

SPRING 2021



VOLUME 13 - ISSUE 2

ON THE ROAD

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Message From Executive Director Sal Risalvato

The Passing of a Great Public Servant

In 1981 I was still relatively a kid running my Exxon station in Paramus, New Jersey. I had become a member of the NJ Gasoline Retailers Association (NJGRA) a year earlier. I was still learning about the gas business and only had a few lessons in politics. I was somewhat naïve about the issue of self-serve, but was convinced by my new colleagues at NJGRA that it was a “bad idea” and I certainly shouldn’t support a change in the law. So I became a staunch opponent of customers pumping their own gas and remained so for the next 21 years.

Also in 1981, a man named Gerry Cardinale won a seat in the state Senate. He campaigned promising that he was going to change the law and allow motorists to pump their own gas. Cardinale’s district was in Bergen County and bordered the legislative district where my business was located in Paramus. Cardinale’s idea was very popular with my customers who were envious of our neighbors in NY and elsewhere that were able to purchase gas 10 cents cheaper by pumping it themselves. My customers wanted the same opportunity. Since I was convinced that self-serve was a bad idea, Gerry Cardinale became a threat and a political enemy. After a few years of contentious debate in Trenton, NJGRA prevailed and the issue of self-serve gas died. But Senator Cardinale never gave up his vision of changing the law to permit motorists to finally serve themselves.

Although I became very involved advocating for small business issues in Washington and Trenton, using my status as the owner of a small gas station, I never had any dealings with Senator Cardinale and in my mind he remained an opponent from the past who threatened my business. That was until 2001.

In 2001, there was a very contentious

battle for the Republican nomination for governor. An upstart young intellectual conservative who supported education reform, removing tolls from the Garden State Parkway, property tax reform, and limits on state government spending, named Bret Schundler was challenging the Republican establishment choice of then Senate President Don DiFrancesco. Five very brave Republican legislators publicly came out to endorse Bret Schundler. The leader of those brave legislators was Senator Gerry Cardinale! He was even braver than the others as DiFrancesco was his leader in the Senate. It was then that I started to learn more about the tough positions and votes that Senator Cardinale had made protecting taxpayers and small businesses. I met him then for the first time, and came to realize that he was not an enemy of small businesses and certainly he was not an enemy of gas stations. Yes, he still wanted to change the self-serve law; but he was standing up for us against a slew of environmental and labor regulations that would have burdened us beyond already existing burdens. For the next 20 years until his death he continued to be a champion of free enterprise and protected tax payers....and I learned firsthand what a kind and decent man he was.

In 2002 a group of conservative thinking policy leaders began meeting one Tuesday a month at a diner in Parsippany. I was fortunate enough to be invited to participate in that group, and for almost 20 years Senator Cardinale sat right next to me in the same spot every month. He was one of the most loyal attendees for all 20 years. Sharing breakfast with him every month gave me another opportunity to learn about him and his family and furthered my recognition of what a truly decent and caring man he was. I got to learn that we shared a love for Shelter Island where he

had a summer home and where I stayed many times while traveling by boat to New England. He enthused me with his efforts to farm oysters at his dock.

In 2009 Senator Cardinale was once again a champion as he and three other legislators steered the Right of First Refusal legislation through the legislature. The legislation saved over 300 gas station owners from what would have been a certain death by ensuring that they had an equal opportunity to purchase their property before their franchisor supplier could sell it to any of the evil distributors that were lining up to buy them. Once again, Gerry was the champion of the little guy to protect small gas stations from large oil companies. His efforts have had historic impact as today more gas station properties are owned by the dealer than ever before. Now more owners have an opportunity to make supply contracts for the brand of their choosing and negotiate the terms and price with their supplier. Gas station owners have Senator Gerry Cardinale to thank for that.

So after many years, in 2014 I sat with Senator Cardinale to discuss how we can finally get the legislature to pass legislation that would allow motorists to pump their own gas. The difference between 1981 and today is that the culture and public opinion are different. The public no longer is clamoring to pump their own gas. But Gerry was no longer my opponent on this issue and we both agreed very much that the law must be changed. For the past seven years, an effort has been underway to meet with as many legislators as possible to convince them to support a change in the law. Gerry obviously agreed to sponsor the legislation and had been instrumental getting other key legislators on board; that is of course until his passing in February.

I always wanted to see this law finally pass before Gerry retired from the legislature. Now I am crushed that he will never get to see this accomplishment. I know we have an uphill battle, but I am confident that someday the law will be changed. Because of COVID, I never had the chance to discuss with him the efforts that have been

underway to begin a campaign to help change public perception on the self-serve issue. The formation of Fuel Your Way NJ certainly would have made him happy. I wanted so much to reveal the campaign to him once we were up and running and have him feel the same enthusiasm as I -- that we might finally be on the path to accomplishing what he set out to do back in 1981.....and to think that I opposed him then.

Gerry will be missed by all NJ citizens that desire less government and more personal responsibility. He will be missed by everyone who wants lower taxes and appreciates the free enterprise system and capitalism. Senator Gerry Cardinale will be missed by NJGCA and myself. What better way to honor his legacy than to finally pass legislation to allow self-serve gasoline in NJ?





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President's Message



Hello Spring! I'd like to open my letter with a welcome to new members and some former members who have become part of our association. Welcome aboard!! You have become part of a thriving and proactive team and we look forward to working with you and assisting you.

It's been a while since I have addressed the gas station side of our membership. April has arrived and I have to ask; have you completed your EMV upgrades to your dispensers? If not, we have the resources to help you, give the office a call. As most of you have seen for yourselves, gas consumption is down; by most accounts as much as 40% in the last couple of years. The major oil companies are predicting an additional 20% drop in consumption. So... my question is: Are you planning on increasing your margins to compensate for the loss of gas volume to your business? The mentality of taking gallons instead of dollars to the bank must stop for your own survival in business. The downward consumption trends are not going to reverse. Technology with electric and hybrid vehicles is here and we need to adjust, compensate and revise our antiquated ways of doing business. Gas prices are rising and will continue to do so, this in turn increases your credit card fees. Your profit margin will decrease with the rising credit card fees. Your cents per gallon margin must rise in order to allow you to keep your doors open. Realize that without raising your profit margins you will deprive yourselves and your families of potential income. Additionally, have you participated in the webinars with FreeWire and Charge Point for EV charging stations? There is grant money available, and these companies are willing to assist you in attaining this money. It's free of cost to you to check this out to see if it may fit your needs and business platform.

It's time to stop beating each other up on the street with shrinking margins. Salaries, insurance, fees and environmental costs are rising, and you are still operating at 1999 margins. WAKE UP!!! Members of NJGCA need to unite in the gas marketing sector of their business to ensure the future of your business.

OK shop owners, some of what I have already written applies to you. Are you prepared? What

upgrades and improvements have you made to your bays? NJGCA is happy to announce we are rolling out ASE prep course training for Emission Repair Technician certification and licensing. These classes will be available late April/early May. Due to Covid 19 class size is limited; sign up early, because you don't want to miss this opportunity. A6, A8 and L1 testing is difficult, I know firsthand. Be prepared, prepare your techs and continue to offer your clients the best of the best in quality service.

As always NJGCA is here for you. Do not hesitate to call the office or myself directly. I look forward to hearing from you because together we can overcome all obstacles. Enjoy this spring season and I hope to connect with you in person as I am out visiting our many member locations.

Your president, NJGCA
Joe Ocello
Email – joe@njgca.org
Phone – 848-333-9257

A black rectangular box containing white text and a logo. At the top is the logo for Horowitz Law Group, LLC, featuring a stylized 'H' and 'G' intertwined. Below the logo is the text 'HOROWITZ LAW GROUP, LLC'. Underneath is a paragraph of text describing the firm's specialization in labor and employment law. Below that is a location pin icon followed by the address '49 Route 202, PO Box 13, Far Hills, NJ'. A white rounded rectangle with the word 'CONTACT' in black is centered below the address. Underneath is the name 'Steven Horowitz' in a cursive font, followed by the email address 'shorowitz@horowitzlawgroup.com | 973 789-8300'. At the bottom is the text 'NJGCA Member Benefit Partner'.



Your Money, Your Car, Your Choice

Join Us Today!

In 2014, a legislator inquired about NJGCA's position on changing the New Jersey ban on self-serve gasoline. Since NJGCA had not taken an official position since the 1980s when such legislation was last debated in Trenton, an accurate answer could not be given. However, a promise was made that members would be polled and a position taken. The legislator planned to introduce legislation regardless of the NJGCA position because he found it ludicrous that motorists in NJ could not have the same convenience that motorists in 48 other states were afforded.

Many members had already expressed a desire to change the law, but this is a subject that all members needed to weigh in on. A survey of members found that 81% of all members wanted the NJ law to change. NJGCA set out at that time to assist the legislator who planned to introduce the legislation.

For the next six years, NJGCA staff and members met with legislators from districts up and down the state. After many negative initial reactions, legislators began to realize that allowing motorists to pump their own gas made sense. Many legislators, female legislators included, expressed their frustration of waiting for a free attendant at the gas pumps and felt that they could easily pump their own gas.

However, even with plenty of lawmakers expressing support to change the law, there was one overriding factor. Legislators are skeptical about changing the ingrained culture in NJ and risk-

ing the wrath of voters. A perception exists that legislators acknowledge as a result of bumper stickers and tee shirts that exclaim "Jersey Girls Don't Pump Gas."

Legislators will be eager to vote to change the law if they can feel confident that voters like the idea too.

As a result NJGCA set about to begin a public relations campaign to change public perception on the issue. The effort began in early 2020 and of course ran in to the COVID roadblock. A public relations professional was hired and the "Fuel Your Way NJ" campaign began.

A committee of NJGCA members that have been actively assisting for the past six years was formed and a fund was created with contributions from committee members and others who were recruited to help. Presentations have been made to a larger group of dealers with the expectation that many will contribute and build a fund large enough to be used for advertising and campaigning.

More information on Fuel Your Way NJ can be found at www.fuelyourwaynj.com where contributions can be accepted online. You can also contact any of the FYWNJ committee members listed here. You may also contact the NJGCA offices with any questions.



