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VOLUME 14 - ISSUE 2

ON THE ROAD

THE OFFICIAL COMMUNICATION OF THE NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION

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NJGCA ON THE ROAD TABLE OF CONTENTS

P. 4 - Message from the Executive Director

P. 7 - Presidents Message

P. 8 - NJGCA Board of Directors and Staff

P. 9 - Legislator Spotlight

P. 11 - DEALING WITH AMT HEALTH COVERAGE PREMIUM INCREASE,
NJGCA MBP CBIZ MAY HAVE A SOLUTION FOR YOU

P. 12 - Legislative Update

P. 17 - Compliance Corner

P. 20 - 2022 NJGCA Scholarship: Apply Today!

P. 22 - Energy Examiner

P. 30 - New NJGCA Member Benefit Partner

P. 32 - CLOSE CALL: Hero Tow Truck Driver
Rescues Motorist From Burning Sedan On
NJ Turnpike

P. 34 - \$ave with NJGCA MBPs



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Message From Executive Director Sal Risalvato

From the Pumps to the Repair Shop

The past six months have been as crazy as ever here at NJGCA. For those of you paying attention to the news and to the weekly Road Warrior emails, you know that we have been in a media firestorm over self-serve gas. Everyone recognizes that the issue is somewhat of a third rail politically in New Jersey. A culture was created over a 30 year period exalting the no self-serve law that has existed since 1949, of which New Jersey is the only state that does not allow motorists to pump their own gas.

I am aware that many motorists have a visceral reaction when confronted with the issue. For that matter there are still a few old timers in the gasoline business that oppose self-serve. I have been in this business for exactly 44 years, and have been actively involved in this issue since 1983, although back then I was an opponent of self-serve gas. I guess I am one of those old timers, except I recognize that the gasoline world has changed in so many ways, that it no longer makes sense to keep New Jersey's antiquated law. Members call me often begging to change the law for a multitude of reasons, but mostly because they can't find employees.

I remember as far back as the late 1990s that it was beginning to get difficult finding gas pumpers. For years my regular customers always asked me to find a part time job for their sons after school and especially over the summer. Over time, the kids just didn't want to work anymore and the parents stopped asking. I can recall on a number of occasions when I hired a new employee and they never showed up for the first day of work. They never even bothered to call to say they didn't want the job. Many times employees that were working for months also never bothered to show up. They always made sure to come back to pick up a paycheck if one

was owed to them. Many members tell me that it is a regular occurrence for new hires or other employees to just never show up for work. Let's face it, pumping gas isn't a very desirable position, and with so many other jobs available with more comfortable working conditions such as heat and air conditioning, it is hard to attract workers to our pumps.

Over the years efforts have been made to change the law in New Jersey, but each time a proposal was put forth, public reaction quickly shut it down. Legislators have been reluctant to support new initiatives without approval from the public, as they fear being kicked out of office if they vote to support self-serve. NJGCA began laying the ground work since 2014 to change the states antiquated law. We did so only after polling our own members and learning that 80% of you have had enough of being forced to hire workers for something that motorists can do for themselves, just as other customer oriented businesses such as supermarkets and banks do.

Our legislation was introduced on February 28, and eight weeks later there is a robust debate taking place in Trenton. Initial reaction from the motoring public was inaccurately portrayed because a Rutgers Eagleton poll found that 75% of NJ motorists preferred to have an attendant pump their gas for them. The results were predictable because respondents were never asked their opinion about motorists having a choice at the pump. Our proposal would maintain a requirement for full-serve in larger stations with more than four pumps. When motorists are asked if they would like the choice, 54% responded favorable, and when asked about savings, 70% of those polled said they would pump their own gas if the expected savings was offered for self-serve customers. These poll results were found by Monmouth University. Monmouth

is a well-respected polling organization, often relied upon by legislators to accurately take the temperature of voters on a variety of issues.

Our efforts to convince leadership in the Assembly and the Senate have been difficult, but I am confident that if we keep up the debate, and legislators who have told us they support our effort remain steadfast, we will ultimately prevail and change the law in New Jersey. Look for efforts from your fellow gas station owners to raise the awareness to motorists, informing them of the added convenience and savings that self-serve gas will bring them.

On the other side of the driveway, we remain committed to ensuring that repair shops have access to the technical information needed to fix their customer's cars. We have been through the Right to Repair issue for almost 20 years. Yes, the independent repair industry was initially successful in bringing the auto manufacturers to the table with a legal agreement that would give your shop the same access to information as the car dealers. The agreement mandated that independent shops would pay no more than car dealers for the tools and information required.

Car manufacturers have been skirting the agreement by utilizing telematics. The communication between your customer's car and the car dealer is now being used as a means of transmitting data from the vehicle to the dealer, and a means of transmitting the technical data required to make necessary repairs and maintenance.

One of the things I am most proud of is the effort in New Jersey to pass Right to Repair legislation. While no other state was able to even get a hearing on the proposal, NJGCA efforts worked to have it passed twice in the Assembly, but stalled in the New Jersey Senate. Our efforts here were used to propel Massachusetts voters to approve a Right to Repair law there. Unfortunately, New Jersey does not have a similar provision that would enable voters to do the same. The

combination of actions in New Jersey, and the Massachusetts ballot initiative, forced the manufacturers to the table.

Today, a second effort by Massachusetts voters has resulted in an expansion of the original Right to Repair law, which mandates car manufacturers to allow independent repair shops access the same telematics data that is afforded to their car dealers. Since Massachusetts voters approved the measure in 2020, the issue has been in a courtroom, as the manufacturers filed a lawsuit claiming there was not enough time to properly comply with the new law by 2022. Usual courtroom delays have kicked the decision down the road and now the judge has indicated that a decision will be rendered by July. Once the decision is announced, we will know the direction we need to take here in New Jersey to have the legislature undertake the same measure that was put in place by voters in Massachusetts. As always...stay tuned. Hopefully we will have positive information to report in the July issue of On The Road.

Have a great summer, and hold on tight to the gasoline price roller coaster.



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President's Message



Well, here we are, spring at last. The season of renewal. I usually talk about our/your businesses in my letter, but today I'm changing it up a bit. Let's talk about NJGCA. In the coming months you will be seeing some obvious and not so obvious changes internally. First, NJGCA is

moving to new office space. We are downsizing to maximize operations by using resources more efficiently. For the last 6 months we have been working on a new membership management program to streamline our internal operations. We did a complete census to update membership before the new management program went into place. I am pleased to report this new system is up and running allowing us to implement all the updated information along with a billing procedure to help ease the burden of membership dues. We have engaged an additional health care provider, to give our members more choices. A tire distributor has signed on as a Members Benefit Partner along with a new fuel distributor. Our scholarship program has returned for the second year in a row, and we will be awarding scholarships to family members and employees of NJGCA members. Needless to say, we have been busy along with our usual daily activities.

We have one more goal to accomplish before we, NJGCA, can move onto our next mission and you our members are an extremely important part of this. We need to know how and what YOU, our members, need and want from NJGCA. I am asking YOU to tell me what services you would like to see continued or changed. What new services need to be implemented to help you in your business. Are we communicating correctly or can you suggest a better method of communication.

Membership is a top priority not only to us but to you as well. As I have stated in the past there is strength in numbers. Without you we would not have been able to accomplish the things we have in the past. Your association needs you now more than ever.

