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ON THE ROAD

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Message From Executive Director Sal Risalvato



Stories and the NJGCA Diner Tour

For each issue of OTR I always have a mental debate about what topic I will write about. There are still topics that I thought I would cover last year or the year before, but still haven't because something else always strikes me when I begin typing. I always use this column as a substitute means of sitting with you in my office discussing the happenings of the day. Of course, anyone who has visited my office has been subjected to a story or two from one of my previous experiences in this business. There is always something that sends me on a tangent that is then accompanied by a story. The staff has heard more than their fair share.

I love conversation about the things we do here at NJGCA. I love talking with members and learning about them and their businesses and their families. You all have stories too. It is impossible for you NOT to have stories. There are good stories and there are bad stories. There are funny stories and there are sad stories. After years of accumulating stories about customers (good and bad) I think I should have written a book.

I began thinking about the stories more after editing the Member Spotlight for the January issue of OTR. You may remember that we highlighted Norm Lippmann who has been in this business longer than me. The experience made me want to spend more time just talking with Norm and others who also have been around a long time and have great experiences to share.

I miss the adventures and good times that I shared with my fellow NJGCA members when I owned my business. Of course, back then we were known as NJGRA. One of the stark differences between today's members and those from years past is the amount of camaraderie that existed years ago. Every gas station owner knew and spoke to their competitor right across the street or in the next town. Retailers compared notes, shared tools, and learned from each other....AND they even socialized with each other. Except for a few dealers, most everyone was a member of NJGRA and attended MONTHLY meetings in their county. Yes, I said monthly!

Since my first location was in Paramus, I attended the Bergen County meeting that was held on the second Tuesday of every month at a place called the Inwood Manor in Teaneck. Looking back it was astonishing that there was always about 80 attendees at each meeting, but many times there were over 100. I usually sat with the same characters and laughed. Even if there wasn't much that was interesting to be learned at the meeting, I still learned valuable information from the conversations I had with my colleagues.

By the time I left the business 23 years later, it was getting

difficult for NJGRA to get 80 guys from one county together once a month. NJGRA began combining members from 3 or more counties at each meeting. Then the meeting intervals became less frequent, until finally when I arrived in 2007 meetings were held only twice a year with all 21 counties being divided into 5 different regional meetings. After several years of continuing this routine, I decided to discontinue the traditional dinner meetings because of a lack of participation.

I was able to successfully organize a few larger meetings over the years with specialty programs provided by folks from NJDEP, USDOL, and several others, however, it still seems difficult to get members to take time from their busy lives to meet with us and their colleagues.

Last year, taking into consideration that everyone has a busy schedule, we began a series of smaller meetings that we call the "NJGCA Diner Tour". The object is to have smaller more intimate meetings that can serve as a sort of roundtable discussion. Not only do I get an opportunity to meet you face to face, and update you on things that are swirling around your business, but you get to chat with competitors and colleagues, and share experiences and STORIES. Just because the guy down the street is your competitor it does not mean that he is your enemy, and you should be happy to share breakfast with him.

We meet at 9:30am for breakfast. That gives everyone an opportunity to open their stores and check in before leaving for our meeting. We conclude our time together by 11:30 so that everyone can get back to their businesses. With this format, no one has to give up a precious evening at home with their family.

Besides updates and intimate roundtable discussion, we always have a few of the NJGCA MBPs on hand who sponsor the meetings. Their generosity allows us to pick up the tab and offer you a free breakfast. We also add a little fun by holding a drawing so that one lucky attendee leaves with a \$50 American Express gift card.

The 2015 Diner Tour is beginning this month and a schedule of meetings is on **page 9** as well as always listed on the NJGCA website. You should check the website often for newly added dates and locations. You can attend any meeting that you find convenient, and if you are up to it, feel free to attend all of them! But please attend at least one. Have a delicious breakfast on us, meet your competitors, meet valuable vendors, and learn about what is going on in your industry. Oh.. and maybe hear me tell a story or two from my days in your shoes.

I hope to see you soon. ■

NJGCA Photo Gallery

On February 5, 2015 NJGCA staff joined numerous other advocates and professionals from the gasoline service station and tire industry in Washington, DC to lobby on issues that are important to us. As part of this experience, we were addressed by Congressman Steny Hoyer, House Minority Whip (second ranking member in House Democratic Leadership) and had the opportunity for a Q & A session with the newly-elected Congressmen serving on the House Transportation and Infrastructure Committee. Here are a few pictures from our day in DC.



On Monday, March 16, 2015, NJGCA Staff and Members were in Trenton to testify in support of Right to Repair legislation in the Assembly Consumer Affairs Committee. We were successful in getting the bill passed out of Committee, but there is still a long fight ahead. We will need more involvement from members like Norm Lippmann, Keith Krehel and Lou Papale in the future!



NJGCA Member Testimonial

From: Lakewood Exxon
Sent: Tuesday, March 31, 2015
To: Jacy Lance

Sal and crew,

Guys, I cannot thank you enough for everything that you do for us. I really do not know where we would be right now if this organization did not exist. Sal, you and your office crew are an inspiration for others to follow and be inspired by. You have no idea how many nights I spent wondering where we as retailers would be if you guys were not there for us. My kids future is safe because of you guys and my family is in a better place knowing that their future is somehow secure. Thank you so very much again for everything you do that we know about, and all the things that you do behind the scenes to further our cause(s).

THANK YOU THANK YOU THANK YOU.

Ed Kashouty
Lakewood Exxon
Lakewood, NJ



Labor and Employment Law



This issue, instead of the US DOL Q & A, we feature an article by valued MBP Mark Tabakman, a Labor & Employment Partner (specializing in wage-hour law) at the law firm Fox Rothschild, LLP. He can be reached at (973) 992-4800 or mtabakman@foxrothschild.com. Read his wage-hour blog at <http://wagehourlaw.foxrothschild.com/>

The Skilled Mechanic Exemption Can Save The Auto Employer Lots of Money

By: Mark E. Tabakman

A few months ago I defended a member of the NJ Gasoline, C-Store, Automotive Association (NJGCA) from an overtime claim filed by a mechanic who worked for him. The mechanic, who claimed he worked fifty (50) hours per week, sought overtime. We defended on the basis of a not-too-well-known exemption from overtime under NJ law, called the “skilled mechanic exemption,” and we won. There are significant lessons to be learned from this case, lessons that affect almost any automobile employer who employs and utilizes mechanics in their business.