What You Need to Know About Fuel Your Way NJ:

Who We Are: Business owners, interested industry members, and residents of New Jersey that all are of the same mindset that motorists should have the option to pump their own gas while maintaining full-service stations across the Garden State. If the other fifty states are able to do this without issue, so should NJ! Fuel Your Way NJ is here to show New Jersey that the time has come to reconsider this outdated practice and integrate a model that will bring us up to speed with the rest of the nation, reduce costs, and provide consumers with a choice.

What We Stand For: To allow a choice for gasoline customers in New Jersey to save money at the pump by allowing them to pump their own gas. Customers may also choose to use a full-service attendant. It's that simple!

Why is the Ability to Pump Our Own Gas Important?:

1. An opportunity for motorists in New Jersey to save at the pump
2. It will affect prices enough to put our state back in competition with New York, Pennsylvania and Delaware prices to bring gallons back to NJ and the gas tax dollars we have lost.
3. During the pandemic, customers want the ability to not have to interact with gas attendants to minimize the spread of the virus
4. Hate seeing orange cones blocking pumps? Self-service options would allow customers the convenience of fueling their own vehicles much faster than having to wait for an attendant to come to them. With the fast paced lifestyles we are used to living now, waiting for an open pump or ready attendant during busy driving hours is bothersome!
5. Having a hard time finding gas attendants? Have you ever been stuck scrambling to find an attendant just to stay open? Have you ever thought; if I can only allow my customers to pump their own gas I wouldn't be in this scramble for attendants? Are you having a hard time meeting the new minimum wage requirements? Or the mandatory paid sick leave requirements?



Battling the culture in New Jersey: FYWNJ has prepared several campaigns to fight the culture against New Jersey motorists pumping our own gas, but we need YOUR help.

How Can You Help?:

1. **Sign the petition:** Head over to <https://fuelyourwaynj.com/> and sign the petition TODAY
2. **Sign up to receive our emails:** We send weekly emails informing you what the campaign is doing and ways you can get involved, when you sign up for the petition, you automatically enroll to receive our email updates!

3. Donate!: We can't continue this fight without your generous support, visit <https://fuelyourwaynj.com/donate/> to make a monetary donation to the campaign



As you know, since 2014, NJGCA has been working to pass legislation to change the self-serve law in NJ and allow motorists the ability to pump their own gas. Our members have been clear; New Jersey's law is outdated and should be changed. Through NJGCA, many of your fellow gasoline retailers have formed **Fuel Your Way NJ** (FYWNJ) to begin a campaign that will help get this legislation passed.

The **Fuel Your Way NJ** Committee is listed below and several members have shared some comments.

Saad Abbasi, Hazlet Exxon, Hazlet, NJ

Ebbie Ashabi, Energy Marketing Partners, Ramsey, NJ

Craig Copeland, Craig's Service Center, Middletown, NJ

Meer Fazaldin, Willow Sunoco, Hoboken, NJ

Martin Gallagher, Chestnut Ridge Exxon, Montvale, NJ

Kashmir Gill, Gill Energy, Matawan, NJ

Ed Kashouty, Lakewood Exxon, Lakewood, NJ

Joe Ocello, Pit Crew Lube, Bricktown, NJ

Levent Sertbas, Paramus Quick & Fresh, Paramus, NJ

I have owned and operated gasoline service stations for more than 30 years after starting out as a gas attendant. Our business has changed much in the past 30 years, and it is becoming increasingly difficult to hire employees as gas attendants. After speaking with so many of you over the last 10 years, it seems like you are all telling me the same thing; New Jersey's law is outdated and should be changed. As you know, since 2014, NJGCA has been working to pass legislation to change the self-serve law in NJ and allow motorists the ability to pump their own gas. Through NJGCA, many of your fellow gasoline retailers have formed Fuel Your Way NJ (FYWNJ) to begin a campaign that will help get this legislation passed. Please contribute to our campaign and help us make things better for our businesses and our customers. We hope you will join us.

Kashmir Gill, former President NJGCA

I have been in the gasoline service station business for many years. I started out working for my dad at his gas station more than 50 years ago! Our business has changed much in the past 30 years, and it is becoming increasingly difficult to hire employees as gas attendants. I speak often with so many of you, and it seems that you are all telling me that New Jersey's law is outdated and should be changed. As you know, since 2014, NJGCA has been working to pass legislation to change the self-serve

*law in NJ and allow motorists the ability to pump their own gas. Through NJGCA, many of your fellow gasoline retailers have formed **Fuel Your Way NJ** (FYWNJ) to begin a campaign that will help get this legislation passed. Follow the **FYWNJ** campaign on Facebook and see how the campaign is shaping up and learn how you can participate. Join our fight and help us finally change the law!*

Joe Ocello, current NJGCA President

*I have been involved in the gasoline service station business for many years. It is time to change the self-serve law in NJ and allow motorists to pump their own gas. I have met so many colleagues in the business and speak with them often. Other gasoline retailers often tell me that they want the self-serve law in NJ to change. I have also been actively involved with NJGCA, the association that represents us in Trenton. Our business has changed much in the past 30 years, and it is becoming increasingly difficult to hire employees as gas attendants. My colleagues have been clear; New Jersey's law is outdated and should be changed. As you know, since 2014, NJGCA has been working to pass legislation to change the self-serve law in NJ and allow motorists the ability to pump their own gas. Through NJGCA, many of your fellow gasoline retailers have formed **Fuel Your Way NJ** (FYWNJ) to begin a campaign that will help get this legislation passed. Please join our fight by making a contribution. Sign our petition on our website www.fueyourwayNJ.com*

Ebbie Ashabi

*My family and I have owned and operated gasoline service stations for many years, and I have been active with NJGCA, the association that represents us in Trenton. It is time to change the self-serve law in NJ and allow motorists to pump their own gas. Our business has changed much in the past 30 years, and it is becoming increasingly difficult to hire employees as gas attendants. Too often when speaking with my fellow gas station owners I am told that New Jersey's law is outdated and should be changed. As you know, since 2014, NJGCA has been working to pass legislation to change the self-serve law in NJ and allow motorists the ability to pump their own gas. Through NJGCA, many of your fellow gasoline retailers have formed **Fuel Your Way NJ** (FYWNJ) to begin a campaign that will help get this legislation passed. If all gasoline retailers join this campaign we will have a much better chance of finally having the law changed. We hope you will join us.*

Marty Gallagher



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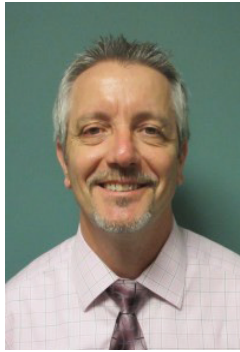
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MEMBERSHIP MEMO

By: Greg Cannon



Hello and Good Wishes,

Winter is behind us and hopefully this will be a much different spring and summer.

As I mentioned in my last article, there are some positive changes happening.

Our online registration portal is complete. You will now access NJGCA classes and events via our website calendar or related ad on the home page. All information, registration and payment will happen there.

Beginning May 1st 2021, membership dues payments will be remitted by check or by logging on to your account on our website and paying via credit card. NJGCA will no longer have the ability to accept credit card information via invoice form, fax or email and then process the payment in a point-of-sale format.

Members that wish to have a recurring bank draft can contact me. We will be working on a recurring credit card payment option online as well. Those members that are already in the old automatic renewal process will remain until that transaction

runs out. At that point you will have the option to continue via your online account.

The e-billing project for dues or any other invoices from NJGCA will begin its initial development soon. Please check your emails from NJGCA for information pertaining to these new procedures.

Finally, by now you should have received the 2021 MBP Brochure. Please review it to see if you can take advantage of any programs that have been designed for you. Also, please be aware there will be a copy of the brochure on our website.

That's all for now.
Thank you for reading. Until next time.

Cheers!

Greg



Peter Gudzak

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Email: pgudzak@cbiz.com

Website: www.cbiz.com

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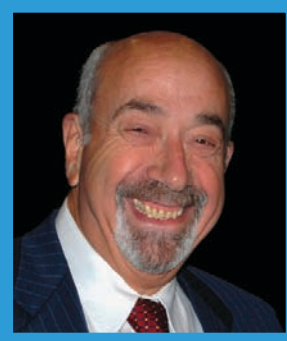
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Every year, NJGCA partners with select vendors that promise to deliver with excellence many of the services and products needed in the daily operations of your small business. The MBPs listed all **deserve your first consideration when you require the services that they offer**, and have all committed to supporting NJGCA and our goals.

Your Reputation Precedes You!

By: Bill Rosenberg



Whenever we interact with a customer, even if it is the very first time you have ever seen them, chances are that your reputation has preceded you. During the course of our busy day we deal with a variety of situations and interactions.

If you have been a good practitioner of excellent customer service, then your repeat customers know that. They approach you with their problem and a high degree of trust in your integrity and ability to offer them your best advice for a solution. They may not want to hear it because their “simple” problem is not so simple and it could mean spending more money than they anticipated. But, they know your reputation and can make a comfortable decision based on that fact.

Reputation is what serves and speaks for your business when you are not around. You could be fast asleep or halfway around the world on a vacation. It doesn't matter. Your reputation is hard at work. Let's take a look at a couple of examples.

Last night we had a couple of friends over for a barbeque. The ladies were inside sharing their interests and us guys were outside sharing some adult beverages and fine cigars. We're talking about all the “important” topics of the day (and some not so important). At one point the conversation turns to a typical consumer topic. Someone bought something at a major national chain, had a problem (real or imagined) and returned it. A couple of examples seemed a little outside the box to me and I would have thought they would have had a problem but it turns out they didn't. Even when there was no receipt or original packaging, all they had to do was remember what credit card they put it on and the store eagerly did the research, found the transaction and credited back the card for the full amount.

What followed was everyone chiming in with their own stories. No need to repeat them here but there were many. And, not all from the same chain or even type of business. (*Note: I'm purposely*

being vague here and not naming names. We all know them and I wouldn't want to call them out on a bad story either). The point is that all of us were very supportive of these businesses with our own similar stories. What particularly struck me was the degree of confidence we expressed in these businesses. That's REPUTATION! While these places all advertise and promote their businesses to get you in, they go a step (or steps) further and back up their hype. That's a very big difference and it's one your customers appreciate.

When it comes to pros and cons, every one of these businesses we spoke about had their share of cons as well. You can't be all things to all people. It is nearly impossible. But, their cons were manageable. They were insignificant compared to the overall favorable impression.