Just like you, we are trying to figure out the best way possible to continue to propel your association NJGCA into the future and be the best at

what we do. This cannot be accomplished without your input. Please take a few minutes to let me know what your concerns, needs and gripes are. I am confident with your suggestions and our hard work, the future of our Association will be stronger than ever.

Joe Ocello, President
Looking forward to your emails

Your President,
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LEGISLATOR SPOTLIGHT

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

The Honorable Carol A. Murphy was first elected to the General Assembly as a Democrat in November 2017, and was reelected in 2019 and 2021 by landslide margins. She represents the Burlington County towns of Bordentown, Fieldsboro, Florence, Burlington, Willingboro, Edgewater Park, Beverly, Delanco, Riverside, Delran, Cinnaminson, Palmyra, Riverton, Moorestown, and Mount Laurel, where she resides.

She was born in Colorado, daughter of a Bronze Star Master Sergeant in the US Army, which led to a lot of moving early in life, though she spent 3rd grade through the beginning of college living in South Jersey. She credits her father's lifetime of service with instilling in her a desire to put public service first.

She worked for years in government and public policy and as a legislative aide before making the jump to holding office herself. That experience has paid off as after just four years she joined the Assembly leadership team as Majority Whip. She is also Vice Chair of the Judiciary Committee, a member of the Financial Institutions & Insurance Committee, and a member of the crucial Budget Committee. She works full time as a legislator and is regularly one of the most prolific sponsors of bills, as prime or co-prime of over 329 so far this session. Not only is she a leader in writing bills, she also has consistently been one of the most successful members of the Assembly in getting her bills signed into law.

Still, what she finds the most pride in is when she and her staff are able to help real individuals having trouble, whether that's through legislation or just helping them navigate the complexities of government.

Of course what matters most to your business is that she is the prime sponsor of A-3105, the Motorist Fueling Choice and Convenience Act, which would legalize the option of self-serve gas in the state. While literally thousands of bills are introduced every session without getting

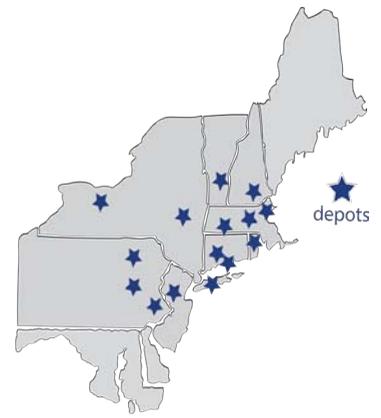
any media attention at all, (as you've no doubt seen) self-serve continues to be a huge story in New Jersey even two months after its first introduction.

Her sponsorship helped give the bill an instant shot of credibility and she has been happy to defend the issue in the press when asked. She has been supportive of the issue ever since we first brought it up to her, and she fully understands just how crushing the current mandate is to so many of your businesses. We look forward to continuing to work with her to make this bill law, and working on other issues to help small businesses.



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DEALING WITH AMT HEALTH COVERAGE PREMIUM INCREASE

NJGCA MBP CBIZ MAY HAVE A SOLUTION FOR YOU

Health coverage premiums have been increasing dramatically amongst all insurers in recent months, and the NJGCA program with Association Member Trust is no different. Recently, AMT sent notices to participating NJGCA members explaining that there would be a mid-year increase in health care premiums. It is highly unusual for premium increases to be made mid-year; however, all health insurers have begun to see unusually large claims as a lingering result of the COVID pandemic. AMT has been evaluating the situation for the past few months and has determined that in order to maintain the strong financial position that our self-funded trust has always enjoyed, this mid-year premium increase must be implemented.

I have received calls from many members about this. There are two actions that I encourage NJGCA members to take, and both require you to do some homework. First thing to do is to contact AMT to discuss options that are available that will help to lower the cost of your health care premiums. AMT has provided this option in the letter that was sent to you. Often, small business owners explore these options on a regular basis to ensure that they are purchasing the most cost effective health coverage for their families and their employees. The second homework task is to contact me at sal@njgca.org. I have been exploring other options for NJGCA members so that you can be referred to other choices that come with a recommendation and the confidence that you will be dealing with a reputable representative of an alternate competing health coverage plan. NJGCA has had discussions with one of our trusted MBPs who has offered to help find a solution for NJGCA Members. CBIZ has presented NJGCA with an option that should be explored if the AMT options do not fit your needs, and I will be happy to have them call you.

Costs will be rising on all of your expenses and one of the objectives of the NJGCA staff is to try to assist you to find the best alternatives to all of the products and services that your business requires. We put an enormous effort in to finding the best choices for you to explore.

Remember, first contact AMT to see how they can lower your costs, and second contact me at sal@njgca.org to discuss the CBIZ option that we have been investigating for you.



Important Issues Affecting Your Business

By: Eric Blomgren

SELF-SERVE LEGALIZATION BILL INTRODUCED

On February 28th, Assemblymembers Carol Murphy (D-Burlington), Ned Thomson (R-Monmouth), and Annette Chaparro (D-Hudson) introduced the Motorist Fueling Choice and Convenience Act (A-3105). This bill, which NJGCA and many members have spent years building support for, would still require that stations with five or more gasoline dispensers offer some amount of full-serve between 8am and 8pm. Smaller locations would have the option of being entirely self-serve or offering some kind of full-serve. This would guarantee to the public that full-serve would continue to exist for those who want it, while also ensuring that larger big box locations would not benefit excessively from the change in the law.

The introduction became the biggest news story in the state for weeks, with everyone still talking about it everywhere. The surge in gas prices also left many legislators and motorists looking for ways to lower their price at the pump. Unfortunately, there is a large and ignorant segment of the general public that strongly opposes any kind of change to the law, even when it is explained to them that they still would not have to pump their own gas if they did not want to. They swamped social media and the district offices of their legislators with angry emails and posts. Many thanks to all of you who contacted your legislators to let them know that there were supporters out there. It also hurt us when, coincidentally, an opinion poll was released saying that over 70% of residents “prefer” full-serve gas and only 22% would prefer to serve themselves. This question (which was asked before our bill was introduced) did not ask a more relevant question about whether motorists should have a choice, and would their preference change if they could save money with self-serve.

Both Governor Murphy and Assembly Speaker Craig Coughlin made clear that they were open to the idea, a big change from past statements. Unfortunately, the new Senate President Nick Scutari (D-Union), publicly stated that he could not support our proposal at this time. He left open the possibility that he could support it if he came to believe that either public opinion had shifted or that it could be proven that prices for self-serve would go down instead of just full-serve going up. Thankfully, on April 11th another reputable polling firm, Monmouth University, released a poll that asked the question the right way, and found that 54% of New Jersey residents support allowing for self-serve as long as full-serve is still available. We continue to fight for the proposal. These results mirror polling that NJGCA has conducted in the past. We are working to get this on the legislative calendar for hearings and a vote.

