaster. "We look forward to your continued and united support in the Council's efforts to promote good citizenship", commented President Eboo at this occasion.

Karim Dhukani, President of GHRA, and Vice Chairman, NATA thanked President Eboo and reiterated the continued support and assistance of GHRA at all times. Karim Dhukani also commended the efforts of all the Members of the Trade Associations who were instrumental towards accumulating this Fund. "Our members' generous, supportive spirit for others in need made this contribution possible," adds Dhukani.



Ebrahim Jaffer
Chairman

Karim Dhukani
Vice Chairman

Nizar Manjhiyani
Hon. Secretary

Shamsuddin Khoja
Treasurer

Salim Uknai
Member

- Ebrahim Jaffer, President of ARA Chairman, NATA
- Karim Dhukani, President of GHRA, Vice Chairman, NATA
- Nizar Manjhiyani, President of TTA, Hon. Secretary of NATA
- Shamsuddin Khoja, President of STMA, Treasurer of NATA
- Salim Uknai, President of MBA, Member, Executive Committee, NATA

The Board appreciated and applauded the contributions made by the retiring members, Mr. Aly Hussaini, Chairman and Mr. Al-Amin Lakhani, Hon Secretary, and looked forward to their continued guidance. Trophies were presented to each member of the retiring

Executive Committee as a token of recognition and remembrance.

On Saturday night a sumptuous Dinner was hosted by Greater Austin Merchants Association (GAMA) followed by Entertainment program, which was sponsored by Fritolay Inc. At this time, the Board of Directors of GAMA also presented a Plaque to Miss Sughra Lakhani, Executive Administrator of NATA, for her continued support, assistance and help to all Trade Associations and in appreciation of her dedicated services. The event was addressed by representatives of Pepsi, and Fritolay and by Mr. Sada Cumber, Former President of Southwest Council, by NATA Chairman, Mr. Ebrahim Jaffer and by Vice President of GAMA, Mr. Ismail Ali.

The President and Board of Directors of South Texas Merchants Association (STMA) invited all the Presidents and Directors to their Annual General Body & Election Meeting scheduled to be held on Saturday, April 29, 2006 at San Antonio, Texas.

It was declared that the next NATA Board of Directors Meeting will be held in the last week of July 2006 in Houston, Texas.

In conclusion, the Chairman, Mr. Ebrahim Jaffer, conveyed heartfelt thanks to the Board of Directors and Staff of Greater Austin Merchants Association, on behalf of NATA, for their outstanding hospitality and excellent arrangements.



Left to Right: Ismail Ali, Vice Presiden GAMAt, Jaffer Peer Mohd, President GAMA, Zulfiqarali Dhuka, Vice President GHRA, Karim Dhukani, President GHRA,



Left to Right: Afroz Painter (In green shirt) Vice President ARA, Murad Bahrwani, President NTTA, Shahnawaz Hooda, Vice President, NTTA

Business News

Gasoline Prices Fuel Consumer Rage

May 8, 2006

WASHINGTON – As if dealing with road rage isn't enough, now some counselors are cautioning that "gas rage" is causing some motorists' blood pressure to boil.

"High prices aren't the fault of station owners, but psychiatrists say people are venting pent-up anger at the first target they see," according to an article by the syndicated Scripps Howard News Service that appeared in a number of newspapers. According to John Rooney, a professor of psychology at La Salle University in Philadelphia, gasoline price uncertainty can lead to feelings associated with a lack of control, which he expects could mean "fallout for politicians" this fall.

"The frustration people are feeling with increasing gas prices and their lack of control over them leads to a search for someone to blame," said Rooney.

In Illinois, some doctors say that high stress levels correspond to fuel price increases, and some counselors warn that high gasoline prices "can cause pent-up anger and strained relationships," notes the news service.

According to clinical psychologist Dr. David Gursky, low- and middle-class individuals are "particularly at risk" for "gas rage."

"If things were already tight, now with the gas prices already being higher, it's going to absolutely affect

parenting, it's going to affect marriages and possibly morale in the community," Gursky told the news service, adding that the conflicts relating to money and finances are the number one cause of divorce.

Gursky said that gasoline prices can cause some families to cancel summer vacations, a sacrifice that can bring on gas rage.

"The people who already are more restricted to driving-type of vacations now possibly can't go Therefore, they're not going to be able to get away and get some of the rest and relaxation that they might need. That alone can lead to increased stress among families," said Gursky.

Often, when gasoline prices go up, retailers experience an increase in gasoline theft.