Now, here's one you can relate to. It's from our business and it happened to me this week. For those of you who are regular readers of my articles, I'll tell you that it will wind up on the steps of my friend Al's station.

I was out for dinner last Saturday with a group of 12 friends. I hate to admit this, but it was on the early side. *Please, no old guy jokes*. It just happened that we were all attending a show at our community that night that started at eight o'clock. Dinner completed, we pile into our cars and head back for the show. Shortly after I pulled out of the restaurant parking lot I think I hear something that sounds like a window is open so I check all the controls. All good but the sound is still there. There's a traffic light a block away and I'm not going fast. My wife tells me that there's a police car on her side that's signaling for me to lower a window. He tells me that the driver's side rear tire is going flat. Fortunately there is a gas & go station at the light and I pull off the road into a parking spot.

Being a gas only place, there's no one there to help us. I open the hatch and start getting out the tools and realize that it has been several decades since I had to change a flat. No full size spare. No donut. What I lower from its storage place is a cross between the two. Have you seen what they give you for a jack these days? I sup-

pose there are no more bumpers. Fortunately, a “younger” guy pulls in for gas and offers to help.

Sunday morning I go over to one of the big chains to see if they could repair the tire. Not possible. Rode on the flat a little too long, sidewall’s shot and they don’t have a tire in stock. Oh well. I can take it to Al’s Monday morning. Not that I have anything against this “chain”. I just have confidence in whatever Al will tell me. It’s a leased car and it’s going back in 9 months. I don’t want to put on an expensive tire.

His recommendation is to put on the exact same tire with the exact same tread. All the other tires are in good shape. He says it’s safer and that the dealership will probably notice a different tire when I turn it in and give me some feedback. Safety was the issue for me. I wasn’t happy having to spend the extra dollars BUT, I trust Al and have confidence that he is giving me the best advice. This comes after he has sent me back to the dealer on more than one occasion because it “should be covered”. He has jump started my car. He has put it on the rack to check for a leak so I can tell the Dealership exactly what was wrong. He has done all this and presented me with no bill.

I’m not going to tell you that you should do those things in your own place or not. Some of you may work for large national companies with strict guidelines or have certain policies in place. By all means, you need to follow the directives from above. All I can do is relate to you the things that drive me back to the places I do business with. I am only one person with one opinion. Or am I?
* * * * *

Bill Rosenberg has spent most of his life in the automotive industry. His father had a gas station and parts house in Monticello, NY in the 1940’s. He began as a salesman in the mid 70’s for an auto parts distributor. In 1983 he joined BWP Distributors, a CARQUEST member and rose through the ranks to become Sales Manager, Vice President of Sales & Marketing and eventually Sr. VP. During this time he also served on several CARQUEST national committees, one of which was Training. Bill has authored and delivered customized training to thousands of aftermarket personnel including a major program addressing Quality Customer Service. He continues to collaborate with EAST Training and still writes and consults on issues of training and customer service.

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5% dividend paid to eligible NJGCA members in 2020!

New Jersey Gasoline, C-Store Automotive Association (NJGCA) and The Amato Insurance Agency, a division of World Insurance Associates LLC, has built a valuable relationship with AmeriTrust Group, Inc. who can provide you a competitive, no obligation workers' compensation insurance quote.

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NJGCA Ameritrust Worker's Comp Program Pays Again

For all NJGCA members who have participated in the NJGCA Ameritrust Worker's Comp Program, you already know the benefits of participation. The NJGCA worker's compensation program has been in existence since the 1980's. Many of you may remember the program from its previous name of Meadowbrook, and still many old timers will remember it from the days when it was called Dodsens Insurance. The company name may have changed over the years, but the result has been the same. Except for 2007 and 2008, NJGCA members have received a dividend that has been paid based on the safety record of the NJGCA group. This is made possible because our group as a whole has achieved a safety record that has resulted in less claims than anticipated. The savings is then passed on to those participating in our group. This year's dividend represents 5% of the premiums that were paid by participants in 2020. In many instances, the check that members receive more than pays for their NJGCA annual dues. **If you are not participating in this program you are leaving money on the table.** Contact nick@njgca.org to learn more and get enrolled in this benefit.



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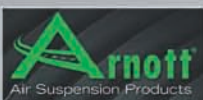
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Important Issues Affecting Your Business

By: Eric Blomgren

PPP UPDATE

As you know, the Paycheck Protection Program (PPP) allows businesses with fewer than 500 employees to receive a forgivable loan of federal money through local banks. While these loans were designed to be grants for businesses to help them survive the pandemic, the IRS last year declared that businesses would no longer be able to deduct any expenses which were paid for using PPP money, and that furthermore if a business's PPP loan were forgiven or if the owner expected it to be forgiven, they would have to pay taxes on it as if it were regular income. Thankfully, Congress moved to overrule the IRS on both of these rulings, and Gov. Murphy has done the same for NJ state taxes. Both the IRS and NJ Treasury have also delayed the filing deadline for income and corporate taxes from April 15th to May 17th. Finally, on March 30th President Biden signed into law an extension of the application for a PPP loan, which had been set to expire on March 31st. Applications are now due by May 31st, and the SBA will have until June 30th to decide whether or not to approve a loan. This extension also means there should be enough time for a business which received its first PPP loan in 2021 to spend the money and apply for a second loan (as long as they can prove that they suffered at least a 25% decline in gross receipts between comparable quarters in 2019 and 2020. Data from SBA show that a total of over 213,000 PPP loans have been given out to NJ businesses, 45,000 of which were second loans (as of March 2nd). 86% of total PPP loans have been for under \$150,000. Over a thousand gas stations have gotten a loan, and about 500 had gotten a second loan as of March 2nd. Nearly 2,500 auto repair businesses received a loan and about 750 have gotten a second loan so far.

TOBACCO CESSATION MANDATE

The Senate Health Committee held a hearing on S-2943 in January, a bill which would mandate that any business which sells a tobacco product must offer for sale some type of FDA-approved tobacco cessation product, such as Nicorette gum (the maker of which testified in favor of the bill). It was not voted on by the Committee after Sen. Ron Rice (D-Essex) voiced concerns about the effect of the mandate on small

businesses. It is expected to come back up for consideration again at some point in the future.

NON-COMPETE AGREEMENTS

The Assembly Labor Committee in February passed A-1650, a bill which would severely restrict the ability of businesses to use any type of non-compete agreements. We are concerned about the impact this will have on auto repair shop owners, who would have no recourse if a technician were to leave their shop and go work for a competitor or open a competing shop nearby. Non-compete agreements are also used when purchasing a shop, to ensure the former owner will not immediately open a new competing business. The current language of the bill would ban these agreements as well. NJGCA is working with a wide variety of business groups to try and amend the bill so that non-compete agreements can still be used in reasonable and fair circumstances.

INSPECTION PROGRAM UPDATE

The new contract for the emissions inspection program continues to be delayed. Bids from contractors are currently due June 11th (although this date has been extended eleven times already) and the current contract with Parsons has been extended until November 6th (the eighth extension, it was supposed to end in May 2016). In March NJGCA again testified to both the Assembly and Senate Budget Committees that the State should close all central inspection lanes and require inspections be performed at private facilities, as is done in almost all other states. The change would save the State about \$40 million per year in addition to helping over a thousand small businesses, yet policymakers still seem to be afraid of upsetting the general public by taking away their "free" inspection.

FY 22 NJ BUDGET

In February Gov. Murphy unveiled his proposal for the Fiscal Year 2022 state budget, which runs from July 1, 2021 through June 30, 2022. Last year, out of fear of what the pandemic would do to state revenues, the Governor and Legislature raised income and corporate taxes and took on about \$4 billion in new emergency debt. The expected shortfall did not materialize, and instead the Governor is proposing a \$44.8 billion budget, 10% more spending than last year and a nearly 30% increase in spending since Gov. Murphy took office in 2018. There are no tax increases being

proposed in the budget, unlike in the governor's prior three budget proposals. This includes his proposal last year for a dramatic cigarette tax increase. Unfortunately, the new and now unnecessary debt that was taken out by the State cannot be paid off early (the Treasury agreed to this provision in order to get a lower interest rate), meaning taxpayers will be paying it off for many years to come. While this budget allows for increased spending without increased taxes, legislators of both parties are concerned that without structural reforms future budgets will be much more difficult, increasing pressure to further raise taxes. The Treasurer's projections for gas tax revenues are slightly below where they need to be, raising the possibility of a gas tax increase this October in the range of about 1¢ per gallon, though that could change over the coming months, especially if consumption increases as more motorists take to the roads.

FEDERAL GOVERNMENT

Following the passage of President Biden's \$1.9 trillion coronavirus relief package, the President has pointed at a huge infrastructure bill as his next major priority. In March he unveiled a plan to spend about \$2 trillion over the next decade. \$174 billion will be dedicated to electrifying vehicles. Some of that money will be spent on the manufacturing side. Much of it will be dedicated to grants for state and local governments and the private sector to install chargers, with a goal of 500,000 EV chargers by 2030. The plan also calls to replace 50,000 diesel transit vehicles, electrify at least 20% of school buses, and electrify the entire the federal vehicle fleet including the Postal Service.

To pay for the plan the President is calling for an increase to the federal corporate tax rate from 21% to 28% (it was 35% before the 2017 tax cuts), as well as a variety of other changes targeting the largest corporations, particularly multinationals. It also eliminates a variety of incentives in the tax code related to the oil industry, which could increase the cost of oil and gasoline. There were rumors that the program would be paid for in part with an increase in the federal gas tax and/or the creation of a new mileage tax, but the plan does not include either. It also does not include any increases to either the federal income tax rates or the federal estate tax (death tax), although it is still likely that those will come later as part of a separate package. It does not call for fully restoring the state and local tax (SALT) deduction (capped at \$10,000 in 2017). The Administration claims that if the proposal is enacted in full the 10-year plan will pay for itself in 15 years.

Immigration reform is also high on the President's agenda. His plan calls for letting immigrants who entered the country illegally to be given a temporary legal status with the ability to apply for a green card after five years. This would allow businesses to legally hire these workers. It does not directly call for an E-Verify mandate, instead calling for a commission to find ways to improve the employer verification process.