REMINDER: PLASTIC BAG & STYROFOAM BAN EFFECTIVE MAY 4, 2022

As part of legislation that was passed and signed into law in November 2020, on May 4th a variety of restrictions came into effect dealing with bags and Styrofoam products. All single-use plastic carryout bags will be banned at all retail stores in the state. Single use paper bags will still be allowed, but only for convenience stores under 2,500 square feet and businesses that do not sell food. Paper bags are generally more expensive than plastic bags, and c-stores under 2,500 sq. ft. are free to choose not to provide them at all and instead ask customers to either go bagless or purchase a reusable carryout bag, stores could also charge a small fee for a paper bag if they wished to. Reusable carryout bags are defined as a bag that “(1) is made of polypropylene, PET nonwoven fabric, nylon, cloth, hemp product, or other machine washable fabric; (2) has stitched handles; and (3) is designed and manufactured for multiple re-use.” We encourage you to stock some of these bags for sale to customers.

There are several small exemptions to the plastic bag ban: a bag used solely to contain uncooked meat or fish, a bag used to package loose items like fruit, nuts, coffee, candy, flowers, small hardware items, etc., a bag used to contain food sliced or prepared to order including soup or hot food, a newspaper bag.

Also banned are most food packaging products made of expanded polystyrene foam, commonly known as Styrofoam. This includes drink cups and food containers. There are several exceptions: disposable long-handled foam soda spoons used for thick drinks, portion cups 2oz or less, trays for raw meat or fish, and food that was prepackaged by the manufacturer with Styrofoam.

One benefit of this law is that once it goes into effect it totally overrides all local rules and ordinances covering these items, so if your local government had either prohibited paper bags or required your store to charge a fee for them, that no longer applies. Also, the penalty for violating any provision of this law is a warning for the first offense. The State has also set up a dedicated webpage for business owners covering these rules, which includes a list of vendors and distributors who sell approved reusable bags at <https://business.nj.gov/bags/plastic-ban-law>

LUKOIL STATION CLOSURES?

Following the Russian invasion of Ukraine at the end of February, there was a huge backlash against anything seen as somehow supporting Russia. This extended

to the more than 120 Lukoil branded gas stations in New Jersey, all of which are run by dealers. While it's one thing for individual motorists to choose not to give their business to someone, it's another thing entirely for the government to step in and shut a location down. The city council of Newark rushed through a resolution urging the Mayor's Office to suspend the business licenses for the two Lukoil branded stations in the city, as well as for their affiliated on-site businesses. We are confident that had they done so it would be illegal and unconstitutional in a number of ways, and in the weeks since no action has been taken against these locations. Governor Murphy also issued an Executive Order asking all departments of the state to review what actions they could take against the Russian economy. NJGCA proactively reached out to the Governor's Office, the state Legislature, and the more than 100 different municipal governments that have a Lukoil station to make sure they understood the truth of the situation—that all of these locations are small businesses being run by American franchisees and that closing them down would have zero impact on Putin but would devastate these local business owners and leave their employees without jobs. So far no one else has taken any action against them. We also had numerous conversations with local and national press, and their articles about the situation were entirely sympathetic to the station owners.

GAS TAX HOLIDAY

The spike in gas prices to record high levels has led many politicians across the country to consider some form of "gas tax holiday," that is to suspend part or all of the taxes on motor fuel for some period of time. While this is a bit of a gimmick, it is also one of the only actions that governments can take to provide immediate relief at the pumps, given other actions like increasing oil supplies or building pipelines take months or years to start paying off. Member of Congress from both parties have called to suspend the 18.4¢ a gallon federal gas tax, the Biden Administration has not taken a position but House Speaker Pelosi has come out in opposition. Connecticut has implemented a holiday lowering their tax 25¢ a gallon running from April 1st to June 30th. Maryland suspended their full tax of around 36¢ a gallon for 30 days ending April 16th, though some have called to extend it. To us of course, the most important states are Pennsylvania and New York. Some legislators in Pennsylvania have called for a suspension there, but so far the idea has not seemed to gain much traction. There did not seem to be much support for the idea in New York however in the final few hours of their budget process they announced a plan to cut their gas tax 16¢ a gallon through December 31st, a move which will hurt New Jersey stations near the New York border.

More than one proposal has been introduced in Trenton to suspend part or all of the state's 42.4¢ a gallon tax on gasoline and 49.4¢ a gallon tax on diesel. The most significant seems to be A-3669 from Asm. Paul Moriarty (D-Gloucester). This would lower the amount

of tax in a given month based on how high retail prices were. The most concerning aspect of the bill mandated stations to lower their price immediately, even though all the gallons in the ground would have the higher tax rate already paid on them. We have already reached out to the Assemblyman's office with our technical concerns and we are hopeful that if the bill is moved in the coming weeks these important flaws will be addressed. In Maryland they solved this problem by ordering every retailer be given a tax rebate for all gallons in the ground when the tax suspension went into effect, and when the tax is re-imposed they will have a floor stocks tax on whatever is in the ground. This increases the amount of paperwork a business needs to do, but it does lead to a fairer marketplace. In Connecticut they did not have any kind of rebate mechanism for gallons in the ground, and now their state Attorney General is on a witch hunt looking for 'gougers.' In the New Jersey bill, the sales tax fund would be used to make up for the revenue lost to the Transportation Trust Fund, and the bill requires the Treasurer to take these payments into consideration when making the annual adjustment in October.

There is also a strong possibility that instead of a gas tax suspension the Legislature will instead move in the direction of just giving every adult resident a check for \$200 or so. This would be simpler for everyone including retailers, however if Pennsylvania were to have a tax holiday it could seriously undermine our competitive position and hurt stations near the border. If this issue were to move in New Jersey it would not be sooner than May and could not go into effect sooner than mid-June, more likely mid-July. Pay attention to your email, if this issue starts to move it may move very quickly and we may rely on your support to help us explain to legislators how this marketplace works.

CATALYTIC CONVERTER THEFTS

In March the Senate Commerce Committee passed S-249 with the support of NJGCA. The bill seeks to address the skyrocketing instances of catalytic converter thefts. Catalytic converters contain small amounts of the precious metals platinum, palladium, or rhodium, all of which have seen their value spike over the last few years. Several of these are also mined in Russia, meaning their price may spike higher still. Someone who knows what they are doing can sneak under the car, saw off the converter, and be back in their getaway car in under two minutes. The converters can then be taken to a recycler for cash, or sold online to an illicit recycler. This bill would prevent someone from buying a used catalytic converter (not attached to a car) without some proof of where they got the converter, unless the person they are buying it from is a legitimate auto repair business. Thieves have been known to target areas with multiple cars parked, so ensure you have appropriate security and monitoring at your auto repair shop. Thankfully the sponsor, Senator Sandra Cunningham (D-Hudson) drafted the bill in a way that will help address the problem without excessively burdening small businesses.

The bill still needs to move through the Senate Budget Committee and through the Assembly.

SYNTHETIC NICOTINE PRODUCTS BANNED

In the last few months, some companies have been promoting what amounted to a loophole in federal and state regulations on vaping products. By offering vaping products made with synthetic nicotine, not nicotine derived from actual tobacco plants, they were able to sell some flavored products otherwise banned. Puff Bars seem to be the most common brand. The federal government has now closed that loophole, effective May 14th. Be aware that if you are selling any products made with synthetic nicotine, it will be illegal after that date. It is possible it could be extended if the individual manufacturer submits a lengthy application to the FDA, but that is seen as unlikely at this time.