The Fair Labor Standards Act (the federal wage hour law) and the New Jersey State Wage and Hour law establish a general minimum hourly wage for those employees who are within its coverage and not exempt from its requirements. Except for child labor restrictions, these laws do not impose any flat limitation on the number of hours that may be worked, but rather seek to limit the hours by imposing additional pay, i.e. overtime.

Under federal and state law, a number of categories of employees are labeled as “exempt,” meaning they are not entitled to overtime, regardless of the number of hours they may work in a single week. The so-called “white collar” exemptions specify that executive, administrative, professional, outside sales, and computer employees are exempt from the minimum wage and overtime pay laws. **In the automobile industry, under New Jersey law, there exists the skilled mechanic exemption, which exempts from overtime workers who fall within its parameters.**

First, the employer must either be a non-manufacturing (of automobiles/trucks) employer primarily engaged in the selling of new/used cars or must be in the business of automobile or truck repair. Second, the employee must perform certain kinds of duties.

Under the New Jersey Administrative Code, a “skilled mechanic” is defined as:

1. A mechanic who is a specialist performing all repairs and who works on the total automobile and on various automobile makes and models; or
2. A mechanic who is responsible for work on certain

parts of the vehicle, for example, transmission mechanic, brake mechanic, engine mechanic, air-conditioning mechanic.

(b) The term “skilled mechanic” does not include: a mechanic or helper who works on limited sections of an automobile and performs minor tasks such as lubricating, tire changing, brake service or oil changing.

Note that a tire changer, oil changer and/or someone doing routine “repairs” or maintenance does not fall into the exemption. Significantly, just giving an employee the title or label of skilled mechanic does not make him or her one. The Department of Labor (or a court) will look at the actual duties performed and not at the title, glorified as it may be. It certainly helps if the employee has certifications from recognized institutions that attest to the employee’s higher level of expertise. It is especially important to understand that all employees are, under the law, presumed to receive overtime; it is the employer’s burden to show that the employee falls into one of the legally recognized exemptions. In this vein, the “best” evidence is documentary evidence, e.g. certifications.

These certifications are extremely important because they are evidence of the employee’s own efforts and accomplishments and which he or she will be (obviously) unable to refute or even question. Indeed, in the case I handled, the employee was quite proud (almost boastful) of his certifications and skill as a mechanic, although he had no idea that this pride in his accomplishments would lead to the rejection of his overtime claim.

There also is a required compensation element to the exemption. Employees must be paid at least the minimum wage, now \$8.38 per hour. Moreover, and most importantly, the employee must also meet both of the following conditions: 1) the employee must receive a flat rate or an incentive rate; and, 2) the employee must be guaranteed a basic contractual rate (at least \$8.38 per hour) separate from and exclusive from the flat/incentive rate and this basic contractual rate must include payment of 1.5 times the hourly rate for all actual hours of work exceeding forty (40) in a work week.

THE TAKEAWAY

I recommend that employers in these industries (and there must be many of you in NJGCA) look closely at the actual duties performed by your mechanics. If the duties fit within the parameters outlined above, then look at the mode of compensation for these employees. If the employees are not receiving the flat rate and the appropriate contractual rate, then you must ensure that this changes.

The most important recommendation is that, even if all of these things are true, **you must prepare an agreement, a simple, one-pager, that incorporates the elements of the exemption, setting forth the pay rates, what those rates represent, and a short blurb specifying the "skilled" nature of the employee's duties.** Get the employee to sign off on the document, giving him or her one copy and save another copy in the employee's personnel file. Then, you secure better protection from a claim.

Remember, you cannot guarantee that an employee (or former employee) will not sue you, but following these guidelines and drafting the legally correct document will put you in the best position to triumph!



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NJGCA Training Class Schedule

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66 Morris Avenue - Springfield, NJ 07081 (Union County)*

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CLASS COST (INCLUDING MANUALS):

- NJGCA Member rates: \$1,995.00
- NON-Member rates: \$2,195.00

CLASS SCHEDULE: Classes will be held on eleven (11) consecutive Wednesdays, from 8:00am to 4:00pm
Classes will be held Wednesday, May 13 to Wednesday, July 22

2. RE-CERT CLASS EMISSION REPAIR TECHNICIAN (day and night classes available!)

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Section 9 – Advanced Light Duty Diesel

Section 10 – Hybrid/Electric Technologies

CLASS COST (INCLUDING MANUALS):

- NJGCA Member rates: \$635.00
- NON-Member rates: \$765.00

TWO OPTIONS FOR CLASSES!

Option 1: two nights/week for four weeks (total of 8 nights). **Tuesdays and Thursdays in May and June.**
6:00 to 10:00 PM on May 19, 21, 26, 28. June 2, 4, 9 and 11.

Option 2: four full day classes. **Four consecutive Wednesdays in July.** 8:00 AM to 4:00 PM.
July 1, 8, 15 and 22

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A NOTE ON ALL CLASSES:

FUTURE DATES WILL BE ADDED UPON REQUEST – CALL DEBBIE AND LET HER KNOW THAT YOU ARE INTERESTED IN TAKING A CLASS SO WE MAY KEEP TRACK OF DEMAND!!

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Red Oak Diner
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Bergen County
Weds. April 22, 2015
Suburban Diner
172 Route 17 North
Paramus, NJ 07652

Union County
Weds. May 13, 2015
The West 22 Diner
272 US Highway 22
Springfield, NJ 07081

Morris County
Weds. May 20, 2015
The Empire Diner
1315 US Highway 46
Parsippany, NJ 07054

Gloucester/Camden
Weds. June 10, 2015
Lamp Post Diner
1378 Little Gloucester Road
Gloucester Township, NJ 08021

Somerset, Mercer & Middlesex
Wednesday, June 17, 2015
Red Oak Diner
1217 State Route 206
Princeton, NJ 08540

WHY: We want to hear from our members!

DETAILS: Join us for a **FREE breakfast!** Hear an update from Sal, and share your questions or concerns.

- Participate in Roundtable discussions with NJGCA staff and fellow business owners about issues events important to your business!

- Meet Member Benefit Partners and learn how to save money and take full advantage of your NJGCA Benefits.