NACS spokesman Jeff Lenard told Scripps Howard reporter Lance Gay that, although 2005 data has not yet been released, it is likely that the percentage of retailers reporting losses from gasoline theft will be higher than the \$237 million reported in 2004.

With approximately 60 percent of convenience stores selling fuel branded by large oil companies, Lenard said some drivers feel they are "sticking it to the man" by filling up and driving off without paying. He noted that the oil companies don't own convenience stores, and therefore retailers are the ones at the end of the day trying to make up for lost profits.

Source: NACS Online

How Safe Is Your Fuel Inventory?

May 10, 2006

ALEXANDRIA, VA – With retailers increasingly requiring customers to prepay for gasoline, early reports indicate that gas theft (drive-offs) is down this year. However, this doesn't mean that people have stopped stealing gas, and that should be of concern to retailers.

For retailers who allow customers to pump first and then pay, gas theft can still be a problem. While mandating prepay would essentially eliminate gas theft, there are potential negative consequences, including a potential loss of sales when customers feel

Inconvenienced or underestimate their gasoline purchases, reduced in-store sales and the tendency for customers who would otherwise have paid with cash to instead pay by credit card, triggering fees as high as 10 cents a gallon for some retailers.

While gas theft at the pump may be down, that doesn't mean people have stopped stealing gas. Siphoning has increased in some areas to levels not seen since the 1970s. News reports throughout the country indicate that thieves are targeting cars parked in commuter lots and other areas where cars are parked for extended periods. And another prime target are

vehicles with large fuel tanks, whether SUVs, trucks or delivery vehicles.

The increase in siphoning has led to a corresponding increase in sales of locking gas caps at automotive parts stores. The automotive aftermarket retail and service chain The Pep Boys issued a press release last week reporting that the company "is seeing a steady increase in the sale of locking gas caps, which correlates to the rise in gas prices."

Of biggest concern to retailers may be recent reports that thieves are now reprogramming the pumps themselves and stealing thousands of gallons of gas. Last month in Baltimore, three separate stations reported that they were targets of thieves who disabled the pumps to steal gas. At one BP station, owner Riaz Ahmid told television station WBAL that he lost more than \$8,000 worth of gas by bypassing the pump and charging others a cut-rate price for the fuel.

"Whoever did this disabled the pump and isolated it (from the cashier). He was probably selling a tank (of gas) for about \$10 or \$20 ... they were all lined up waiting for the tank," Ahmid told WBAL.

Ahmid suspects that the theft was committed by someone who worked for a pump maintenance company and had an access key for the pump.

"(The) pump does not communicate with the cash register ... it's disabled from the main system, and this is a free

product--all they do is come, lift the nozzle and start filling up," Ahmid told WBAL. "He's definitely an expert, a technician who knows what he's doing."

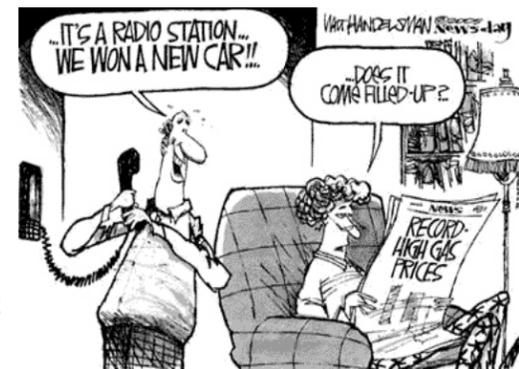
A similar scam occurred earlier this month in St. Louis, where thieves targeted two stores. The manager at one Phillips 66 store, Kevin Tippit, told television station KSDK that about \$6,000 to \$10,000 was stolen before a customer tipped off the store.

"They (the thieves) have a key to the pump and then after they open up the pump they go in and they reprogram the pump, so they can have free gas. And then everybody behind them sees what they're doing, and they continue," Tippit told the television station. "What it actually does is bypass our system. It goes beyond the register and is drawing directly off the pumps."

"The first line of defense to deter this type of theft is the key," NACS Vice President of Research Gray Taylor told NACS Daily. He said that a growing number of retailers are fitting their pumps with proprietary keys. One example is Tulsa, Oklahoma-based QuikTrip, which told attendees at the recent National Petroleum Energy Credit Association conference in San Diego that it is in the process of changing every dispenser at its stores to proprietary QuikTrip keys.

Other retailers may want to review their security systems at the pump as well, added Taylor, whether developing a proprietary key or contacting a local locksmith to look at how additional locks can help deter thieves.

Source: NACS Online





NATA Board of Directors met in Austin, Texas on 8th and 9th April, 2006. The Presidents and Vice Presidents of most Trade Associations from all over USA attended the meeting.