NICOTINE CESSATION MANDATE IN EFFECT

This is a reminder that a bill signed into law by Governor Murphy in January took effect on March 19th. The new law requires any business that sells tobacco products to offer for sale some type of FDA-approved nicotine cessation product, such as nicotine gum or lozenges. Which type of product exactly, how much, and what price you charge are up to you. They must be stocked somewhere behind the register, near the tobacco products. The law also requires that each retailer hang a sign somewhere on the premises with certain information. We have made a model sign that meets the requirements of the bill that you can print and use, make sure it is somewhere that customers can see it: <https://www.njgca.org/nicotine-cessation-mandate-notice-1/>

DELTA-8 THC LEGALITY

Over the last year, a new product called Delta-8 has grown in popularity online, in smoke shops, and increasingly in c-stores. Delta-8 exists in a legal gray world, and anyone considering selling it should do so with care. Right now, it appears that it is legal to sell, though that could change quickly. Some of you may remember “bath salts” from about a decade ago, which were a type of synthetic legal drug that suddenly became illegal. Delta-8 THC is an intoxicant that is very similar to the Delta-9 THC that is found in marijuana and gets the user “high.” Some users have said that Delta-8 is milder than Delta-9 as well.

In 2018 the federal government legalized hemp cultivation for a wide variety of purposes, with hemp being defined as a plant that has only trace amounts of THC. This bill is what led to the explosion of cannabinoid (CBD) products (which do not have any intoxicants). Since then, some manufacturers have found that they can use the trace amounts of THC in hemp to manufacture a synthetic chemical, Delta-8, that technically is not illegal because it is not Delta-9 and does not involve the use of

any actual marijuana plants. Some suspect that the demand for Delta-8 will disappear in the near future once retail sales of legal cannabis begin in the next few weeks. Delta-8 has caused concerns because there are no regulations at all regarding the testing or labeling of these products, so people have reported getting sick by taking too much without knowing exactly what was in the package. There is also apparently no law regarding a minimum age for customers, however if you decide to sell them, we very strongly recommend that you only sell them to adults aged 21 and over.

The biggest risk for a store that does decide to offer any of these products for sale is that they will not know exactly what they are selling. A study recently conducted did tests on a variety of Delta-8 products being sold, and found that despite their label, a majority of them actually had excessive amounts Delta-9, meaning there was virtually no legal difference in selling them and selling regular marijuana. Hiding behind the excuse that the label said it was Delta-8 may not count for much if law enforcement are looking for an excuse to crack down. About 15 states so far have explicitly banned these products, though not New Jersey.

MANDATORY TRAINING FOR GIFT CARD SELLERS

As per a bill signed into law by the Governor in January, on August 1st there is a new requirement for every business that displays gift cards for sale. The business is now required to provide their employees with a basic training on how to identify and respond to gift card fraud. The training is required to be based on materials that the state Division of Consumer Affairs must create. You can download the information on the state attorney generals website, or you can find it on the NJGCA website by searching under gift cards. In addition to being given to every employee by August 1st, all new employees going forward must have received it within 45 days of being hired. Because gift cards are largely untraceable, scammers have been targeting senior citizens, telling them to go to their local retailer and buy hundreds or thousands of dollars in gift cards and then giving the codes to the scammer over the phone. Once they have, there is no way to get the money back.

PRIMARY ELECTION 2022

Tuesday June 7th will be the primaries for this year’s November elections, when we will be voting for our Representative in Congress as well as a variety of local offices. Earlier this year a commission redrew the borders of our state’s 12 congressional districts to ensure they have approximately equal population. The tiebreaker on the commission voted for the Democratic map proposal, which made some significant changes to the prior map, and strengthens the position of

several Democratic members of Congress. Pay close attention to your ballot, as you may have different representation than you used to. If you are interested in voting in the primary (and in several races the outcome is basically decided in the primary) you have until May 17th to register as a voter. This is also the deadline if you need to update your address or wish to change which political party you are affiliated with. To vote in a primary you must be a registered member of that party, although an independent can vote in one of the primaries and will be registered as a member going forward. If you would like to vote by mail, the application must be received by your County Clerk by May 31st. There will be early in-person voting at select locations from June 3-5. Polls will close at 8pm on June 7th.



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Compliance Corner

*Compliance – Governance – Regulatory –
Administrative Updates*



By Nick De Palma, Counsel and Member Services Director

VEHICLE INSPECTION UPDATE

New Jersey's inspection program has had a long, convoluted history. It honestly plays out more like a bad soap opera than an actual functioning government program (and that's saying something).

This saga all began in 1990. The federal Clean Air Act was amended to mandate a reduction in acid pollution nationwide and improve public health (through the reduction of sulfur dioxide (SO₂) and oxides of nitrogen (NO_x) emissions). To comply with the new federal standards, Governor Whitman's Administration awarded Parsons a seven-year \$392 million contract to privatize the inspection program. As part of the contract, existing motor vehicle inspection lanes (which were previously operated by the State) would be retrofitted with new emission test equipment. Parsons was to oversee the design, operation, and implementation of New Jersey's "Enhanced Motor Vehicle Inspection and Maintenance Program" (or I/M Program). The new system went into operation on December 13, 1999. Since the 1990s, Parsons has been a fixture in our unique "hybrid" inspection program; in which both the state (through the re-branded "Centralized Inspection Facilities", or CIFs) and private business (through Private Inspection Facilities, or PIFs) would share the responsibility of inspecting the vehicles on our roadways.

Though the original seven-year contract was to expire in 2005, Governor McGreevey's Administration later renegotiated the contract with Parsons to save money. This cost-cutting measure would extend the contract for two additional years to 2007 in exchange for waiving the inspection requirement on any vehicle less than four years old.

The current iteration of the program stretches back to May 2008. At the time, the contract to operate the I/M Program was presented as a five-year contract, with an optional three-year extension. That was nearly 14 years ago. In 2010, and as part of an additional money saving measure, an idea was touted to save \$11.5 million from the state budget through eliminating vehicle safety inspections.

NJGCA pushed back against the proposal, as it would permit unsafe vehicles to operate on the road while also harming the small business community. Despite our protests, safety inspections were eliminated.

The result? Two years later the State Auditor reported that the State had not seen anywhere near the anticipated savings. Can't say we didn't warn them. While we have continually argued in favor of moving toward a decentralized, all-PIF vehicle inspection program, the State extended the current contract with Parsons for an additional three years in May 2013.

While the three-year extension was granted, we took the subsequent time to make our case to decentralized and move to a PIF-only program. Not only would doing so save the State tremendous money, but would emulate what most other jurisdictions have already done. What's more, it would align New Jersey with our neighboring states (whom all operate a PIF-only program). In December of 2015, a Request For Proposal (RFP) was issued for a new inspection program. Despite our warnings (as well as years of studying, feedback, and cataloging prior obstacles), the resulting final RFP was published with mistakes and an insistence in preserving our "hybrid" system remains.

Four contractors submitted bids for the program; including Parsons, Opus, Applus, and SGS. The winning contractor would not only operate the existing CIFs but also oversee the PIFs and manage the computer workstation inspection software. While three of the four submissions were in the same range, SGS's submission was half the cost of the others. The State selected SGS, and immediately lawsuits were filed to contest the award.