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Hacking of ATG Fuel Inventory Systems is a Real Threat

Recently, much has been written about the security risks involving retail fuel monitoring gauges, or ATG's. The issue is that **about 5,300 sites are exposed to the internet without password protection. To put this in perspective, these 5,300 sites represent about 3% of 150,000 fueling stations in this country.**

However, if yours is one of those 5,300 this is no small matter. Since ATG's are designed to detect leaks and other problems with fuel tanks, unauthorized remote control access could disrupt the operation of the fuel tank. An attacker may be able to prevent the use of the fuel tank entirely by changing access settings and simulating false conditions, triggering a manual shutdown. In theory, a hacker could shut down all 5,300 truck stops, c-stores and gas stations. Additionally, tank gauge malfunctions are considered a serious issue due to regulatory and safety issues that may apply. Malfunctions, inventory miscalculations, and inaccurate reports can have serious implications with NJDEP that result in harsh fines and penalties.

Many of the vulnerable ATG systems are manufactured by industry leader Veeder-Root, so **if your ATG system is a Veeder-Root, you may do well to enlist the assistance of an Authorized Service Contractor.** Alfa-Tronics, located in Jobstown, central New Jersey is one such contractor. They can be reached at 609-724-0024.

On January 20, 2015, Veeder-Root issued a "technical service notification" to assist its customers in activating the security features on their automatic tank gauges that are connected to the internet. Each console model has very specific instructions to activate it's security.

You can enable the ATG security features on your console by reviewing the appropriate setup and operator manuals by using the help function on the console, located at:

<http://www.veeder.com/us/support/veeder-root-redjacket-technical-documentation>

Prior to activating the security, you should coordinate with any third party that might be monitoring the gauge to obtain information such as a fuel supplier or hauler. Once security is enabled, the passcode and other security details can be provided to the third party to assure continued access.

A second option to upgrade your security is to place the ATG behind a firewall so that it is not exposed to the internet.

Security protections may also be available for non Veeder-Root tank gauges. If you have a non Veeder-Root tank gauge, please contact the manufacturer for directions on how to enable protection. If you are unsure how to proceed call NJGCA headquarters at 973-376-0066 and ask for Debbie. ■

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WHAT IS EMV?

By Debbie Hill

EMV is **E**uropean **M**astercard **V**isa credit and debit cards with a computerized chip; also known as smart cards. **EMV** is fraud-reducing technology that can help protect the issuers, merchants and consumers against losses from the use of counterfeit and lost or stolen credit cards at the point-of-sale. **EMV** cards are embedded with a micro-processor or smart chip that interacts with the merchant's point-of-sale device to make sure that the payment card is valid and with the use of a PIN that it belongs to the person using the card. This kind of chip technology adds layers of security against fraud and is virtually impossible to duplicate. The computerized chip adds a proven layer of security at the moment of the credit card transaction when the cardholder is most susceptible to fraud. **EMV** cryptogram is what keeps sensitive data away from cyber-thieves. All major credit and debit cards will be embedded with the chip.

October 2015 will mark the next major milestone where the fraud liability will shift for all point of sale devices to the MERCHANT!!

Since there is no government mandate to force merchants to utilize EMV Point-of-Sale processing equipment, the major credit card companies have developed a universal policy that will persuade U.S. merchants to comply. They have deemed that **ALL MERCHANTS WHO HAVE NOT COMPLIED BY THE DATES SET FORTH WILL ASSUME ALL LIABILITY IN INSTANCES WHEN THE USE OF A CUSTOMER'S CREDIT CARD AT THEIR LOCATION RESULTS IN A BREACH OF SECURITY KNOWN AS IDENTITY THEFT.**

It is also important to understand that those merchants who have not complied will become bigger targets for those who are in the identity theft business. They will seek merchants with non-compliant processing equipment in order to perpetrate their fraud.

What does this mean to you as a small business owner? As of October 1, 2015 **YOU** will be held responsible for the theft of any information from a customer if **YOUR** business is not using **EMV** Point-of-Sale processing equipment. **The only exception:** outside sales for automated fuel dispensers begins in **October 2017.** **

The liability shift: Today, financial institutions bear the brunt of the liability for fraud, but a new policy likely will assign liability to processors. Merchants will want to get a full understanding of when and how the liability will shift to their processor and ultimately to them (the small business owner).

What do you have to do? Implement **EMV**/smart card acceptance. Merchants are responsible for **upgrading/replacing their POS devices.** This is not a government enforced mandate at this time; rather an industry call-to-action. **NJGCA** advises its members to upgrade their POS devices to protect themselves and their customers.

How do you implement the EMV/smart card acceptance? Merchants are responsible for upgrading and replacing their POS devices and assuming the cost of doing so. A major decision is whether to purchase POS equipment which will support and process magnetic stripe cards along with the new **EMV** cards and contactless devices. Another decision for merchants is whether to coordinate smart card acceptance with a required PIN, signature or neither for cardholder authentication. (Part of this decision will be based on what issuers allow on their chip-based cards).

As **EMV** is deployed later this year (**October 1, 2015**), there will be procedural changes at the POS. Customers who are unfamiliar with the chip-based cards and phones will need to be shown the proper way to insert the card or tap it over the device and then authenticate their identification (PIN). Your employees will need to understand these new procedures in order to help your customers and to explain the security benefits.

Where do I get the new POS Terminal that will allow me to accept EMV? NJGCA is partnered with First Data Credit Card Processing. They offer a variety of POS terminals that accept all of the new **EMV** processing. You can contact **NJGCA** directly to set up an appointment with our First Data Professional.

****October 1, 2017 is the date that Outside Gas Station Dispensers and POS Merchandise will have to be EMV Compliant.**

NJGCA will be happy to answer any additional questions you may have. Please call Debbie Hill @ 973-376-0066 or email: debbie@njgca.org ■



Important Issues Impacting Your Business!

By: Eric Blomgren

MOTOR VEHICLE INSPECTIONS

At the time of this writing, we still have not heard any news about the future of the emissions inspection program in New Jersey. The current program expires in May 2016, which means the new program must be in place by that time. The hour is growing extremely late for the program to be announced since it takes months for bidders to write and submit applications, the State to review them, pick one, and then accommodate a smooth transition. We continue to be optimistic that the new program will involve the closure of the central lanes and 100% of inspections performed at private shops, instead of the 15% performed there now. Once the program is announced, NJGCA will be holding a statewide repair summit to determine how to respond to whatever the design of the new program is.