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By Nick De Palma

PROPOSED AIR POLLUTION RULES

The New Jersey Department of Environmental Protection (DEP) is seeking to enact energy and air pollution rules that may impact the transportation industry. The proposed rules seek to curb emissions from stationary sources (power plants and small-scale commercial/industrial boilers), as well as medium- and heavy-duty trucks. In all, state authorities are attempting to switch what powers fossil fuels to zero emission sources.

New Jersey is largely dependent on fossil fuels to power transportation needs, residential/commercial heating, and the economy. The rule proposal is part of a larger effort to transition the state to 100% “clean energy” (such as wind and solar power) by mid-century. This new environmental push has been dubbed “Protecting Against Climate Threats” (NJ PACT) by DEP officials. Though the rules are still being drafted, many policy watchers have noted that (so far) the plan is short on specifics and will be incredibly expensive to implement. Rather, the only details are overarching stated goals to reduce greenhouse gas emissions and pollutants.

On the building heating front, the proposal would see the eventual phase out of smaller, older boilers that use fossil fuels. Such a change could affect any number of entities, from small businesses and office spaces to large business complexes and buildings. While DEP has stated that there are “affordable” electric alternatives, no details have been offered.

On the transportation front, the proposal would impact both emissions and pollutants. To tackle smog and emissions (which are produced by nitrogen oxide), will mean moving from diesel and gasoline powered medium- and heavy-duty trucks to electric/battery-powered vehicles. In doing so, DEP seeks to adopt a variation of the recently passed California Advanced Clear Truck Act. Together, the rules could impact vehicles such as delivery vans and large pickups (as used by some tradesmen and contractors) to tractor trailers. If adopted, the requirements would begin to affect the market in 2025.

While none of these items may directly or immediately impact members, it is important to note that – at minimum – any suppliers and vendors with extensive operations may be affected by these policies. As they absorb the costs of these mandates, it will likely impact the cost of doing business and trickle down to everyday transaction. What’s more, for members with larger business fleets, towing or parts operations, or distribution operations, the cost of upgrading medium- and heavy-duty trucking over the next decade or more could become incredibly cost-prohibitive.

NJGCA will report more on this topic as information become available.

DIESEL STORAGE TANKS AND FUEL QUALITY

A recent report by the Diesel Fuel Quality Council (DFQC) has highlighted new “best practices” for diesel fuel retailers aimed at improving fuel quality and minimizing diesel degradation.

The overarching goal of the best practices report is to preventing “microbial influenced corrosion” (MIC) by maintaining the quality of fuel while in storage. This can be incredibly important for retailers with large fleet or government customers.

To assist motor fuel retailers who sell diesel to the public, the DFQC has issued a step-by-step manual (“***Diesel Storage Tanks: Industry Practices to Minimize Degradation and Improve Fuel Quality***”) to help station operators. You can view a copy of this manual on NJGCA’s [website](#). We encourage all retailers to fully review the manual, but some highlights include helping operators to prevent equipment corrosion and degradation, which often lead to costly repairs and equipment replacement.

Linking diesel fuel storage and fuel quality directly impacts modern engine performance. Newer diesel engines utilize high-pressure injection and after-treatment systems. These features help to increase fuel efficiency and reduce emissions.

To achieve these goals, it is imperative for diesel storage facilities to adopt such "best practices" to protect consumers' vehicles and mitigate potential liability through proper tank maintenance and monitoring.

For any members that provide fuel to fleet customers, distributors, or other large-scale commercial businesses, the Association encourages you to review the manual and adopt "best practices" measures to protect your customers – and yourself.

TAX TIME: COVID-19 AND THE EMPLOYEE RETENTION CREDIT

The ongoing COVID-19 pandemic has brought numerous legislative and regulatory changes, impacting nearly every segment of the economy. Considering the severe impact COVID has inflicted, Congress authorized the creation of the "Employee Retention Credit" (ERC) as part of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) as signed into law in March 2020.

The ERC encourages businesses to keep employees on their payroll and offers a refundable tax credit for employers to claim in filing their taxes. The credit is equal to 50 percent of qualified wages (including qualified health plan expenses), up to \$10,000 (with a maximum credit of \$5,000 per employee). The credit can only be applied by "eligible employers" (those employers who "fully or partially suspend operation during any calendar quarter in 2020 due to orders from an appropriate governmental authority limiting commerce, travel, or group meetings (for commercial, social, religious, or other purposes) due to COVID-19; or experience a significant decline in gross receipts during the calendar quarter").

The ERC was originally applicable to wages paid between March 13, 2020, and December 31, 2020. However, recent changes in federal law (the Taxpayer Certainty and Disaster Tax Relief Act of 2020 and the American Rescue Plan Act of 2021) have amended and extended the existing ERC qualifications.

If you have not done so already, please speak with your accountant or financial professional about the Employee Retention Credit and how it may improve your tax liability for 2020.

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THE ENERGY EXAMINER

FROM TRADITIONAL RESOURCES TO ALTERNATIVE ENERGY INNOVATIONS

By Michelle Horowitz Jackson



Since our debut in 2007, NJGCA *On The Road* has brought you timely updates on changes in the energy and automotive industries. Today, each new issue of *On The Road* will bring you more update and information in our *Energy Examiner*. The *Energy Examiner* will offer readers news from around the energy/transportation industry and how it will affect 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.

Prelude:

A report from January states what we all expected to be the case: The COVID-19 pandemic has indeed had an impact on global warming, dropping US emissions levels by more than 10% in 2020. These levels are the lowest the nation has seen in at least thirty years. Though shifts to cleaner energy sources have been contributing to a slow decline in emissions, a sharp decrease such as the one we are currently experiencing would not be happening if not for the pandemic. Transportation, the nation's largest source of greenhouse gases, saw close to a 15% decline in emissions in 2020 when millions stopped driving to work and airlines canceled flights. Americans also drove 15% percent fewer miles over all last year than they did in 2019 and the demand for jet fuel fell by more than one-third. According to the Rhodium Group, an independent research organization, the fall in emissions nationwide was the largest one-year decline since at least World War II, and as a result, the United States came close to one of its major climate goals under the Paris agreement. Now that vaccinations are being distributed at greater numbers, it is possible that emissions will creep back up again, and one year of promising data is not enough to signal an end to global warming. President Biden has shown that he intends to prioritize clean energy sources and moving the country towards greener enterprises. See the different categories in this edition of the Energy Examiner to read more:

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UPDATE: ELECTRICITY & ELECTRIC POWERED VEHICLES

NEW INVESTMENTS COMING, EV SURGE CONTINUES TO BE PROMISED

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In the last few months, we have perhaps seen the greatest rise in popularity in the push for electric vehicles yet, due in part to a change in administration and Biden's pledge to make climate an essential part of his policymaking. This has caused renewed attention on electric vehicles. In late January shortly after taking office, President Biden vowed to replace close to 650,000 US government vehicles with all electric vehicles. He also promised to create one million new jobs in the American auto industry, domestic auto supply chains, and auto infrastructure sectors; including parts and materials availability. It also includes electric vehicle charging stations, of which President Biden signed an executive order to build 550,000 (we are assuming this means number of chargers rather than number of locations designated to fuel electric vehicles). While investments in gasoline combustion vehicles are becoming less and less profitable, batteries continue to see greater investments as new innovations are introduced to the market. This can be proven by looking at Tesla as a case test. The promise of funding devoted to increased infrastructure has sparked an influx of announce-

ments from some of the largest auto manufacturers promising to make changes to their future fleets to accommodate these changes. Additionally, legislation that will allow for changes in the industry that lead to greater consumer acceptance of EVs have opened a window of opportunity for car manufacturers to compete with Tesla on a more even playing field. First was the news that General Motors entire fleet offered for sale will go fully electric by 2035 and the company itself will be fully carbon neutral by 2040. This means that their pledge goes further than just their fleet, they also plan to remove emissions from their operations (or offset any emissions through carbon credits/capture). This is big news from a company whose products are a huge contributor to greenhouse gas emissions, and already promised last fall a monetary commitment



21' EV GMC Hummer <<https://www.gmc.com/electric/hummer-ev>>

of \$27 billion on electric vehicles and automated technology. The company will heavily invest in its Ultium battery technology and will release its first Ultium-powered model in late 2021, expected to be an EV GMC Hummer pickup with up to 1,000 horsepower. Ford was the next automaker to make an announcement, planning to double its previous investment to \$22 billion by electrifying its new vehicle models in Europe through 2022. They will also invest \$7 billion in autonomous vehicles. In December 2020, Ford released

the Mach-E as its first EV model and is scheduled to release its first electric commercial van late this year and the electric version of its F-150 pickup truck by mid-2022. Next came Toyota, announcing a more multifaceted approach than some of the other automakers that includes a mix of battery-electric vehicles, plug-in hybrids, traditional hybrids and hydrogen-fuel-cell models to meet its goal of offering 40% of all new models as electrics by 2025 and 70% by 2030. Toyota plans to offer its first pair of long-range battery-electric vehicles in the U.S. market later this year (which includes an SUV crossover), and it's planning to introduce a solid-state battery-powered vehicle early this decade (see more on Toyota's developments with hydrogen technology in the Hydrogen section of this Energy Examiner). Volvo came through with an even more ambitious announcement: It would convert its entire lineup to battery power by 2030, no longer selling cars with internal combustion engines. Additionally, their electric models will only be sold online (with actual vehicles in dealerships to test drive).

In late January, the New Jersey Board of Public Utilities approved of the only utility-driven EV charging program in the state, a \$166.2 million investment from PSE&G to build charging infrastructure to support electric vehicles over the next six years. This investment will include installation of 40,000 EV chargers in residential homes, 3,500 EV chargers at 800 commercial locations, and 1,000 fast-charging stations at 300



21' Ford Mustang Mach-E <<https://electrek.co/guides/ford-mach-e/>>

locations off major highways. Despite this uptick in charging infrastructure, the biggest offenders of emitting pollutants, the medium- and heavy-duty vehicles, seemed largely excluded from this effort. In late February, Governor Murphy announced an investment of \$100 million dollars from the Volkswagen diesel settlement and Regional Greenhouse Gas Initiative (RGGI) to electrify garbage trucks, transit buses, school buses, delivery trucks and e-mobility projects across the state.

