

MassPack Membership Bulletin

On Wednesday, February 24, 2010, I met with Carmine Martignetti, Carl Martignetti and Mark Fisher at their offices in Norwood. Joining me were current MassPack President Richard Hurley, and three other retailers from around the state who could speak directly about the impact the economy and the newly imposed sales tax had on their businesses. These impacts, most significantly displayed in lost sales to New Hampshire, were the thrust of our discussion and our request that the Martignetti Companies reconsider their decision to reduce credit terms and cash payment discounts.

It is now clear that our discussions had a positive effect on the Martignetti's. This morning, we received word (as have many of you) that the Martignetti Companies are returning to 60-day credit terms, and to offering 1% discounts for payments within 10 days. Additionally, they will continue their support of industry issues such as sales tax repeal, license ownership preservation, no increased excise taxes, and opposition to any bottle bill expansion.

We at the Massachusetts Package Stores Association wish to express our gratitude to the Martignetti brothers for taking the time to meet with us, for listening to the retailers' concerns, and for making what we think is a very favorable decision during these difficult times. We hope that you, our loyal members, understand that the decision that was reached was in a very large way due to the work your Association did on your behalf. We encourage you to pass along this information to a fellow retailer who may not currently be a MassPack member and ask them to join us in our mission to make this industry stronger and more profitable for all of us.

Sincerely,

Frank Anzalotti

Executive Director