In 2017, the Christie Administration threw out the low bid from SGS on a technicality. The contract was then awarded to Opus; who was immediately sued by Parsons. Subsequently in May 2018, the Murphy Administration stated a new RFP would be issued in August 2019 – but was nearly identical to the prior RFP proposed by the Christie Administration years prior. Why didn't the Murphy Administration take our advice (and the example of every state neighboring New Jersey) and use the new RFP to break from the past to adopt an all-PIF program? We honestly don't know. However, we do know that the new RFP deadline has been postponed eleven times.

The new inspection program was to take effect in February 2020 – which obviously never happened.

Confused yet? Wait – It gets better.

While the RFP deadlines and legal battles continued, in May 2016 (six months after the December 2015 RFP was issued), the State extended the existing Parsons contract for six months – and it has been extended at least nine times since. It is now scheduled to finally end in November 2022.

Ultimately, this means the current, ongoing contact has continued six-plus years past the original intended deadline when it was initially signed in 2008. That's a 14-year government program based on a contract that was to last for a maximum of eight years. Got that?

So where do things stand now?

We've recently heard that all RFP bids were submitted and reviewed; with Opus awarded the new inspection program contract. However, just as in prior award episodes, lawsuits were filed, and the parties are currently slugging it out in court. What's old, is obviously new again. To say this has been a frustrating experience would be the understatement of the decade. This process is long, arduous, and leaves ordinary consumer motorists and small business owners in its wake. Yet we are collectively held captive and have no choice but to sit on the sidelines as these legal challenges are decided by the courts. In the meantime, all we can say is hang tight. We'll be sure to circle back with any updates as they become available.



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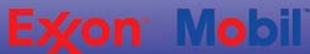
Our 2022 scholarship application is now live and we are accepting both mailed and online applications. Last year, NJGCA awarded four scholarships to children of NJGCA members and the children of employees of NJGCA members. A total of \$10,000 was awarded with \$5,000 being contributed thanks to the generosity of Utica Insurance. Utica Insurance is the insurance company that insures many NJGCA members. The contribution was arranged by NJGCA MBP World Insurance/Amato Agency. Once again, Utica has contributed \$5,000 towards a scholarship that is to be awarded to a

student attending an automotive technical school or studying automotive technology. The NJGCA Board of Directors has also approved additional awards. Each NJGCA member will be entitled to submit ONE application that will be reviewed by the scholarship committee. Applicants may be either the child of a member, or an employee, or the child of an employee that works for the NJGCA member. You can find both the mail-in application and the online application on the NJGCA website. Do not forget to include the other documentation required (transcripts, essays, etc) to be considered. Please go to <https://www.njgca.org/scholarship> to find both the online and mail-in applications.



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THE ENERGY EXAMINER

FROM TRADITIONAL RESOURCES TO ALTERNATIVE ENERGY INNOVATIONS

By Nick De Palma



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.

Thank you Nick for covering this edition of the *Energy Examiner* while Michelle is on maternity leave.

*** ENERGY EXAMINER *** ENERGY

UPDATE: ELECTRICITY & ELECTRIC POWERED VEHICLES

NJ OFFERS CHARGING STATION GRANTS, SLATE OF NEW ELECTRIC VEHICLES ANNOUNCED, BATTERY TECHNOLOGY ADVANCEMENTS

*** ENERGY EXAMINER *** ENERGY

The alternative energy market is a diverse landscape of potential solutions. And yet, even longtime industry watchers will concede there has been an outsized amount of attention on electric vehicles (EVs), vehicle battery development, and battery electric vehicle charging technologies as a marketable medium for future vehicle propulsion. Knowing how quickly this area is advancing, this edition of the *Energy Examiner* will focus solely on the electric vehicles and battery technology arenas.

It should be noted that the EV space is continuing to expand at a very rapid pace. New products, government vehicle incentives, charging infrastructure initiatives, and innovative battery technologies have fostered a robust environment for this medium to expand. Though the roll-out is ongoing, station owners who serve the current raft of consumers today can only anticipate added customer patronage as vehicle offerings grow.

NJDEP EV Charger Grant Program

In a previous edition of the *Energy Examiner*, we noted that the Biden Administration is aiming for half of all new motor vehicle sales to consist of battery electric vehicles (BEVs) by 2030. The goal is exceedingly ambitious.

Many energy market and industry insiders question if such lofty aspirations can be realistically met. There are many tangible hurdles that may derail such aspirations; including consumer acceptance, increased electrical power generation, supply chain issues, a strain on the electrical infrastructure, raw material sourcing, and other factors.

Still, other industry watchers anticipate that original equipment manufacturers (OEMs), as well as secondary and tertiary supplier and engineering concerns, will innovate and advance these forthcoming technologies to make them more efficient and economical. Further cooperation between automakers and electronics manufacturers will also drive down material costs and improve reliability.

Regardless of one's take, everyone will recognize automakers sinking billions of dollars into EV development and betting enormously on their proliferation.

In doing so, new EVs on the road will mean additional charging capacity; and industry experts are encouraging resources be allocated to the nation's EV charging infrastructure. Increasing the number of charging stations would not only serve existing EV customers, but additional locations (spread throughout a geographic region) can only encourage consumers to purchase an EV in the future.

To reach that goal, Governor Murphy and Trenton policymakers have focused resources on New Jersey's BEV charging station infrastructure. The hope is that making funds available will assist station owners, office business parks, industrial sites, and other accessible locations to install charging stations.

Collectively, this strategy seeks to entice greater EV purchases by alleviating motorists' potential "range anxiety" while commuting.

A driver experiences range anxiety when they are fearful that the EV they are driving will deplete its battery power (or have an insufficient amount of surplus electrical power in reserve) to complete a particular trip or drive a specified distance. Experts believe that the uneasiness of running out of power while traveling is a key factor (along with EV pricing and total battery range) that may hamper greater EV purchases and wider acceptance amongst consumers.

In light of the above, state officials have unveiled a new **NJDEP EV Charger Grant Program** to help small business owners affordably add an EV charger to their location. The program provides funds to qualifying locations to offset the cost of purchasing an EV charging station. The program offers a \$4 million competitive solicitation, with grant awards of up to \$200,000 per location. The fact that the application process is competitive (as opposed to first-come, first-serve) means that the characteristics of each location are weighed against each other before funds are awarded. This means factors such as where EV owners live and work (and not necessarily a travel corridor) will contribute to granting the award. Applications are currently open, and will close on midnight on Friday, May 13, 2022.

To promote the grant program, and encourage NJGCA owners to take advantage of these available funds, our Member Benefit Partner (MBP) FreeWire hosted two online seminars to educate members on this initiative. In doing so, FreeWire has offered to help NJGCA members complete and submit an application, assist in developing a unique site-plan for each location, and highlighting the unique properties of their proprietary EV charging solution. You can visit the NJGCA website to review one of the seminars and/or reach out to FreeWire Account Executive, Graham Warnock, for additional details. Contact Graham at gwarnock@freewiretech.com or at 443.564.3303.

Environmental Mandates and New EVs on the Horizon

Critics of battery EV acceptance rightfully point out that consumer reception and market forces will ultimately determine the definitive acceptance of such products. All the incentives and programs in the world will not "convert" consumers if the products fail to live up to expectations. This means any future consumer pool must find EVs near-comparable to vehicles powered by internal combustion engines (ICE); or EVs will only find limited use and acceptance by motorists. Amplifying this sense of urgency are looming government mandates that seek to reduce carbon emissions to combat global climate change and curtail the sale of ICE powered vehicles.