We're also working to extend safety inspections to some passenger vehicles. Legislation continues to move through the Assembly that would regulate "transportation network vehicles" that use a phone based app to match passengers and drivers. This new type of service involves regular citizens signing up with one of these tech companies and then basically acting as cabbies using their personal vehicles on whatever schedule they want. The largest company, Uber, had zero cars operating in the state in 2013, 5,000 at the start of this year, and they plan to have 10,000 by the end of this year. When the bill, A-3765, was introduced by Asm Joe Lagana (D-Bergen) and Troy Singleton (D-Burlington), it mostly dealt with insurance and background check requirements. We have worked with the sponsors and have gotten it amended to require that these vehicles undergo a safety inspection every other year, and we are hoping that the bill will be further amended to make these inspections yearly. Since they are otherwise just regular passenger vehicles, they currently do not undergo any safety inspection.

GAS TAX

The status of the gas tax debate has everyone scratching their heads. For months the Governor and the leaders of the Legislature have been in closed door meetings trying to find a way to bring in more revenue for the state's Transportation Trust Fund (TTF), which pays for road and bridge construction and repair. For political reasons (the Assembly on the ballot in November and the Governor likely on the presidential primary ballot in January) they are desperate to find a way that they can bring in revenue without actually "raising the gas tax". We know that one of the potential solutions discussed heavily was extending the sales tax to gas and forcing retailers to collect it at the pump. We have worked extensively to

point out to everyone involved what a disastrous policy this would be to retailers and to the state's finances, and it's clear based on the conversations we have had that this effort has had a tremendous effect. However, given how desperate the politicians are, we cannot say for a certainty that the idea has been shelved completely. Recent news reports have indicated that the talks have broken down and we are now too close to the June primary election and November general election for anything to be done. There is still a chance that some sort of tax increase will be unveiled and forced through in mid-June, but it is looking ever more likely that this debate has been frozen until at least December, and perhaps even spring 2016. The Christie Administration has managed to scrape together enough funds to keep the TTF afloat until about July of next year, at which point it will be completely broke, its credit cards maxed, and its accounts dry.

REWARDS FEES BILL

While our bill to prevent big oil companies from charging retailers fees in order to take part in loyalty programs has run into strong opposition from the oil companies, we still were successful in getting it to pass the state Senate 36-0 and the Assembly 70-0. It is now up to the Governor to decide whether to make the bill law, veto it completely, or conditionally veto it. We are optimistic that he will sign the bill as written, although it is possible that he will conditionally veto the bill and write in an amendment that may make the bill much worse. If he does that it will need approval from the Legislature again before it could become law. If you have a branded gas station and have not already done so, then go to www.njgca.org to send the Governor a message asking him to sign the bill; he has until early May to decide one way or the other.

RIGHT TO REPAIR

We are making good progress to finally get Right to Repair on the books in NJ. As you know, Massachusetts passed a strong Right to Repair law just over a year ago. Not long after that, the manufacturers agreed to a Memorandum of Understanding (MOU) to bring Right to Repair nationwide. We are still pushing for a NJ law for two reasons. One is that the national MOU does not cover any vehicle over 14,000 pounds, but the Massachusetts law does. If they have to provide these codes in MA, then they should have to provide them to NJ repairers as well. The other reason is that since an MOU is not permanent, there is no reason some or all of the manufacturers can't drop out in a few years. If there is a state law on the books, then they won't be able to drop out in the state of New Jersey. The bill has passed the Assembly Consumer Affairs Committee and is virtually identical to the Massachusetts law.

TOBACCO PURCHASE AGE INCREASE

The effort to increase the minimum age at which all tobacco and e-cig purchases can be made from 19 to 21 continues to move through individual towns. Bogota has joined the list of towns that already included Englewood, Teaneck and Sayreville. Highland Park, Garfield, and Princeton are all also considering following suit. Of course, even if all those towns adopt the ordinance, there will still be 558 towns that do not, highlighting how pointless this effort is, as 100% of smokers will just drive another 5 minutes to a store that is willing to sell them the tobacco products they want. There has been no movement in the General Assembly on the bill that would increase the limit statewide as we have successfully bottled this up. Please keep an eye on what your local town council is doing, as your town may be the next to try this. Most local governments are not very open about the ordinances they consider and many get rushed through because they "feel good". We must rely on you to keep an eye on your local government and keep us informed in order to take action!

MANDATORY PAID "SICK" LEAVE

Mandatory paid "sick" leave continues to bounce around the Assembly. There has been no further movement on the statewide bill since it passed the Assembly Budget Committee in December, despite objections from members of both parties. The town of Bloomfield passed its own bill requiring a certain form of paid leave, and the city of Plainfield is primed to follow next. Even if you currently offer all your employees paid sick leave, you may not meet the generous requirements mandated by these laws. Meanwhile, several trade associations have filed suit against the city of Trenton, saying that it is unconstitutional for individual towns to require a certain level of paid benefits be given out by private businesses. Though it may take some time for this to wind its way

through the courts, we believe they have a strong case on the merits, as it has already been determined by the courts that individual towns do not have the authority to mandate higher minimum wages within their borders.

LOCAL MINIMUM WAGES

A-3912 passed the Assembly Labor Committee in March. This bill would allow each of the state's 565 different municipal governments to set their own minimum wage (as long as that minimum wage was higher than the state's \$8.38 an hour). Imagine having to pay people \$15 an hour to pump gas or man a register while a competitor half a mile away in a different town only pays \$10 an hour. It would be impossible to keep your business afloat. Thankfully, the leaders of both houses of the Legislature, Senate President Steve Sweeney (D-Gloucester) and Speaker Vinnie Prieto (D-Hudson) publically announced their opposition to this proposal. Still, the fact that there are numerous legislators willing to vote for this bill means we must remain vigilant.

NJGCA PAC

2015 is an election year here in New Jersey, and you can believe that legislators are already very active in their fundraising. In the first three months of 2015, we have spent \$10,000 supporting our allies in the Legislature. While this seems like a lot (and it is), it's quite a bit less than what is being spent by people like Wawa, the auto manufacturers, car dealers, Parsons, and big oil. We need your support in order to stay afloat or else the PAC will run out of money before the election. You can either mail us a check made out to NJGCA PAC with your contribution or head to www.njgcapac.org/donate to make a contribution online with a credit card. You can even sign up to be automatically billed just \$10 a month. We need you to help us help you! ■

NJGCA Member Testimonial

Dear Sal,

I am so happy to be a member of NJGCA. I have been a member of NJGCA for more than 27 years. In that time things have gotten so complicated. It seems that I have been in your office numerous times requesting assistance from NJGCA. Each time, I have been treated as if I am a very important member and each time I received the needed help to resolve my problem.