The New York Times published a quote from Hakan Samuelsson, the chief executive of Volvo that perfectly sums up where this trend is going: "If you want to be in the game, you have to transform fast, otherwise, you get stuck in a shrinking segment." The fact of the matter is as greater investments are being made towards electric vehicles and infrastructure, the time is now to get ahead of making sure business owners can serve these customers (and again, this is not restricted to fueling. These cars will also need repairs, and drivers will be looking for ways to kill time while they wait to fuel. Why not make your store that place?)

Electric Battery Update

Similar to the issue described in this Energy Examiner with computer chips, demand for EVs is currently outpacing supply resulting in a rush to build the factories and technologies needed for a global scale-up. Automakers are in a mad dash to discover the best battery technology that will give EV customers peace of mind of getting to their destination using the least amount of energy, especially with President Biden's ambitious climate goals promising increased infrastructure and electrified government vehicles on the roads soon. G.M. and LG are currently partnering to build a factory to manufacture EV batteries in Ohio, and are hoping to produce next generation batteries that will allow for a greater number of vehicles on the road with better mileage. GM will also partner with SolidEnergy Systems to jointly develop lithium-metal batteries that will power future vehicle models.

Geopolitically, China refines most of the metals used in batteries and produces more than 70 percent of all battery cells, so there will be a huge challenge in both bringing battery production to the United States, as well as keeping the cost affordable for more buyers. This global growing demand could push up prices for raw materials like lithium, cobalt and nickel and cancel out any efficiency gains. Producing batteries close to car factories can help to avoid shipping costs and alleviate some of the cost. Additionally, about 10 percent of the materials that go into making a battery are wasted due to inefficient production methods, so reducing wasteful production methods may help improve the cost as well down the line

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UPDATE: NUCLEAR / WIND / SOLAR / GEOTHERMAL NEW WIND FARMS ON THE HORIZON; SOLAR SCALE-UP POTENTIAL

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Wind:

We have reported on the company Ørsted in previous newsletters and their plans to install 99 turbines in New Jersey's first wind turbine project, Ocean Wind, off the coast of Atlantic City. New Jersey expects many more turbines will be needed to achieve the goal of 7,500 megawatts through 2035. These additional investments and projects bring more jobs to the state in a variety of industries, starting with the monopiles, which will be the first wind turbines built in the United States. At the end of March, President Biden announced the federal government would also be looking to the New Jersey coastline to add additional wind projects, and will be developing an environmental impact statement for the current Ocean Wind offshore wind project. New Jersey envisions six separate wind projects to launch every two years, meaning various projects will be in different stages at any one time, supporting jobs for years to come. A recent study from Wood Mackenzie cited by the White House stated that the region (which includes the coastline off New York as well) could support as many as 25,000 development and construction jobs, plus 7,000 jobs in area communities through 2030, and up to 6,000 operations, maintenance community jobs thereafter. Two proposals for additional wind farms off the Jersey Shore are currently before the New Jersey Board of Public Utilities, and the state plans to add an offshore wind manufacturing plant in Paulsboro in Gloucester County and a new port in Salem County to build the turbines in order to support the wind industry. That project is expected to create 1,500 permanent jobs and generate \$500 million in annual economic activity.

Solar:

The Energy Master Plan calls for more than one-third of the state's electricity to be generated from solar energy by mid-century. Today, solar energy accounts for just roughly 5% of the state's electricity. In order to begin to scale up to attempt to meet these demands, the state is currently considering out of state developers to obtain subsidies from utility customers to build grid-scale solar projects. This

may mean that the infrastructure that was promised to be built in New Jersey may be built elsewhere, with ratepayers getting power at much cheaper cost from out-of-state sources. However, if you are on the side of quickly achieving solar energy goals, then this solution may move New Jersey a lot closer to achieving solar energy goals and at a much less expensive cost to ratepayers. It is clear that while New Jersey remains committed to achieving its goals of scaling up its solar energy program, many more decisions must be made regarding cost and incentive availability for solar developers.

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UPDATE: HYDROGEN/HYDROGEN FUEL CELLS **PROMISE OF HYDROGEN CONTINUES, INFRASTRUCTURE ISSUES REMAIN**

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If automakers are going to be shifting over to the production of primarily electric vehicles, they will need to account for the abundance and availability of the materials necessary to build an electric battery. Hydrogen is often overlooked in the clean vehicle conversation, though it is the one alternative fuel that is inexpensive and readily available.

Toyota is including hydrogen in their future alternative fuel lineup which will also feature battery-electric vehicles, plug-in hybrids, and traditional hybrids for the U.S. market. Toyota also recently announced plans to develop heavy-duty hydrogen fuel-cell trucks, which can provide a longer range and quicker refueling than battery-electric vehicles. They have developed a fuel cell system for use in buses, trains, and ships as well.

Infrastructure continues to be a problem across the board for alternative energy vehicles, and hydrogen is certainly no exception. A report from the California Air Resources Board and the CEC showed that in 2019, the average price per kilogram of hydrogen was \$16.51. Toyota, Honda, and Hyundai have found a solution for this by handing out a \$15,000 fuel card good for 36 months with each purchase or lease, however this still does not eliminate the issue of finding a fueling station to accommodate a hydrogen fuel cell vehicle.

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UPDATE: FOSSIL FUELS **THE EFFECTS OF WEATHER ON CLEAN ENERGY GOALS; COMPUTER CHIP SHORTAGE**

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February was a tumultuous month for many throughout the nation due to winter weather and storms that renewed the conversation of reliability of power grids to take over the energy supply that is currently fulfilled by fossil fuels. Specifically, in Texas according to the New York Times, record-breaking cold weather spurred residents to crank up their electric heaters and pushed power demand beyond the worst-case scenarios that grid operators had planned for. At the same time, a large fraction of the state's gas-fired power plants were knocked offline amid icy conditions, with some plants suffering fuel shortages as natural gas demand spiked. Many of Texas' wind turbines also froze and stopped working (Plumer, NYT). Additional backup sources and outfitting grids to withstand more extreme weather could be a solution to exhausted power grids, though these are often costly. In the mid-Atlantic/north-east regions where more inclement weather is expected, grid regulators can design markets that pay extra to keep a larger fleet of backup power plants in reserve in case of emergencies. Gas plants can also be built to store oil on-site and switch over to burning the fuel as needed.

A global semiconductor chip shortage may cause a ripple effect that may eventually be seen in the repair bays of our shops. The surge in demand for computer chips, which are used in almost everything from our phones, computers, our favorite gadgets and even our gasoline powered vehicles has caused a global shortage. Chevy and GMC vehicles are feeling the effects of the shortage in production of their Silverado and Sierra vehicles, resulting in a mid-year change in the models. The availability of cylinder

deactivation will be reduced, resulting in a 1mpg reduction in fuel efficiency. Currently, the shortage may only be affecting car manufacturers, though there is potential for this to trickle down to repair shops that repair vehicles that use computer parts and microchips. ■



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ATGs, NOVs, and SEPs...Oh My!

By: Jon Kelly, Canary Compliance

Does this scenario sound familiar?

You visit one of your gas stations and hear a beeping noise coming from your tank monitor (also known as an automatic tank gauge or ATG).

You see an L2 Liquid Sensor Alarm has been active for ten days and wonder *“why didn’t the store manager tell me about this earlier???”* Then you remember they were on vacation last week, and the backup attendant doesn’t really understand tank monitor stuff.

It’s been raining a lot recently, so you guess the sensor is probably just detecting water in the sump. Suddenly, you get a call from your kids saying they’re going to be late to soccer practice, so you head out without taking any action.

The next morning, an NJDEP inspector finds that you have not responded to the L2 Liquid Sensor Alarm for over seven days. NJDEP classifies liquid sensor alarms as a “suspected release” - a high risk alarm that could indicate a discharge. Suspected releases **always** require a visual investigation **within seven days**, according to the NJDEP regulations.

The inspector finds a few more compliance violations and has no choice but to file a Notice of Violation (NOV) against you, which includes a fine of \$15,000 for failing to investigate the liquid sensor alarm. **Ouch.**

If you had been monitoring your tank alarms remotely, you might have been able to avoid this costly problem, since you would have known about this alarm right away.

With NOVs and the resulting Administrative Consent Orders (ACOs) on the rise, NJGCA member benefit partners [Canary Compliance](#) and [C-3 Technologies](#) spoke with Mike Hollis from the [NJDEP](#) to develop this FAQ guide to help NJGCA members stay out of trouble when it comes to UST compliance:

What happens if I get an NOV?

If you receive an NOV, you have to take action to get your site(s) back into compliance right away. After you have achieved compliance, the NJDEP typically works with you to settle any penalties.

Penalties start at \$15,000 for failure to investigate

alarms and go up from there. During the settlement process, NJDEP often works with NJGCA to assist the violating owner to reduce penalties by 10-50%, depending on the situation, and level of cooperation from the owner.

What is an ACO and how do they work?

If a facility owner does not get their site(s) back into compliance following an NOV, the NJDEP may issue an Administrative Consent Order (ACO) to negotiate the penalties. An ACO is a document that NJDEP uses to outline any remaining compliance notices of violation (NOVs) and the associated penalties. According to the NJDEP, about 5% of NOVs result in ACOs.

If a facility owner does not get their site(s) back into compliance following an NOV and does not want to negotiate the penalties, the NJDEP may issue an



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Administrative Order and Notice of Civil Administrative Penalty Assessment (AONOCAPA). Cooperating with regulators is certainly the better alternative!

What is an SEP and what are some examples?

In some cases, up to 75% of the settlement amount in an ACO can be offset by a Supplemental Environmental Project (SEP). An SEP outlines a plan to implement risk-reduction measures, usually over a period of three years.

An SEP allows you to spend 75% of the money you would have paid the state in penalties, on a state-approved project that will improve your future UST compliance performance instead. However, the remaining 25% of the settlement amount must still be paid to the state of New Jersey.

A very common SEP is implementing remote tank monitoring to proactively manage high-risk alarms from anywhere. Another benefit of remote tank monitoring is being able to see your fuel inventory anywhere, anytime. In other cases, SEPs include tank removals.

What are the most common violations that result in NOVs?

According to Mike Hollis at NJDEP, the most common violations are:

- Failure to respond to suspected release alarms
- Failure to file for an extension for a tank that has been removed from service for >12 months

Manny Alvarez from C-3 Technologies points out, “Responding to alarms when they occur reduces your risk of downtime. It also leads to passing results for monthly compliance, which helps you avoid NOVs.”