What types of drastic steps are being taken? Looking around the world, some cities are creating "zero emission zones," while other authorities will ban the sale of ICE powered vehicles entirely.

For instance, Paris has created an initiative that will create a "zero emissions zone" beginning in 2030. In doing so, gasoline and diesel-powered vehicles will not be allowed to circulate through areas of the city. Rather, only EVs and hydrogen fuel cell vehicles will be permitted to travel within such zones. Similarly, London is expanding its existing Ultra Low Emission Zone (ULEZ). The ULEZ was created in April of 2019 and was limited to a small area and charges motorists a daily fee for operating within the Zone. In October 2021, this area was greatly expanded to incorporate most of the inner city. In 2023,

the zone will cover nearly all of Greater London; an area of over 600 square miles.

Meanwhile, some countries will ban the sale of diesel and gasoline-powered vehicles outright. Sweden, Israel, Iceland, Germany, Greece and Singapore have varying plans to outlaw the sale of new gasoline and diesel-powered cars by 2030. Others will follow suit in 2035, 2040, and beyond.

Many policy experts are watching such developments with great interest, even as other global authorities grapple with the effects of climate change and the desire to reduce carbon emissions. In each instance, regulators and policymakers are anticipating that the huge investment in these technologies will result in future EVs becoming cheaper and reliable for the masses; thereby allowing ICE-powered vehicles to be phased out over time.

Could such sweeping initiatives be implemented in America? It is very likely, and chances are plans are already on the drawing board.

Looking closer to home, the California Air Resources Board (CARB) has proposed a rule that would require all new cars sold to be zero emission vehicles (ZEVs) certified by 2035. Ultimately, this would mean all new passenger cars and light duty trucks sold by 2035 would be ZEVs; and all new fossil fuel powered cars would be banned for sale. Looking further into the future, CARB also has plans to extend this mandate to medium- and heavy-duty vehicles by 2045 (if feasible).

These examples of government-imposed mandates have had an obvious impact on OEMs, suppliers, and the greater industry. The result? OEMs are investing heavily in EV and battery technologies; and will continue to do so for years to come.

According to a recent Reuters report in November 2021, automakers are collectively investing over half a trillion dollars in EV and battery development through 2030. It should be noted that only three years ago, Reuters estimated that these same companies were planning to spend nearly \$300 billion in this area. This means the industry's accumulated budget allocation to EVs and battery technology increased nearly 60% in only a few years. Together, this demonstrates the industry's shared consensus that EVs will play a significant role (though not majority volume) in the transportation landscape by the end of the decade.

For some automakers, the shift to EV development is not a passing fad, but an enduring strategic shift in how OEMs will allocate resources moving forward. In fact, select manufacturers are evening signally that they will no longer invest in ICE development and engineering; with a portion declaring that they will stop building contemporary internal combustion engines altogether. In February 2022, and in response to the anticipated implementation of "Euro 7" emissions standards in 2025, Nissan Motors announced that it would stop developing ICE powertrains for Europe. Volvo Cars recently announced that it will stop selling all ICE powered vehicles (including hybrids) in all markets by 2030.

Though some automakers are immediately stopping development, others are seeking a longer-term sunset for contemporary fossil fuel powered engines. In November 2021 General Motors, Mercedes-Benz, and Jaguar Land Rover announced they aimed to stop selling gasoline and diesel powered vehicles by 2035; while Honda announced in April 2021 that it would phase out internal combustion engines by 2040.

The above aside, it should be noted that automakers remain apprehensive. While huge sums of money have been (and will continue to be) invested in these technologies, there is no guarantee that consumers will adapt to these changes. This ambiguity foreshadows a real possibility that current investments will take years to be profitable and the initial capital outlay is amortized.

The US Energy Information Administration (EIA) predicts that the EV segment will grow from less than 1% of the global light-duty vehicle fleet (products 8,500 lbs. or less) in 2020 to 31% in 2050. To comply with mandates and calm investors, companies are cooperating with each other. In our last edition, we mentioned that OEMs such as General Motors and Tesla were finding non-OEM “retail partners” (i.e. Verizon, Hertz) to make major vehicle purchases or invest in their EV operations. Doing so would not only help bring additional capital to vehicle R&D, but also help amortize and spread out the massive engineering costs to other industries.

Such cross-industries cooperation hasn’t stopped there. Electronic giants such as LG, Panasonic, and Sony have already announced battery development cooperation with existing OEMs. In March 2022, we learned that Sony wants to take their involvement a step further. They launched a new subsidiary, Sony Mobility, and teamed up with Honda to produce an electric vehicle. Even the years-long on-again/off-again persistent rumors that cellphone and consumer electronic icon Apple is exploring a foray into EVs have heated up again.

Such pairings aside, we now know that some traditional OEMs are adding to their existing partnerships to bring new vehicles to market. In April 2020, General Motors and Honda announced an EV partnership that would utilize GM’s proprietary Ultium battery technology (see below). Fast forward to April 2022, GM and Honda have jointly announced that they will expand their partnership to tackle “affordable” sub-\$30,000 products. Mind you, the 2020 GM/Honda EV partnership is being extended before the fruits of the existing partnership (which include the Cadillac Lyriq, Honda Prologue, and Acura ADX) have even hit the market! In furthering their cooperation to vehicles beneath the \$30,000 threshold, GM and Honda hope to bring an “affordable” option to EV customers. If EVs are to find genuine acceptance among mainstream buyers (and not just luxury-oriented and sportscar-intended consumers) then offering relatively “inexpensive” products is critical.

On the affordability front, it should be noted that continuing federal and state incentive still may apply for a qualifying EV purchase. Under existing federal IRS Code Section 30D(a), consumers are eligible for a tax credit between \$2,500 and \$7,500, depending on the capacity of the battery (and the total number of units sold). Furthermore, New Jersey launched a \$5,000 “point-of-sale incentive” program for the FY2022 called “Charge Up New Jersey.” The program ended in September 2021 when funds were depleted, but the Legislature is hoping to re-fund the program in the new FY2023 budget. Taken together, this means that aggressively priced products (such as the GM/Honda sub-\$30,000 vehicle partnership) could very well deliver affordable EV offerings to the masses in the mid-\$20,000 range once federal and state incentives are tabulated. This will easily put EVs into the reach of everyday, middle-class consumers – like those who patronize your service station, repair shop, and convenience store.