Recently, I received a letter from NJDEP, and once again called NJGCA for help. Amazingly, it was NJDEP who suggested that I call NJGCA for help and they specifically instructed me to ask for Debbie Hill.

That was no surprise, as each time previously that I have needed assistance it was Debbie who always guided me through the dilemma. Debbie Hill has saved my life regarding my business on so many occasions. What would I do without her? Thank you, Debbie, for helping me all the time ... and thanks NJGCA for being there to support my business.

Sincerely,

**Mr. We Souk Lee
Lee's Friendly Service Station
Plainfield, NJ**



Tank Insurance Fraud Results in Federal Felony Conviction

By: Eric Dana

Tank insurance fraud! A felony conviction in federal court! Prison? Rarely in my nearly twenty-five year career has fraud involving tank insurance become a true “white collar” crime. Allan Chadderdon pleaded guilty in December to falsifying a document with intent to obstruct. Arrested by undercover EPA inspectors and agents from the FBI, Chadderdon had been associated with the ReleaseGuard program for several years. By issuing fake certificates from his Michigan office, he allowed many gas station dealers and c-store operators to believe they were in compliance with state Financial Responsibility regulations.

Beginning in 2006, operators in Delaware, Maryland, New Jersey and West Virginia were all potential victims of Chadderdon’s fraud since the insurance policy details for tank age and construction type were not as frequently checked by state inspectors as they are today. Everyone knows that 5-year-old underground tanks are simple to insure ... and 35-year-old tanks are a challenge. And everyone knows that double wall tanks cost less to insure than single wall tanks. While

online database access has improved the accuracy of much of the information, an insurance agent intent on defrauding everyone (the customer, the insurer AND the government) will find a way to mess up the system for all three. At least for a while.

NJGCA members have resources within the association to guide them to accurate and honest solutions for their needs. We make decisions about who to do business with based on a variety of conditions - service, cost, reputation and other standards, including integrity. Choose wisely and rely on NJGCA to keep you informed about issues both good and bad. Clearly, for Allan Chadderdon, crime didn’t pay. ■

Editor’s Note: *Eric Dana is principal of DANA Insurance and Risk Management. Since 1993, his firm has insured thousands of underground tanks throughout the US. DANA Insurance, an active NJGCA supporter for many years, is the endorsed provider of UST Insurance for NJGCA members. Evidence that otherwise honest retailers have falsified UST Insurance applications has been brought to our attention and it is important that everyone be aware of the consequences for this infraction.*

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for more information.



Time to Save Money with LED Lighting!

Take Advantage of Incentives through the NJ Clean Energy Program!

The following information was provided to NJGCA by our valued Member Benefit Partner, and Energy Efficient Lighting Specialist, Kopa Group Lighting.

By Jason Schaefer

The New Jersey Clean Energy Programs that offer incentives for energy efficiency lighting projects can be extremely helpful and also very confusing. These programs, designed by engineers, have terms that expire annually and can change upon renewal or in the middle of the program year. As such, it is important to work with an organization that interfaces with program managers daily. A seemingly harmless omission can result in major ramifications or outright rejection. Some of the questions a petroleum station or c-store owner should ask themselves would be:

- Which program is right for my situation?
- What are the requirements that need to be met?
- How do I qualify?
- What documents need to be submitted?
- Can I use any manufacturer's LED lights?
- How long do I have to wait until I can install my lights?
- How long do I have to wait until I can receive my rebate?

Up until 2015, the only LED lighting incentive program for petroleum stations (outside of refrigeration case lighting) was the NJ Clean Energy Prescriptive Lighting Program. As of 2015, LED lighting has been included into a Direct Install Program. Without addressing all of the program requirements, here are some major basic differences in the two programs.

Prescriptive Lighting Program

- All business sizes can participate.
- All recognized lighting manufacturers can be utilized as long as the specified product is DLC qualified
- Easy to understand program where all lighting can be upgraded and includes, but isn't limited to, the following:

- \$100 per LED canopy light*
- \$175 per LED area light*
- \$100 per LED wall pack*
- \$50 per LED 2x4 troffer*

*all specific program requirements must be met

Direct Install

- Designed for small to mid-sized commercial and industrial facilities with a peak electric demand that did not exceed 200 kW in any of the preceding 12 months
- A comprehensive audit is required to address lighting, HVAC, and all other operational equipment with energy efficient alternatives.
- NJ Clean Energy Program calculates which measures qualify based on a comprehensive analysis of lighting, HVAC, and all other operational equipment.
- Not All LED lighting measures will qualify. Some LED lighting may qualify while other LED lighting may not.

Kopa Group has a staff dedicated to managing energy efficient lighting incentives and can offer support for both Prescriptive and Direct Install Programs. Call Kopa at 888-533-5672 x20 or email me at jschaefer@kopagroup.com, to find out which program works best for you. ■

Great News for NJGCA Members

Group Health Coverage through NJGCA and Association Master Trust

Unless you're a large business with hundreds or thousands of employees, providing and administering a health benefits plan can be a huge burden. However, if you're a NJGCA member, you can now take advantage of a great group offering through the **Association Master Trust**

NJGCA member companies are eligible for comprehensive self-funded health and dental benefits through Association Master Trust. The Association Master Trust covers approximately 10,000 participants from thirteen trade and member association benefit trusts.

Qualifying NJGCA member firms can now enjoy all of the benefits of network services and modern claims administration. By being a member of AMT you're part of a large group, and have access the same great health benefits plans the big guys do!



*To learn more about AMT's self-funded health
benefits plans call today and ask for Joy
at 973-379-1090 ext. 229
for further details.*

Association Master Trust

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info@amt-nj.com

NJGCA/TMP Energy Market Update: Variable vs. Fixed / Renewal / Post Term Default

VARIABLE VS. FIXED

Over the past 12 months we have seen a significant rise in the fixed-rate price per kWh in some areas of NJ. This makes the utilities “variable rate” in some areas a legitimate option. This data was collected and analyzed primarily from NJGCA members who sent their electric bills in for an energy evaluation during this same time frame.

There is a distinct advantage by having NJGCA members submit 3-6 months of their most recent utility bills into the NJGCA Energy database. This data supports the accuracy of the utilities variable pricing over a specific period of time, and can be used as a price to compare tool for fixed-rate pricing. The more data we receive from members, the better we can serve you with current market pricing from suppliers, as well as the utilities variable rate pricing.