What counts as a “suspected release”?

According to the NJDEP, if your tank monitor indicates a suspected release alarm, you need to conduct a visual inspection or send out a contractor for testing within seven days to verify whether or not there is a leak. We’ve developed the table below to help you understand some common suspected release alarms.

CSLD Test Fail	Sudden Loss Alarm	Line Leak Alarm	Liquid Sensor Alarm	Interstitial Sensor Alarm	Sensor Out	High Water Alarm
Tank leak test failed, indicating possible tank failure	A rapid drop in fuel level has occurred, potentially indicating a catastrophic tank failure	The piping between tank and dispenser might be leaking	Sensor detects liquid (fuel or water) in a sump	Sensor detects liquid (fuel or water) in the lining of your double-walled tank	Sensor is disconnected or is not functioning properly	Water in your tank that could contaminate fuel and damage cars!

What are some commonly misunderstood alarms?

Tank monitor alarms can be confusing. Mike Hollis from NJDEP told us that the most common feedback about alarms from owner/operators is:

- “I don’t need to investigate interstitial (aka annular) alarms because I have CSLD”
- “I don’t need to investigate liquid sensor alarms because it’s probably water in the sump”

To Hollis and his team at NJDEP, neither of these are considered acceptable answers.

Why not?

- Any regulated UST in NJ that used [interstitial monitoring as of 1/16/2018](#) must continue to use interstitial monitoring for the life of that tank - that’s why every interstitial alarm must be investigated, even if you have CSLD!
- Any double wall system (tanks and pipes) installed after 9/4/1990 must comply with interstitial monitoring.
- Sensor alarms mean liquid is in your sump. Most sensors cannot distinguish between water and fuel, so there is always a risk that the liquid is fuel. Plus, if fuel enters a sump after water has already triggered the alarm, you would never know about it!

If you or your team are struggling to understand alarms, please check out Canary’s educational video series called “**What the Beep?!?**” that provides simple explanations to common - and commonly misunderstood - tank monitor alarms. Check them out [here](#).

Since 2015, Canary Compliance has been providing retailers and wholesalers with smart, simple remote tank monitoring solutions at an affordable price. Many NJGCA members use some or all of Canary’s remote tank monitoring technology features, based on their unique needs. You can connect your tank monitor, access inventory data, store & save compliance records, monitor & troubleshoot alarms, control your tank monitors remotely, and even capture visual inspection data from the field with Canary. Schedule a demo at www.cancomply.io or contact Jon Kelly (jkelly@cancomply.io, 703-674-6385) to learn more.

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TRAINING CLASS UPDATE

**Classes will be held at NJGCA Headquarters
4900 Route 33 West, Wall Township, NJ 07753
Call Nick at 201-841-7079 or email nick@njgca.org to register**

Are you interested in getting your INL license? Do you want to certify (or recertify) as an Emission Repair Technician (ERT)?

We can help!

Since September, NJGCA has resumed providing members and non-members with training classes on a regular basis. In doing so, and considering the ongoing COVID pandemic, we have been careful to follow indoor restriction guidelines to maintain a safe learning environment. Currently, we have the following training announcements:

OPTION 1:

April 2021 – INL NJ Emission Inspector Session

Please email training@njgca.org to have a student application with full details emailed to you.

To be a licensed as a Motor Vehicle Emission Inspector, an applicant must complete an approved training program that provides a detailed understanding of inspection related issues. NJGCA is proud to offer a course that is comprehensive and fulfills all state requirements. Our course curriculum includes an overview of state rules and regulations as they pertain to inspection and various emission repair issues. Technicians will be required to pass both a Written and Hands-On exam. Technicians passing these exams will be certified and licensed as Motor Vehicle Emission Inspectors (INL license holder).

ITINERARY AND PRICING:

NJGCA Members: \$489.00

Non-Members: \$539.00

DAY 1:

Tuesday, April 27, 2021 - Classroom Training and Written Exam

Training Location:

NJGCA Headquarters, 2nd Floor Training Room

4900 Route 33 West

Wall Township, NJ 07753

Arrival: 7:00am

Lunch: 12:00pm (Pizza and soda provided)

NJMVC Test: 1:30pm

Hands on Training PowerPoint: 3:00pm

DAY 2:

Wednesday, April 28, 2021 - Gasoline Hands-On Training

Gasoline Inspection Equipment Only

Training Location:

B&F Auto South

2276 Hwy 34 North

Allenwood, NJ 08720

Arrival: 12:30pm

DAY 3 (OPTIONAL):

Diesel Hands-On Training (Time and date to be determined)

Please note that our classes are on a first-come/first-serve basis. We are capped at 10 students per training session. This constraint is artificially imposed by MVC due to a technological hardware limitation, but also to adhere to proper COVID social distancing guidelines.

OPTION 2:

May / June 2021 - ASE-prep Training (for ASE-track Emission Repair Technicians)

Please email training@njgca.org for a student application with full details emailed to you.

NJGCA has developed a program for current and expectant Emission Repair Technicians (ERTs) preparing to take their ASE tests; and in anticipation of certifying to New Jersey's Emission Technician Education Program (ETEP).

The compliance requirements to certify/re-certify as a New Jersey ERT changed on January 1, 2020. The previous "dual-track" option has been abolished. Technicians can no longer certify through the ETEP-educational class track. Only the ASE-test track remains, and re-certification is required every five years.

Interested candidates must now obtain their ASE A6, A8, and L1 credentials (and the accompanying New Jersey CERT Course* -- a state-specific air quality informational training) to certify/re-certify as an ERT.

This ASE-prep class will assist technicians studying and preparing for the demands of the ASE A6, A8, and L1 certification tests.**

Our training classes will help develop your technical knowledge in the three content areas -- "Electrical/Electronics," "Engine Performance," and/or "Advanced Engine Performance."

Students who complete our training will improve their understanding of the topic areas, and be better equipped to pass their ASE exams. Students will meet in-class to prepare. This will include reviewing instructional materials in the topic areas, sample questions, practice tests, and discuss results to improve studying and test-day performance.

TRAINING DETAILS:

Dates: May 4th to June 3rd
Start: 9:00am
Lunch: 12:00pm***
End: 3:00pm (approximate, depending on daily material cadence)

***Students will have approximately 1 hour for lunch. Please bring lunch with you, or feel free to patronize a nearby establishment.

Training Location:
NJGCA Headquarters, 2nd Floor Training Room
4900 Route 33 West
Wall Township, NJ 07753

SESSION OPTIONS AND PRICING:

- Complete ASE-prep Training
- Includes preparation for the ASE A6, A8, and L1 tests
- 10 Training Sessions (May 4th to June 3rd)
- 50 hours of review and preparation

NJGCA Members: \$1,995.00
Non-Members: \$2,195.00

Single Section ASE-prep Training (for individual section review):

ASE A8-prep Only
3 Training Sessions, 5/13, 5/19, 5/20
15 hours of review and preparation
NJGCA Members: \$600.00
Non-Members: \$700.00

ASE A6-prep Only
3 Training Sessions, 5/4, 5/6, 5/11
15 hours of review and preparation
NJGCA Members: \$600.00
Non-Members: \$700.00

ASE L1-prep Only
4 Training Sessions, 5/25, 5/27, 6/2, 6/3
20 hours of review and preparation
NJGCA Members: \$1,000.00
Non-Members: \$1,150.00

ITINERARY:

ASE A6 (Electrical/Electronics)
Class 1: Tuesday, May 4th
Class 2: Thursday, May 6th
Class 3: Tuesday, May 11th

ASE A8 (Engine Performance)
Class 4: Thursday, May 13th
Class 5: Wednesday, May 19th
Class 6: Thursday, May 20th
ASE L1 (Advanced Engine Performance)
Class 7: Tuesday, May 25th
Class 8: Thursday, May 27th
Class 9 - Wednesday, June 2nd
Class 10 - Thursday, June 3rd

You can learn more about ETEP, how to certify as an ERT on the ASE-test track, and the complete program requirements by visiting <https://www.stopthesoot.org/etep/>

*The NJ CERT Course is free and available online.

**This training course is designed to prepare technicians for the ASE A6, A8, and L1, in order to gain ERT accreditation to New Jersey's Emission Technician Education Program (ETEP). NJGCA will not be administering the ASE test to students. Rather, in anticipation of taking their individual ASE tests, students are responsible for registering directly through ASE. See more information, below.

It is important that we hear from you on your training needs. Your feedback and interest help us to gauge student participation and how many sessions we need to schedule in the future. This is especially important when hosting classes under COVID conditions, as class sizes are capped, and more sessions may need to be scheduled to accommodate everyone.

If you would like to attend a training session, please email us at training@njgca.org with your interest.



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UST Upgrade Guide

A proposed, evolving roadmap document

By Nick De Palma

It is a central part of your service station. Your business cannot operate without them. Aside from the property itself, it is likely among your biggest budgetary expenses – consuming funds in the name of maintenance and compliance. And it provides endless anxiety and palpitations; especially whenever you see a DEP vehicle roll into your station.

All retail fuel stations recognizes that Underground Storage Tanks (USTs) are simultaneously among your most important assets and biggest liability. It is the very resource that permits you to fuel the public, while also eroding profits and delivering its share of headaches.

The lifecycle of a motor fuel retail station is ever changing. Even as many stations have become staple community landmarks, environmental and regulatory mandates have put added pressure on owners to keep their doors open. And while the most well-kept USTs may be meticulously serviced, maintained, and documented, environmental and liability exposure can often work together to compel station owners to eventually undertake the incredible expense of replacing their tanks for new ones. NJGCA is in constant communication with our members and the difficulties they endure to stay in compliance. We've heard some horror stories and know that undertaking a new tank installation is expensive and arduous.