There are numerous EV products currently on sale. This includes vehicles like the Kia Niro EV, Volkswagen ID.4, Chevy Bolt EV, Hyundai Kona EV, Polestar 2, Hyundai IONIQ 5, Nissan Leaf, Mini Hardtop 2 Door Electric, Mustang Mach-E, Rivian R1T, GMC Hummer EV (pick-up), Porsche Taycan, Mercedes-Benz EQS, and the entire Tesla model range (Models S, 3, X, and Y). Still, there are many more on the way, and everyone is jumping into the segment in the next four years. The growing list of new (and newly announced) EV products has grown to encapsulate nearly every major OEM, and include:

- Acura ADX (Expected 2024)
- Audi A6 e-tron (Expected 2023)
- Audi Q4 e-tron and Q4 Sportback e-tron (Expected 2022)
- Five Bentley Models (First model expected in 2025)
- BMW i4 (Expected 2022)
- BMW i7 (Expected 2023)
- BMW iX (Expected 2022)
- Buick SUV (Unnamed, Expected 2025)
- Cadillac Lyriq (Expected 2022)
- Cadillac Celestiq (Expected before 2025)



Bentley EXP 100 GT Expected 2025

Chevrolet Silverado EV (Expected 2023)
 Chevrolet Blazer EV (Expected Spring 2023)
 Chevrolet Equinox EV (Expected Late 2023)
 Chevrolet Compact sub-\$30,000 SUVs (Expected 2027)
 Chrysler Airflow (Expected 2025)
 Dodge eMuscle Car (Unnamed, Expected 2024)
 Faraday Future FF91 (Expected 2023)
 Fisker Ocean (Expected Late 2022)
 Fisker Pear (Expected 2024)
 Ford Explorer EV (Expected 2023)
 Ford F-150 Lightning (Expected 2022)
 Genesis Electrified G80 (Expected 2022)
 Genesis GV60 (Expected 2022)
 Genesis Electrified GV70 (Expected Late 2022)
 GMC Hummer EV (SUV, Expected 2023)
 GMC Sierra EV (Expected 2023)
 Honda Prologue (Expected 2024)
 Honda Compact sub-\$30,000 SUVs (Expected 2027)
 Hyundai Ioniq 6 (Expected Late 2022)
 Hyundai Ioniq 7 (Expected 2024)
 Jeep Wrangler EV (Expected 2023)
 Jeep "Compass" EV (Expected 2023)
 Kia EV9 (Expected 2023)
 Lagonda All-Terrain (Expected 2023)
 Lexus RZ450e (Expected 2022)
 Lincoln "Mark E" SUV (Expected 2024)
 Lotus Eletre (Expected 2024)
 Maserati Grecale Folgore (Expected 2023)
 Mercedes-Benz EQA (Expected 2022)
 Mercedes-Benz EQB (Expected Late 2022)
 Mercedes-Benz EQE (Expected Late 2022)
 Mercedes-Benz EQG (Expected Late 2023)
 Nissan Ariya (Expected Fall 2022)
 Polestar 3 (Expected 2022)
 Polestar 4 (Expected 2023)
 Polestar 5 (Expected 2024)
 Porsche Macan EV (Expected 2023)
 Ram 1500 EV (Expected 2024)
 Rivian R1S (Expected 2022)
 Sony Vision-S 02 Concept EV (Expected Late 2022)
 Subaru Solterra (Expected 2022)
 Tesla Cybertruck (Expected 2023)
 Tesla Roadster (Expected 2023)
 Toyota bZ4X (Expected 2022)
 VinFast VF8 and VF9 (Expected 2023)
 Volkswagen ID.Buzz (Expected 2024)
 Volkswagen ID.Space Vizzion (Expected 2022)
 Volvo XC60 (Expected 2024)
 Volvo XC90 (Expected Late 2022)



Ford F-150 Lightning (Expected 2022)



Honda Prologue (Expected 2024)



Mercedes-Benz EQB (Expected Late 2022)



Tesla Cybertruck (Expected 2023)

As can be seen above, a significant number of vehicles will debut between 2023 and 2025, with more models anticipated by the end of the decade. Will your customers purchase one? Will you be ready to

charge their EV or service their vehicle?

Battery Advancements, Software, and Material Composition

A key factor in the recent investment in EVs has been the notable advancement in electric battery technologies. As mentioned above, traditional consumer electronic companies like LG, Panasonic, and Sony have been made marked contributions in developing a new generation of batteries to satisfy automotive OEM customers. This includes not only engineering longer-lasting batteries, but also power-dense units that can be quickly recharged to satisfy motorists on the go.

Not to be outdone, some automotive OEMs are also actively investing in this space to both control costs and directly spread out their investment.

In this edition of the Energy Examiner, we'll take a closer look at General Motors' proprietary "Ultium" EV batteries (co-developed with LG Chem) and associated platform technologies.

From a very basic standpoint, GM has engineered a family of modular systems that incorporates electric motors, software, and batteries together. In learning lessons from the earlier GM EV1, Chevy Volt, Cadillac ELR, Chevy Bolt EV, and their hydrogen vehicle program, the General has developed a platform that combines these elements into a kind of "skateboard" that underpins the vehicle.

Think of it much like a body-on-frame chassis under most contemporary pick-up trucks (or how body-on-frame chassis once underpinned sedans and coupes years ago before switching to monocoque/unibody construction). The battery power cells and drive components are incorporated into a single unit beneath the vehicle body. Propelling the "skateboard" will be a mixture of three different oil-cooled axial flux electric motors. Using a combination of these motors (depending on application) will mean that a vehicle can easily be set up with front-wheel drive, rear-wheel drive, or all-wheel drive – with the motors installed near the wheel hubs of the platform itself! The vehicle body then sits on top of a common "skateboard" to create unique products. The suspensions, motors, and configuration are tailored to each vehicle and product use; but the "skateboard" shares many common components between vehicle lines. This saves manufacturing complexity, but also means that such common sets of components can be shared between many different vehicles to reduce costs.

The reuse of an existing platform for multiple products is not a novelty, as many contemporary vehicles share a platform and electronic architecture between vehicle lines. For example, the Toyota "K Platform" is a front wheel drive-based platform that underpins the Toyota Camry. However, different iterations of the same platform have been used within Toyota for other products. In fact, earlier versions of the K Platform underpinned the Toyota Avalon, Highlander, Previa, Sienna, and Venza; in addition to the Lexus ES-series and RX-series of vehicles. There are many such examples across the auto industry that replicate this approach.

However, for GM and their new EV products, this commonality in reusing key elements is key to delivering new products affordably. Combining the Ultium batteries and Ultifi operating architecture monitoring software will (eventually) enable GM to produce EVs profitably and lower the entry cost for motorists. This is important to note since most industry analysts believe OEMs will lose money on every EV they sell over the short-to-medium term. That's because significant capital investments must be paid off before automakers realize any profits.

Another benefit to this approach is that the combination of battery cells, operating system software, and motor architectures means that the technology itself is scalable. Meaning that a common set of components can be enlarged (or shrunk) for a particular vehicle footprint. What's more, in cutting down on individual vehicle complexity, GM foresees approximately 19 battery/motor combinations. Comparing that relatively small number to the current range of 550 ICE/platform combinations, and one can imagine that GM will also significantly save on labor and manufacturing costs. These points aside, it is the

chemical composition and design of the Ultium batteries may give GM (and its partners) an advantage in the EV marketplace.

From a design perspective, it should be noted that some automakers use “laptop electronic” style batteries to power their vehicles. This style of batteries already existed in the consumer electronic landscape and were easy to source from suppliers. Putting it into perspective, using “off the shelf” battery supplies is what enabled Tesla to get their products to market so quickly. General Motors, on the other hand, has steered clear of using cylindrical-shaped “laptop” battery cells in favor of a unique “pouch style” cell design. These pouches can be arranged in a variety of shapes depending on the vehicle’s “skateboard” platform, can be more easily recycled at the end of their lifespan, and are power dense.

Design aside, the chemistry in the Ultium batteries is also different.