RENEWAL

What are my options when my current energy contract is nearing its “expiration date”? First, as a member of NJGCA, you have the reassurance of being notified by our MBP, TMP Energy Solutions. This takes place about one to two months in advance of your expiration date. You will also have fixed rate pricing available to you at that time.

What are your choices?

- 1.) Renew with your current supplier or switch to another supplier, if fixed-rate pricing offers you an advantage.
- 2.) Contact your supplier and request to be returned to the utility if current fixed-rate market supplier pricing is undesirable.
- 3.) Stay with your current supplier in a “post term default” status. **(Avoid this at all costs!)** The post term default variable rate will be significantly higher than what you have been paying.

POST TERM DEFAULT

Post term default status is when you allow your energy contract to expire without renewing, switching or requesting to be returned to the utility. The supplier will keep you on using their post term default variable rate until you request differently. This is by far the worst case scenario in energy procurement. In most cases, a simple email sent to your energy supplier one to two months prior to your expiration date, authorizing them to return you to the utility, at the end of your agreement, are all that is required to prevent you from entering post term default. You can find more details in the terms & conditions of your agreement.

NJGCA ENERGY PROGRAM

The NJGCA Energy program offers a clear advantage. We make you aware that your energy agreement is nearing expiration. We will recommend the best solution for your business, even if it means returning you to the utility. It is important to us that you receive the best possible rate to purchase electricity and we will advise you accordingly. YOU CAN TRUST US TO HELP YOU MAKE THE BEST DECISION! Since rates are changing all of the time in various geographies around the state, we will monitor when a supplier has a truly advantageous rate for you to take advantage of and then switch you back. Also, when you are returned to the utility, you can always request pricing from us for a low fixed-rate program at any time. Our goal is to provide you with current information so you can achieve the best value for your energy dollars.

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By Jacy Lance



Since our debut in 2007, NJGCA *On The Road* has brought you updates and timely information on changes in the energy and automotive industry. From ordinary, everyday sources of energy like coal and oil; to renewable resources like solar and wind; to advancing alternative energies like hydrogen. We have focused – and will continue to focus – on all of these technologies and how they affect the transportation industry.

Each new issue of *On The Road* will offer our readers news from around the energy/transportation industry, how it may affect the automotive landscape, and your small business. If you have any questions or comments on what you review in these quarterly pieces, please feel free to reach out to NJGCA.

April has traditionally been an “uneven” month for gas prices, as refineries begin transitioning to the more expensive summer blend formulas. As is always the case, as oil prices rise, the buzz surrounding alternate energies grows. Furthermore, car manufacturers and automakers are under pressure to actively explore a range of new technologies to improve their fuel economy, in an effort to meet federal standards and also meet customer demand for fuel-efficient cars. Just because oil prices are low right now does not mean that we can ignore alternate energies. It is important to keep informed about alternates and fuels of the future, no matter the world oil market, because inevitably, the pendulum will swing the other way and alternates will be back in vogue. Those who repair and service automobiles must be aware of emerging technologies too, as these vehicles will become the next generation to appear in their shops. Here’s an update on two sectors of the alternate energy industry which are making news right now:

COMPRESSED NATURAL GAS (CNG) AND LIQUEFIED NATURAL GAS (LNG):

March was an exciting month in the compressed natural gas (CNG) and liquefied natural gas (LNG) industries. In the beginning of the month, at the Association for the Work Truck Industry national trade show in Indianapolis, Fiat Chrysler officials announced the expansion of the CNG option on its heavy duty Ram pickup. The CNG-fueled truck, originally engineered for fleet operators, is currently available only in a four-door crew cab, four-wheel-drive and long-bed model. This fall, the truck will be offered in a regular cab two-door body style with two-wheel drive and a long bed. Since it made CNG available in late 2012, Ram has sold about 1,000 CNG-trucks. Expanding the availability of CNG should boost sales to fleet buyers looking for a smaller, less expensive CNG truck. Despite the recent drop in gasoline prices, CNG’s popularity among fleet buyers has continued to grow. The CNG equivalent of a gallon of gasoline is roughly \$1.50, compared with the national average of \$2.45 for a gallon of unleaded regular. CNG (and LNG) powered vehicles also produce less pollution than gasoline-propelled cars and light trucks.

In a recent effort by some US Representatives in Congress to decrease the country’s reliance on gasoline, the Alternative Fuel Tax Parity Act (HR 1665) was introduced for the current House session by 2 Republicans and two Democrats. The issue, which is addressed by the Act, is that diesel has higher energy content than natural gas – 1.7 gallons of LNG are roughly equal to a gallon of diesel – yet LNG is taxed at the same rate. The result is that LNG is taxed at a rate 70% higher than diesel, on an energy equivalent basis. The new legislation would tax LNG on energy content in relation to diesel, rather than on volume. The bill is intended to provide a fair, market-centered solution to fix the tax disparity between diesel and LNG, which should serve to encourage more private sector investment in LNG infrastructure and production. The effect will be strongest in the commercial sector for the time being, with no LNG passenger vehicles on sale in the U.S., and few LNG stations. Even so, this is positive news, showing that cleaner fuels are finally starting to attract bipartisan support, with both economic and environmental benefits.

HYDROGEN FUEL CELL VEHICLES:

Advocates of hydrogen fuel cell vehicles also received exciting news recently. The Paris-based gas company Air Liquide, which operates in 80 countries and had revenues totaling \$18 billion in 2013, plans to pair up with Toyota Motor Sales to develop a network of at least 12 fueling stations in the Northeast for hydrogen fuel cell electric vehicles (FCEVs). Such vehicles are expected to start coming onto the commercial market in the 2015-2017 time frame, but the auto manufacturers have pushed to have more fueling stations in place before rolling out FCEVs in big numbers. Currently, there are about a dozen, public hydrogen fueling stations in the U.S., most of which are in California. The Department of Energy projects that there will be more than 50 such stations by the end of 2015. Air Liquide USA plans to target New York, New Jersey, Massachusetts, Rhode Island and Connecticut. Air Liquide is exploring a number of avenues to both construct new stations and work with existing station owners. Air Liquide envisions that an arrangement between their company and the owners of existing stations who would like to try to provide hydrogen fuel would most likely resemble a lease agreement for the space of the fueling equipment and the pump. ■

Save TODAY with NJGCA Member Benefit Partners!

THE NJGCA MEMBER BENEFIT PARTNER PROGRAM

NJGCA has been working hard to bring you and your business value through our Member Benefit Partners (MBPs). Hopefully you are already taking advantage of many money-saving plans offered by our Member Benefit Partners. You should have recently received NJGCA's 2015 Member Benefit Partner Brochure. We are excited about the "new" brochure, and the great opportunities that you will have to save money with these partners!