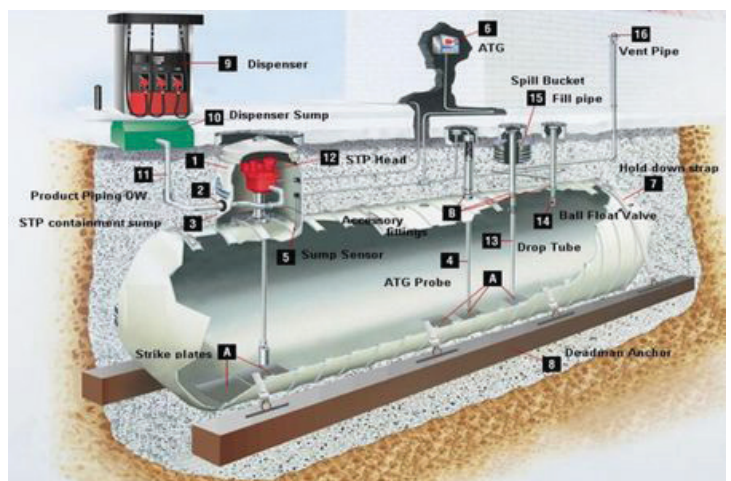
Still, the need to replace tanks – or possibly take other maintenance steps to extend their service life – should come as no surprise to owners. Over the last two decades, it has become clear that not all tanks were created equal. The mix of materials, features, and leak detection characteristics has only underscored that even the most well-maintained tank installation has a definitive shelf life. From a both an insurance and environmental perspective, this has often meant that tanks will “expire” somewhere between an estimated 30 and 35 years before economic and regulatory forces converge; often leading owners with no other option than to replace their tanks (or, alternatively, remove them altogether).

One individual owner's difficulties in traversing this landscape can be a solitary prison of questions and strain. But the collective familiarity and practices of many station owners' together can be an example for others to emulate – or avoid.

To help stations in this predicament, NJGCA is creating a “working upgrade guide” for our members to yoke this collective knowledge. Our goal is for fellow station owners to utilize past experiences when replacing their tanks. We are currently gathering information and data for our guide, and have sought feedback from state authorities, contractors, compliance companies, and the handful of owners who have shared their horror stories (and successes) with us. We hope to have our first edition of this guide to you soon!

Even as we work to get you the first installment of our guide, we'd like to hear from other members who have taken this journey recently. You may have replaced your tanks in the last few years and endured both successes and challenges. Perhaps you hired a difficult contractor; didn't contemplate unexpected expenses; failed to submit proper documentation to DEP; or just bit off more than you could chew. Comparatively maybe you hired the perfect LSRP to help you; had nothing but good luck with your contractor; and had your installation finished on time and under budget. Every detail can be important and speak to larger expenses or headaches. No matter your scenario, if you'd like to share your experiences for others to learn from, we'd like to hear from you.

Please contact nick@njgca.org with your story, and help us help other members!



Source < <https://www.greencarcongress.com/2014/07/20140730-nist.html>>



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Horror Highlight

Catalytic Converter Thefts on the Rise: How to Protect Your Customers and Yourself

By: Michelle Horowitz Jackson

In a recent *Road Warrior*, we reported an influx in catalytic converter thefts throughout the country. In my spare time I happen to be a bit of an armchair detective, so naturally this piqued my interest as I have never heard of these kinds of thefts before. After looking through recent news articles in New Jersey on these thefts, I found several articles, as recent as March and April of 2021 of catalytic converter thefts in New Jersey. Mostly, the thefts are nonviolent, with the thieves slithering under cars in the night and removing converters with electric saws and wrenches. They can do this pretty quickly, the whole process of removing the catalytic converter from a vehicle can take as little as two minutes, allowing this crime to happen at all times of the day. A recent incident in an Elizabeth shop involved as many as five suspects tying up employees and stealing \$250,000 worth of catalytic converters. If the criminals who steal these converters are brazen enough to do so in the middle of the day and in public at a working business, then it is important that we know ways to prevent these crimes from happening at our stores and can offer some suggestions to our customers that may be vulnerable to these crimes.

First, why are they even being stolen in the first place? Catalytic converters re-cook and convert pollutants to less harmful emissions in the vehicle exhaust using a catalyst, and helps to reduce the amount of pollution a car emits. The catalysts are precious metals that can be found within the catalytic converter: platinum, palladium, and rhodium, are what powers the convert-

er. These precious metals are what thieves are after. As of April 2021, an ounce of rhodium is priced as much as \$27,000, palladium is valued at over \$2,000 per ounce, and platinum is valued at over \$1,200 per ounce and all continue to rise. To put this in perspective, palladium and rhodium are both currently worth more than the price of gold right now, and all of the metals are part of a global shortage, which raises demand. The shortage is due in part to these metals primarily being mined in South Africa, a country and industry that has been greatly impacted by the COVID pandemic. Catalytic converters can be easily and quickly removed, making them extremely appealing to thieves. Catalytic converters themselves can be priced at \$1,000 and up (more expensive cars can run over as \$3,000), and other parts that can be removed in the process (such as oxygen sensors) can run victims as much as \$500. It is theorized that thieves then sell their bounty to scrap yards and can earn up to \$200 per converter, according to Edmunds.

The cars that are targeted the most in these thefts are trucks, SUVs, and hybrid vehicles. Trucks are lifted off the ground, making it easier for thieves to get underneath and remove the catalytic converters. Trucks and SUVs also likely have more than one catalytic converter on board, and they are usually the more expensive ones. Hybrid cars also tend to be targeted more often due to their catalytic converters containing a higher concentration of the precious metals. Toyota Priuses, specifically the second generation vehicles, are highly susceptible to these thefts. They contain two catalytic converters and the second generation model sits higher off the ground.

We have relayed the importance of updated security systems with video surveillance to our members in the past. If you have not done so already, it is so important to have video surveillance for both the safety of your employees and the security of your merchandise. Many of these criminals that are targeting cars in residential areas are being caught using “Ring” alarm systems, which begins recording when it detects movement close by. For the motoring public, of which most of us are probably included, there are other steps that can be taken to prevent catalytic converter theft. If it's possible to park your car in a garage, that would be ideal

Repair shops can offer to engrave the car's VIN number into the catalytic converter. That way, should the thief be apprehended and the items recovered, they can be traced back to the original owner. However, this service may be difficult for repair shops to complete due to the position of the catalytic converter. Shop owners should make their own judgement call whether or not to offer this service to their customers. Similarly, repair shop owners can offer to weld on personalized information to their customers' converters. Like a “dog tag” it will make the converter easy to trace back to the original owner and can deter thieves from stealing them. Shop owners can also suggest catalytic converter security systems for their customers that are vulnerable to these thefts. These guards typically cost around \$100, and are basically a sheet of metal over your converter that will make it more difficult to remove without making a lot of noise. This will deter thieves from stealing the catalytic converter. Shop owners can urge their customers to do their own research on which guard is right for them, and bring it to their local repair shop to have welded on for a labor fee. At the end of the day, a new catalytic converter will likely run your customer's final bill well over \$1,000. Start the conversation by comparing the cost of a new converter compared to the cost of labor for some of the preventative measures listed above.

If you are located in an area in which catalytic converter thefts have occurred, or have customers that may have fear being a victim of this crime, be sure to offer proactive solutions for your customers to prevent theft, and also make sure your own theft-prevention systems are up to date!



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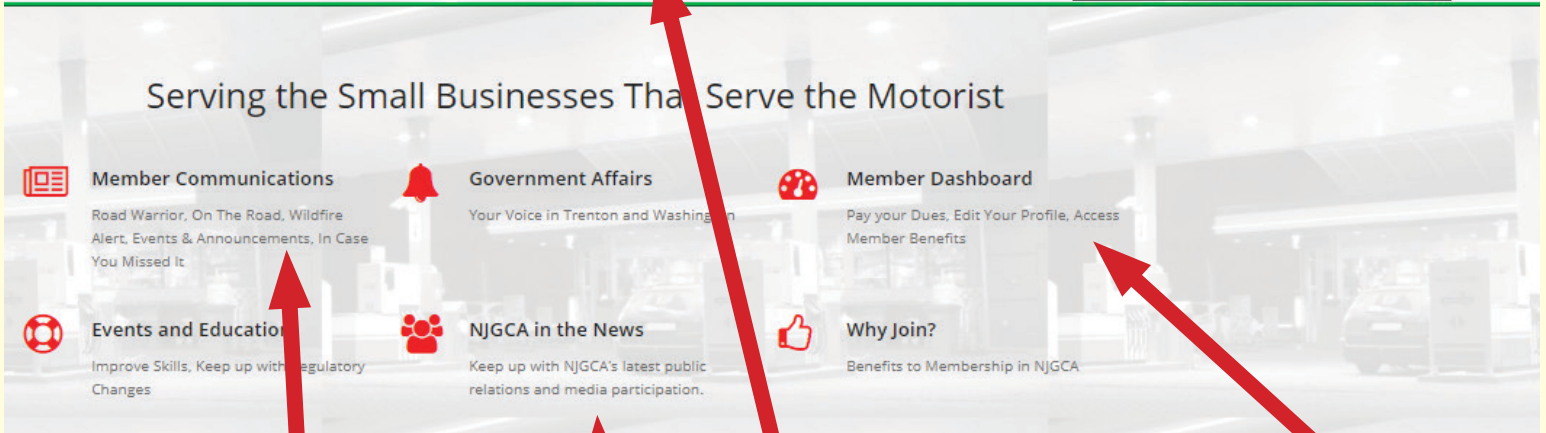
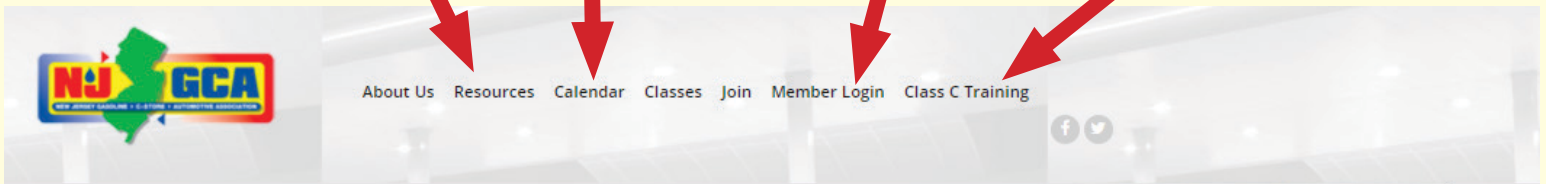
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Setting the Record Straight When it Comes to Upgrading for EMV

By: Bill Pittman, Senior Vice President, Sound Payments Petro Solutions

There is no time left for the April 2021 deadline for EMV compliance. After the peculiar year of 2020, the last thing New Jersey owners want is to be at risk due to misinformation. Therefore, let us clear up the confusion.