The Ex. Chairman, Mr. Aly Hussaini welcomed all the participants and extended thanks on behalf of the Executive Committee (EC), for sparing their valuable time by traveling to Austin to attend this meeting.

The Board had one and a half days of agenda that addressed various issues, policy matters and re-visited aims and objectives of NATA. The meeting also formally adopted a Document on NATA Policies and Goals prepared by the Strategic Planning Committee (SPC) under the leadership of Mr. Ebrahim Jaffer, Coordinator. Some changes were made on the previously appointed Coordinators and Members of various Committees to undertake the responsibilities as defined under each committee.

The meeting was also addressed by Mr. Salim Nathani, Hon. Secretary, Aga Khan Economic Planning Board (AKEPB) and Mr. Farid Virani, Member, AKEPB and many ideas were exchanged.

The Draft Budget 2006 and Financial Statement for the period January to March 2006 were presented by the Treasurer Mr. Shamsuddin Khoja, which was unanimously approved.

It was reported that NATA Head Office has moved to a new location at 11011 S. Wilcrest Road, Houston, TX 77099 effective November 2005.

All the Board of Directors along with the representatives of AKEPB were taken on a detailed tour of GAMA's recently opened Warehouse for its members and general public. The NATA board members applauded GAMA and its directors for this bold initiative.

The Presidents of each Trade Association presented a brief report of their Association. The note-worthy points were:

- a) ARA celebrated its 10th Anniversary in November 2005
- b) ARA has started enrolling other business owners, besides c-stores owners, as Associate Members.
- c) GHRA held an Annual Election and General Body meeting on February 25, 2006.

Oath Taking Ceremony of three new Presidents, namely, Mr. Salim Ukani of MBA, Mr. Karim Dhukani of GHRA and Mr. Murad Bharwani of NTA was held and were welcomed to the Board of Directors.

Election of new Executive Committee was held and following Directors were elected to the position mentioned against each, unanimously and uncontested, for a period from April 2006 to the first Board meeting of 2007:



*Richard Wills
Auditor, Compliance Division
TABC*

Welcome to the "TABC Corner". This will be our first of many articles at addressing your concerns (The GHRA Membership) governing the sale of alcoholic beverages to your customers. As you know the rules and regulations are very complicated and detailed. So we don't add to the confusion, the monthly articles will only deal with one topic at a time. Should you have any questions please feel free to contact me at richard.wills@tabc.state.tx.us

Let's talk about signs. Off-Premise accounts such as Beer Retailer's Off-Premise License (BF), Wine and Beer Off-Premise Permit (BQ) and Wine-Only Package Store Permits are required to have three basic signs: PIS, CWS and Weapons (Blue) signs.

A PIS sign stands for Public Information Sign. Retailers must provide and prominently display near the door or cash register a sign that includes this information:

TABC Corner

**If you have a complaint about the sale or Service of alcoholic beverages in this Establishment, please contact the TEXAS ALCOHOLIC BEVERAGE COMMISSION
P.O. BOX 13127
AUSTIN, TEXAS 78711-3127
Or phone 1-888-THE-TABC
e-mail
complaints@tabc.state.tx.us**



MAP Training Exclusively for GHRA members

A CWS sign stands for Consumption Warning Sign. Off-premise retailers must prominently display this sign on the premise in letters at least two inches high:

IT IS A CRIME (MISDEMEANOR) TO CONSUME LIQUOR OR BEER ON THESE PREMISES.

A Weapons Warning Sign needs to be prominently displayed on the premise at each public entrance. Sign needs to be at least 6 inches high and 14 inches wide. Use contrasting colors. It must read:

-NOTICE-

The unlicensed possession of a weapon on these Premises is a felony with a maximum penalty of 10 Years imprisonment and a fine not to exceed \$10000.

**Texas Alcoholic Beverage Commission
P.O. Box 13127 Austin, Texas
78711-3127
Toll Free 1-888-THE-TABC
(Voice/TDD)**

GHRA in conjunction with TABC is introducing "Manager Awareness Program" (MAP) training. TABA has launch MAP training exclusively with GHRA. GHRA members will be the first to take advantage of this great opportunity and advance from what is being taught at this training. MAP training will focus on the ways of being a responsible manager and will be taught by TABC officials. MAP training is MANDATORY for all our members.

The first training is held on June 8th, 2006. Detail information is listed below:

Two separate sessions are schedule for members' convenience:

First Session:
10:00 – 12:00 noon

Second Session:
1:00 – 3:00 pm

There is no cost for this training and both sessions are held at GHRA office. Seats are limited and it will be on first come first serve basis. Please call GHRA office to register.