Here is a list of our current MBPs:

4CAST OUTDO CORP - Gas Pricing Strategy Experts
ABLE-TECH - Computers, Financial Management, Video Systems
AFFINITY FEDERAL CREDIT UNION - Credit Union
ALFA-TRONICS - Petroleum Station Services, Specializing in Security for Dispensers
AMATO INSURANCE AGENCY - Business, Garage Liability, Home and Auto Insurance
ARCHER & GREINER - Legal Services
ASSOCIATION MASTER TRUST (AMT) - Health Insurance
ATS ENVIRONMENTAL SERVICES - Tank & Vapor Testing, NJ DEP Compliance
AUTOMOTIVE TRAINING INSTITUTE (ATI) - Education for a More Profitable Business
BELLOMO FUELS - Gasoline and Diesel Supplier
BRENNAN LAW - Environmental Law Specialists
BUCKEYE ENERGY SERVICES, LLC - Gasoline and Diesel Supplier
C-3 TECHNOLOGIES - Tank and Vapor Testing, NJDEP Compliance
COLE, SCHOTZ, MEISEL, FORMAN & LEONARD - Legal Services
CROMPCO - Tank & Vapor Testing, NJ DEP Compliance
DANA TANK INSURANCE SPECIALISTS - Underground Storage Tank Insurance
ECO-LOGIC ENVIRONMENTAL - Tank and Vapor Testing, NJDEP Compliance
ENERGY MARKETING PARTNERS, INC. - Gasoline and Diesel Supplier
ENVIRONMENTAL ALLIANCE, INC. - Environmental Remediation Services
ENVIRONMENTAL & GEOTECHNICAL SERVICES - Environmental Remediation Services
FIRST DATA CORPORATION - Credit Card Processing & Consulting
FOX ROTHSCHILD, LLP - Legal Services
GILL ENERGY - Gasoline and Diesel Supplier
HAROLD LEVINSON ASSOCIATES - Convenience Store Distributor
HOUGH PETROLEUM - Motor Oil, Lubricant, and Fuel Supplier
KOPA - Efficient Energy Lighting Solutions
LIBERTY / EWING OIL - Gasoline and Diesel Suppliers
MEADOWBROOK INSURANCE GROUP - Workers Compensation Insurance
ONTEGRITY- Back-Up Power and Site Management Solutions
P.F.I. INC. / NORTHWEST PETROLEUM - Gasoline and Diesel Supplier
PPC LUBRICANTS/CASTROL OIL - Motor Oil and Lubricant Supplier
PRESTIGE ENVIRONMENTAL - Environmental Remediation Services
PRESTIGE PETROLEUM - Gasoline and Diesel Supplier
RAY PETROLEUM CORP. - Gasoline and Diesel Supplier
SALOMONE BROS. INC. - Tank and Pump Replacement & Generator Installation & Service
SERVICE STATION VENDING EQUIPMENT - Service Station Vending, Air & Vacuum Systems
SPARK CONTRACTORS - Tank and Pump Replacement & Generator Installation & Service
T & R OIL COMPANY - Gasoline and Diesel Suppliers
TMP ENERGY SOLUTIONS - Discounted Electricity and Natural Gas
TRINITY SOLAR - Solar and Generator Power
UNIFIRST - Uniform Service and Station Supplies

HORROR HIGHLIGHT

NJ Motor Vehicle Commission Proposes \$105,000 Penalty and Lifetime Suspension!!

By Debbie Hill

I recently received a horrible phone call from an NJGCA member who operates a Private Inspection Facility (PIF). He was just "shut down" by NJMVC for suspected fraud. He explained that NJMVC had just left his facility and that they had taken all of his stickers and stopped him from performing any further inspections. NJMVC told him that an employee had performed "fraudulent inspections" or "committed misrepresentation in the conduct of licensed activity" on 42 different vehicles. This includes utilizing an alternate vehicle or performing invalid emission tests to obtain valid emissions readings for each vehicle. Other counts related to his suspension were for fraudulently affixing certificates of approval on the same 42 vehicles, and for intentionally, willfully and improperly passing or waiving a motor vehicle for any required portion of the emission test or OBD inspection, which is a violation of rules.

I was faxed all of the pertinent information that he and his employee received. The inspector (employee) had performed 42 questionable inspections and was being penalized \$1,000 for each of the 42 vehicles, totaling \$42,000. The owner of the shop (who actually holds the PIF License) received a similar but higher assessment of \$1,500 for each violation, totaling \$63,000. Both the employee who performed the fraudulent inspections, and our member who holds the PIF license, were to receive Permanent Suspensions.

I scheduled a hearing at NJMVC for both cases the following week. I also requested documents for full discovery of each case, which were sent to me immediately. I needed to review the evidence in order to understand exactly why NJMVC was proposing such severe penalties.

Both the owner and his employee claimed that they did not use an alternate vehicle as suggested by NJMVC. So what happened?

Upon further investigation, I discovered that the employee was bypassing the OBDII inspection and instead was performing a tail-pipe test. He was not trying to defraud the system. Why would he do this on vehicles that were required to have an OBDII test?

The employee claimed that he was referencing an old list of vehicles that at one time could not connect to the inspection equipment. He further explained that he had called NJMVC previously for help on a vehicle that he had difficulty getting to connect and was instructed by an MVC official how to use the "bypass" solution. Once he used this method he incorrectly determined that he was permitted to continue doing so for all vehicles whenever he encountered similar difficulty. The employee never used an alternate vehicle; however, he did continue to use the bypass on any troublesome vehicles he came across. Troublesome vehicle(s) included all vehicles that readiness monitors indicated were not ready, or when codes were present indicating that the vehicle would not pass an OBDII inspection.

NJMVC accesses detailed reports everyday on each and every PIF to see if fraudulent activity has occurred. These reports include an alternate vehicle being used on any inspection. The reports also indicate when a bypass is used while inspecting a vehicle. Unfortunately for this shop, the bypass was used often for several months, which of course raised a red flag and prompted an investigation.

After speaking further with the employee, I discovered the reason why he grew comfortable performing bypass inspections routinely. He had been a licensed emission inspector for years, so why all of the sudden would he begin using the bypass procedure, which previously he was unaware even existed?