There are a lot of rumors going around among station owners about what they will be responsible for after April 17. While it is true that some branded companies are initiating fees after the deadline if a station has not upgraded, VISA and Mastercard are not charging fees. Instead, station owners become liable for chargebacks if they are not EMV compliant – and that should be very concerning for any station owner.

EMV card technology's primary benefit is its reduction of fraud risk. It is easy to get cardholder data on-line and make a fake card. If you do not have an EMV reader, you will lose the chargeback request every time. Even if you have a video of them signing, the station owner will be liable with the new mandate. Today, the burden of chargebacks is placed on the financial institutions; however, station owners will be responsible for that financial burden in April – this could be a consequence that costs an owner their business.



Even despite the financial risk, surveys show that station owners are still hesitant about upgrading. According to the Connexus survey results in 2020, only 15% of retailers have updated their pumps to support EMV, which means many will not be ready by the April 2020 deadline. Among the top challenges in being fully deployed is that

- 30% say they lack software,
- 27% say they lack certifications,
- 27% say the process is too complicated, and
- 34% claimed other reasons such as COVID-19, financial challenges, and technician availability.

Yet, there are solutions for upgrading EMV which are fast, easy, and cost-effective.

Many stations owners feel that they are being taken advantage of with the cost to upgrade; this is the case

with companies pushing for full tank replacements on stations that obviously may not be able to afford that. Full tank replacement upgrades are timely and costly; for this process, stations have to close to complete this process. However, there is an alternative process such as pump retrofitting.

Retrofitting can be completed for a fraction of the cost and time of a full pump replacement. The right semi-integrated, retrofit solution to enable EMV-compliance at the pump gets the job done for you in a matter of hours through a pump-by-pump implementation process, bypassing the need for a complete station shut down. For instance, Sound Easy Pump has a retrofit kit that costs 1/3 of the cost of other options to upgrade. The new EMV systems use the cloud to adhere to internal systems and interfaces with standard industry protocols. Deployment and industry strategy ensure a seamless transition. It minimizes downtime by phasing deployment while temporarily giving the option to run the old and new systems. You may hear about other retrofit options in the market, but unfortunately, you have to be careful because those can be nearly as expensive as a full pump replacement.

Although the deadline of compliance has just passed, there is still time for you to upgrade your stations. Don't risk your business when you have options.

Bill Pittman is the Senior Vice President of Sound Payments Petro Solutions. Sound Payments is an NJGCA Member Benefits Partner and has been relied upon to provide cost saving solutions to the EMV mandate. NJGCA encourages all members who have not yet complied with the EMV requirements to begin the process of safeguarding their credit card processing. Bill can be reached 884-319-5635 or petrosales@soundpayments.com.



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One Year In: Pandemic Anniversary

As seen in NJGCA's Road Warrior Newsletter, March 11th, 2021

By: Michelle Horowitz Jackson, NJGCA Communications & Research Director

About a year ago, Sal, Eric and myself traveled down to Washington D.C. to participate in the National Association for Convenience Stores (NACS) Day on the Hill, an opportunity to meet with legislators and discuss policy issues that affect our industries. As the two-day program began, "Coronavirus" was under the breath of many throughout the program, and we all had our laughs at the free traveling reusable hand sanitizers that were distributed to participants (that still hangs on my bag a year later, thanks NACS!). It was not until we entered the Capitol building on the second day that the mood shifted from anticipatory excitement and nervousness from the news to a bit of fear, as we were not allowed to shake anyone's hands, something Sal had mentioned was unheard of throughout his career. As we drove home, we listened to the radio report of climbing infection numbers and uncertainty as to how New Jersey (one of the first COVID hotspots), let alone the country would respond.

Looking back a year later, to think, if only we knew then what we know now. But then again, how could anyone have predicted that a global event, the likes of which we haven't seen for over a hundred years, would have such an effect not only on our industries but on our entire lives? We stopped driving, having an immediate effect on the gas, auto repair and convenience industries. Customers cleaned our c-store supplies of hand sanitizer, toilet paper, paper towels and other essentials leaving us to wonder when we would see these products back on our shelves again. Many of us wondered if our businesses would survive in the short-term to see any recovery in the long-term.

Throughout the past year, NJGCA has provided you with webinars, guidance documents, and new resource pages to try to help you not only navigate through this new reality, but try to thrive. We walked our members through the federal and state loan and grant applications and learned as much as we could to help our members receive aid. We leaned on our MBPs to share their knowledge and skill sets with you in On the Road articles and webinars. We have fought for our members to be considered 'essential' in Trenton and continue this fight as vaccine eligibility expands to a shaky rollout. We even called on our association members to help their communities fight hunger and collected PPE.

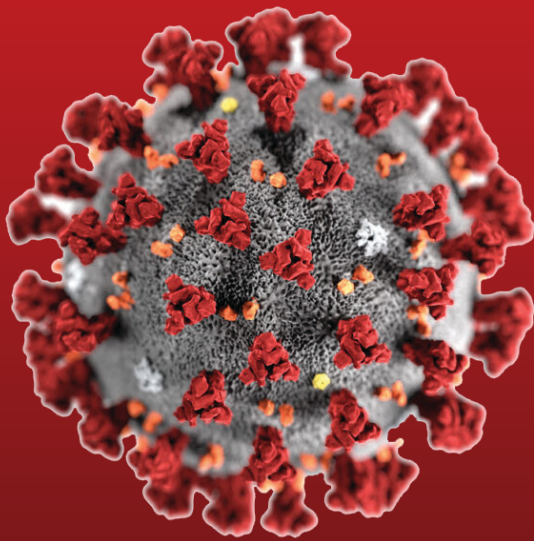
Though we may not be physically together as a team at the moment, NJGCA continues to be here

to help. As vaccinations continue to roll out, we are excited about the possibility of being able to gather with our membership face-to-face again, whether it be through our diner tours, conventions, or other educational events. Feel free to reach out to me or anyone else on the staff if we can assist you with any issues you may be facing and continue to spread the word about the value of belonging to a small business association.

Feel free to contact me anytime if there is anything I can help you with at michelle@njgca.org



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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. Our 2019 Member Benefit Partner Brochure should have arrived and can be viewed on our website, and this year we introduced new Member Benefit Partners. They are listed in blue and marked with asterisks below. We are excited about the great opportunities that you have to save money with these partners!

Here is a list of our current MBPs:

- ABLE-TECH** - Computers, Financial Management, Video Security Systems
AFFINITY FEDERAL CREDIT UNION - Business Banking Services, Financing, Mortgages
AMATO INSURANCE AGENCY - Business, Garage Liability, Home and Auto Insurance
AMERITRUST - Workers Compensation Insurance (formerly Meadowbrook Insurance Group)
ASSOCIATION MEMBER TRUST (AMT) - Health Coverage
ATS ENVIRONMENTAL SERVICES - Tank & Vapor Testing, NJDEP Compliance
AUTOPART INTERNATIONAL - Premium Parts Supplier
AUTOMOTIVE TRAINING INSTITUTE (ATI) - Education for a More Profitable Business
AUTOZONE - Auto Parts Supplier
BELLOMO FUELS - Gasoline and Diesel Supplier
BOULDER PETROLEUM - Compliance UST, Vapor Recovery Testing, Pump Calibration
BRENNAN LAW - Environmental, Petroleum and Real Estate Law Specialists
BUYWISE AUTO PARTS - Auto Parts Supplier
CANARY COMPLIANCE - Remote Tank Monitoring Technology
CASHA & CASHA LLC. - Legal Services
CBIZ INSURANCE - Business, Garage Liability, Home and Auto Insurance
C-3 TECHNOLOGIES - Tank and Vapor Testing, NJDEP Compliance
cbdelight - Convenience Store Distributor & Manufacturer
CHIESA SHAHINIAN & GIANTOMASI PC - Legal Services
COLE, SCHOTZ, MEISEL, FORMAN & LEONARD - Legal Services
CONSUMERS OIL CORP. - Gasoline and Diesel Supplier
CROMPCO - Tank & Vapor Testing, NJDEP Compliance
DANA TANK INSURANCE SPECIALISTS - Underground Storage Tank Insurance
DANA AUTOMOTIVE - Auto Parts Supplier
ENERGY MARKETING PARTNERS, INC. - Gasoline and Diesel Supplier
ENVIRONMENTAL ALLIANCE, INC. - Environmental Remediation & LSRP Services
FREEWIRE - Electric Vehicle Charging
GILL ENERGY - Gasoline and Diesel Supplier
HAROLD LEVINSON ASSOCIATES - Convenience Store Distributor
HEARTLAND PAYROLL - Business Payroll Services
HOUGH PETROLEUM - Gasoline, Diesel, Motor Oil & Lubricants Supplier
HOROWITZ LAW GROUP - Legal Services
KEARNY BANK - Commercial Financing
LAW OFFICES OF KENNETH L. BAUM - Legal Services
LIBERTY / EWING OIL - Gasoline and Diesel Suppliers
LISKO ENVIRONMENTAL - Environmental Remediation & LSRP Services
LOEFFELS'S WASTE OIL SERVICE - Waste Oil Removal
MARC LAW - Legal Services
MERCHANT PRO EXPRESS - Credit Card Processing & Consulting
MITCHELL1 - Shop Management System, OEM Information
MURPHY BUSINESS - New Jersey Business Sales
OIL DRI - Spill Containment and Shop Supplies
P.F.I. INC. / NORTHWEST PETROLEUM - Gasoline and Diesel Supplier
PEAK ENVIRONMENTAL - Environmental Remediation & LSRP Services
PRESTIGE ENVIRONMENTAL - Environmental Remediation & LSRP Services
PRIME LUBE, INC. - Motor Oil and Lubricant Suppliers
QUICK & FRESH - Convenience Store Distributor
SALOMONE BROTHERS, INC - Tank and Pump Replacement, Compliance Testing
SERVICE STATION VENDING EQUIPMENT - Service Station Vending, Air & Vacuum Systems
SPARK CONTRACTORS - Tank and Pump Replacement
SOUND PAYMENTS - EMV Compliance
T&R OIL CO. - Gasoline and Diesel Suppliers
TMP ENERGY SOLUTIONS - Discounted Electricity and Natural Gas
TRINITY SOLAR - Solar and Generator Power



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