The typical batteries used in hybrid and electric vehicles from ten or twenty years ago were constructed from nickel-metal-hydride (NiMH) or lithium-ion (Li-ion). NiMH use hydrogen to store energy, along with nickel and additional metal (like titanium or vanadium); while Li-ion are made from carbon and lithium. Li-ion batteries are more power dense than NiMH and charge/dispense energy quickly. NiMH, alternatively, are cheaper to manufacture since they use less expensive components. Each are equally durable, but NiMH can last longer in extreme temperatures. Both batteries use a combination of rare-earth metals, such nickel, cobalt, manganese, lanthanum, or cerium, as well as less expensive metals like aluminum.

Previously GM used a Li-ion style battery in the current Bolt EV (and early, the Volt). However, the chemical composition in the new Ultium battery uses 70% less cobalt than what is currently used in the Bolt EV. This means that the nickel-manganese-cobalt-aluminum (NMCA) in the battery can be made more affordably; without sacrificing durability and power dispensing/charging times.

From a power-cost perspective, the Ultium battery technology costs 60 percent less than the cells used in the Bolt EV, while doubling the power density and remaining DC-fast charging capable.

Packaging-wise, battery cells together can be combined to make a battery module. The modules can then be “stacked” into packs that can be tailored to each vehicle. For example, a lighter/smaller vehicle could use as little as 50 kWh from six-module packs. A large product like the Cadillac Lyriq would use 100 kWh to deliver more than 300 miles in range.

The Ultifi software is also an important component to GM’s EV efforts. The software functions as an operating system, but also enables over-the-air updates and vehicle communications (vehicle-to-vehicle, e-commerce, motor monitoring, etc). Just like your cellphone or laptop, this means that the operating system can be updated remotely to use the existing battery power more efficiently. It may also deliver self-driving technology once appropriate regulations are enacted, and update the driver if/when newer battery packs are available to upgrade the vehicle’s power and range.

There has been a great deal of interest in GM’s proprietary Ultium batteries and related software; so much so that GM has offered to share the technology with other automakers to reach critical scale and drive down prices.

As noted above, GM and Honda have already agreed to use the Ultium technology on the Cadillac Lyriq, Honda Prologue, and Acura ADX. However, even before those products hit the market (in late 2022, through 2024), the parties have extended their Ultium-sharing partnership to co-develop additional sub-\$30,000 products.

Recognizing the enormous investment OEMs will make to engineer BEV models, it is entirely plausible that other automakers will approach GM to supply key proprietary components (or an entire vehicle) to their efforts. The pressure to innovate while comply with existing government mandates and a public concerned about climate change, can only force automakers to cooperate and share resources as the industry moves past ICE-only solutions and embraces alternative modes of propulsions. ■



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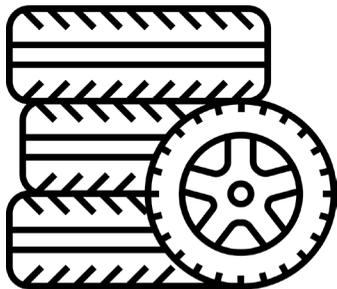
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NJGCA recently sat down to interview Nick Vassallo, President of Jersey Wholesale Tire Corporation to ask him what is important for YOU when selecting a tire supplier for your business. Here is what he had to say:

1. "First of all, with the many options out there for getting the tires your business needs, it is important to think of your tire supplier as a strategic partner. It's best to select a partner that adds value and will be there for you when you need them."

He further says there are four most important things to consider when choosing a supplier.

2. Service – Do they have a quality Customer Service team with years of tire experience? Can they provide you with expert tire knowledge and advise you on the best product options for your need? Make sure you partner with a supplier that has people you can call for advice who are knowledgeable, not just "order takers"

3. Product – Does your supplier stock the tires your customer needs? If they do not have it in stock, will they source the tire for you and deliver it the next day?

4. Location – Where are your tires shipping from? Can your supplier deliver to you on short notice? Multiple times per day?

5. Credit – Does your supplier offer you 30-day terms? Or will you have to pay COD?

6. Support - What happens when your customer comes back with a tire problem? Will your supplier tell you to contact the manufacturer, or will they process the warranty claim and get you a credit in a timely manner?

7. "Who you partner with has a direct impact on how happy your customers will be. Choosing a tire supplier you feel good about coming back to again and again will keep your customers returning to you."

In closing, Nick says they are excited about being a member of New Jersey Gasoline, C-Store, Automotive Association! Remember, your customers depend on you to be the expert regarding their vehicle's maintenance, especially tires. JWTC can help. Their customer service team is made up of experienced "tire people" with an average of more than 11 years each of industry experience. The JWTC team can answer any questions you may have regarding tires, such as brand selection, speed ratings, mileage warranties, treadwear, and more. JWTC has asked that we wish every NJGCA member a safe and prosperous summer driving season!



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CLOSE CALL: Hero Tow Truck Driver Rescues Motorist From Burning Sedan On NJ Turnpike

Reprinted with permission from the author, Jerry DeMarco

This article, featuring NJGCA member Nick's Towing was originally published in the Daily Voice January 24, 2022



HERO: A passing tow truck driver helped a motorist from his burning car on the New Jersey Turnpike seconds before it was engulfed in flames.

Nick's Towing Service driver John Tashian of Paramus was returning from a job in Newark when he saw the burning vehicle just off the road in Kearny at 2:15 a.m. Sunday, said his boss, Nicholas F. Testa.

Tashian called a Nick's Towing Service dispatcher who, in turn, notified the Turnpike Authority. He then ran to the car to help get the driver out.

They had gotten a safe distance away when it went up in flames, Testa said.

Kearny firefighters doused the blaze.

New Jersey State Police didn't have to call a tow truck, of course. Tashian brought it to Testa's tow yard in Rutherford.

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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 2022 Member Benefit Partner Brochure will be in mailboxes soon. New MBPs to our program 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
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
CASHA & CASHA LLC. - Legal Services
CBIZ INSURANCE - Business, Garage Liability, Home and Auto Insurance
C-3 TECHNOLOGIES - Tank and Vapor Testing, NJDEP Compliance
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
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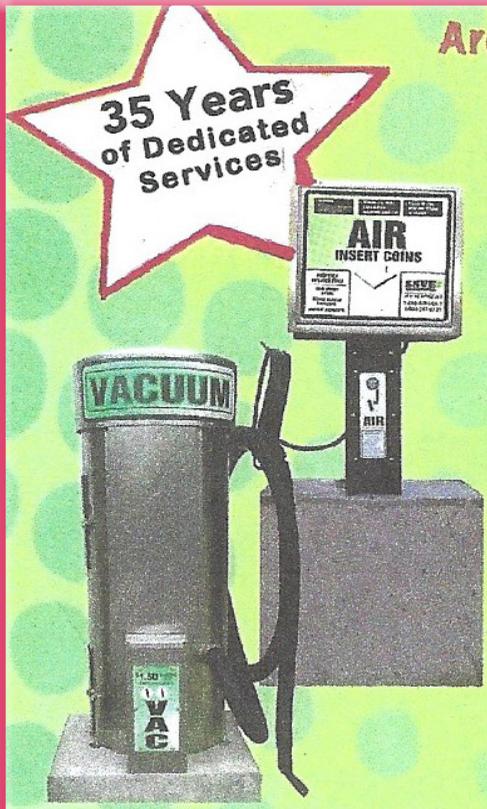
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