Remember that he had called NJMVC for assistance when he could not get a vehicle that he was inspecting to properly communicate with his equipment. He was prompted and instructed by the NJMVC official to use the bypass procedure. The vehicle that he was struggling with passed the inspection, and this led him to believe that he could continue using this procedure anytime he was having similar communications difficulty. After all, it was an NJMVC official who gave him the instructions in the first place.

He continued using the bypass procedure until finally MVC officials visited the shop, informed the owner that an investigation was underway, and ordered them to stop using the bypass procedure. They returned several months later and issued the fines and license revocation, which is when I got involved.

The following week in Trenton, after a heated exchange with NJMVC officials, I explained to the hearing officer that the inspector simply had a misunderstanding of the communication he had received from another NJMVC official when he had asked for assistance in a previous instance of a vehicle not communicating with the inspection equipment. Finally, the MVC hearing officer understood and agreed with the facts and circumstances of the case.

I requested that the case against both the inspector (employee) and our member (PIF owner) be dismissed and that MVC only consider instances when bypasses occurred AFTER the inspector and shop owner had been instructed not to perform any further bypass inspections. NJMVC had given these instructions once the frequency of the bypass had been discovered, but prior to issuing the fine and revoking the licenses. MVC agreed!! They would close the initial investigation on all 42 counts, and would hold a new hearing on only the counts that I had suggested.

The PIF owner was present when MVC advised that no more bypasses could be performed. However, he thought it was related to his inspector, and for some reason he did not believe that he was doing anything wrong when he himself used the procedure. He performed six more bypass inspections in violation of the instructions that he had received from NJMVC, not realizing that he was doing anything wrong. He was under the impression his employee had over-used the bypass, and that was the reason NJMVC had instructed that the procedure not be used anymore. The owner thought he was doing everything right!

After my request for a revised proposal for fines and suspensions, our member received a notice with a reduced fine for his employee, his shop license, and his own inspector license totaling \$7,500. However, NJMVC was still insisting on a permanent license revocation for all.

Once again, we went to NJMVC offices in Trenton for a new hearing and I was able to negotiate more favorable terms for all. MVC did not suspend the PIF license, so the owner was able to continue

operating his business. His own inspector's license was suspended for a three month period and fines totaling \$6,000 were levied as well.

NJGCA assesses fees to members who seek assistance when accompanying members to Trenton in instances similar to the horror described above. This is necessary in order to defray the cost of my time reviewing and assisting the member involved, as well as my travel and time out of the office. Not all cases are as serious as this one, but many involve thousands of dollars in fines and painful suspensions. Depending on the circumstances, my assistance is only an ability to achieve the best possible outcome, even though that outcome is still painful. There is no guarantee that I will be successful, and NJGCA will NEVER ask for preferential treatment or inappropriate favors. NJGCA will do its best to assist members, but it is best if members follow the rules and avoid infractions to begin with. Following the rules first requires knowing the rules, and it is the responsibility of all who perform inspections to KNOW THE RULES.

In this case the original penalty was PERMANENT SUSPENSION AND \$105,000 fine. I think all will agree that in the end this member was treated fairly by NJMVC and only received a fraction of the original proposed penalty. He certainly found that his annual dues to NJGCA were a good investment. That's why we always say at NJGCA, "Membership in a strong trade association is one of the best investments that you can make"! But you already know that!

Should you have questions or similar problems with NJMVC, please feel free to contact me at any time, at debbie@njgca.org or 973-376-0066. ■

**Does Your Service Station Have Environmental Problems?
Are You Subject to a Lawsuit or Environmental Cleanup?
Has Your Insurance Company Denied Your Environmental Cleanup Claim?**

We have located and enforced the following insurance proceeds on behalf of New Jersey clients:

- \$500,000+ to remediate gasoline service stations in New Brunswick and Milltown, New Jersey
- \$12,000,000 to pay for cleanup and cost of recovery action for a dry cleaning manufacturer.
- \$11,000,000 to pay for cleanup and defense costs associated with the Passaic River litigation.
- \$7,750,000 to pay for cleanup costs associated with a defunct manufacturing plant

Beyond Insurance: We assist in the remediation and negotiations with State and Federal Agencies and seek reimbursement for our clients against third parties in cost recovery actions.

**We are a Member of NJGCA and
Provide a Free Initial Consultation to Fellow Association Members**



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THE LEGISLATOR SPOTLIGHT

NJGCA has seen many legislative successes over the past few years. We'd like to take some time to tell you a little bit about the men and women who have been instrumental in helping your small business prosper.



SENATOR BOB GORDON

The Honorable Robert Gordon has served in the state Senate since 2008, as well as four years in the General Assembly before that. He has been involved in politics and governing for much of his life, both as an elected official in his hometown of Fair Lawn and as a dedicated staff worker. He represents the 38th Legislative District based in Bergen County and centered on and around Paramus. He is the Chair of the Legislative Oversight Committee, the Vice-Chair of the Senate Transportation Committee and a member of the Senate Health, Human Services, and Senior Citizens Committee.

A Democrat, Sen. Gordon represents arguably the most competitive district in the state and was the number one target of Republicans in both 2011 and 2013. Nevertheless, his strong record in office led to his being re-elected in both of those races. In 2013, he won despite voters in his district supporting Republican Gov. Christie by over twenty percentage points.

Sen. Gordon has earned a reputation as a dedicated legislator who seeks to understand all sides of an issue before coming to a judgment. He has proven time and again to be concerned with the struggles of small businesses. He has been involved in a variety of issues, from patient safety to emergency response and most recently he has been the lead advocate on a series of bills to bring about long overdue reforms to the bloated and ethically-challenged Port Authority of New York & New Jersey.

Most recently, and most relevant for NJGCA members, he was the lead advocate in the state Senate for S-2434, the bill to prevent the big oil companies from forcing small retailers to pay a fee for whatever they invent as part of their rewards/loyalty programs. Without his support for our bill and for your business, this legislation could not have passed in the NJ Senate. Instead, he was instrumental in getting our bill scheduled for a vote by the Senate in a timely manner, where it passed unanimously. His involvement with transportation issues and his position as Vice Chair of the Transportation Committee also mean that he is likely to be involved with the future of the gas tax and the funding of the Transportation Trust Fund.

NJGCA again thanks Senator Gordon for all his support for the small business owners of this state. When we need someone to be a voice for small businesses in the Senate, we know we can look to Senator Gordon. We look forward to continuing to work with him for a long time to come. ■



Senator Bob Gordon
District 38

 SenGordon@njleg.org

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