



October 2022 Bulletin

Pass Me Along to Share with other Stations!

ASSOCIATION CONTEST

CONGRATULATIONS TO THE SEPT 2022 CONTEST WINNER OZZY'S AUTO CLINIC, PEEKSKILL, NY. Please read through this bulletin for your chance to win!!! Call the office with the correct answer to the trivia question and you will be entered in the monthly drawing for a chance to receive a free month's dues; a value of \$45.00.

ATTORNEY'S CORNER

EV PART 3

I wrote Part 2 from the viewpoint of today's EV owner. This Part 3 is from the viewpoint of the current gas station and repair shop owner.

Gas stations and repair shops have been fixtures in our world for a century or more. How often do we hear, "My father and uncle owned this station and now that they are gone, they left it to me 45 years ago.

I made changes, expanded the repair shop, and had enough land space, (we are on a corner lot in a high traffic area), to expand the building and put in a large C-Store. I've made a good living for myself and my family. My gas station is the middleman between the fossil fuel industry and drivers. Customers gas up, stop in the store for a lottery ticket, tobacco, a cool drink and a premade sandwich or ice cream for the kids. Now the government tells me that they want to help me!"

The government wants to phase out gas powered cars in favor of EVs which they hope will take over the new car market. The gas and repair shop business won't disappear overnight, but obviously there's going to be sharply declining demand.

Unless there are dramatic improvements in charging times, current gas stations are not configured for charging cars. Many shops don't have enough space, and cars would have to park for too long to get charged. Many current customers who switched over to EV's will either charge at home, at work, or in parking lots while they engage in other activities. Many of them are using Level 1 chargers at home and take hours to fully recharge a battery, which is perfectly acceptable for charging a vehicle overnight. Of course, home insurance coverage with attached garages will inevitably be faced with increased premiums due to the danger that a battery may cause a fire. It is reported that the average EV can travel 260 miles on a single charge, so most people only need to plug their cars in once a day. They don't have to stop in and visit the C-store. In addition, EVs don't need the kinds of repair and maintenance of conventional vehicles, so that the function of gas stations and repair shops will take a big hit.

To adjust this business model for the EV era, the technologically advanced businessperson should think about installing Level 3 chargers, which can deliver 3 to 20 miles of range per minute. Installed alongside the station's "old" dispensers and at the Convenience Store, spending 5 minutes in the Convenience Store could mean 15 to 100 miles of range for the EV depending on and if the EV can accept a Level 3 charger. Some of these fast chargers make EV charging almost as speedy as filling up a gas tank the old-fashioned way, and they're much faster than what people typically use at home. There are 3 levels of charging. The main differences between the three levels are: charging speed, cost (of purchase *and* installation) and the infrastructure required to sustain the system. The higher the level, the more those numbers go up.

There is a huge downside, the cost of EV chargers may rival the current cost of "top and bottoms" (new tanks, piping, and dispensers) today. The Level 3 charger itself can cost tens of thousands of dollars, which is a tough expense for any small business. The overall cost can be much more, since installation here involves drilling through asphalt and laying electrical wiring, and the purchase and installation of transformers to boost the overall electrical capacity of the site.

Installing just four EV Level 3 chargers would cost about half a million dollars.

Not visiting a C-Store, charging stations are usually located in out of the way spots, and they may not be the safest locations. It is made all the worse by the fact that an EV driver needs to hang around the location for 20 or 30 minutes to charge enough to get home or to work. Doesn't seem inviting.

There are, however, a large number of Level 3 chargers built by private companies like Blink, Electrify America, and ChargePoint. These companies install their chargers in places with parking spots connected to the grid, where EV drivers can find something to do while charging, like go to a grocery store or a restaurant or even a C-Store. Remember when many sites did a deal with a wand car wash, air pump, propane exchange for a share of the revenue? There could be deals out there.

A gasoline retailer and C-store owner and even a repair shop may have to redevelop the site to accept multiple Level 3 chargers. Is the grid able to handle the increased load? This is but one question that needs to be answered. I suspect that I will have to do a Part 4 devoted only to EV chargers.

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President Biden Calls on Gas Station Operators to Drop Prices

WASHINGTON, D.C. — President Biden is calling on gas station operators to lower their prices for fuel per gallon to keep in line with dropping oil prices.

In the third meeting of the White House Competition Council on Sept. 26, Biden said that while crude prices fell sharply last month, it has taken a "long time" for the drop in price to trickle down to the consumer.

"We haven't seen the lower prices reflected at the pump though. Meanwhile, oil and gas companies are still making record profits — billions of dollars in profit," he said. "My message is simple. To the companies running gas stations and setting those prices at the pump: Bring down the prices you're charging at the pump to reflect the cost you pay for the product."

In an interview with the *New York Post*, Bob Bilbruck, CEO of business strategy firm Captjur, told the news outlet that Biden was "way off base."

"I grew up in the convenience store gas station business. Margins are razor-thin in these operations, and depending on their relationship in the buying ecosystem, they may be buying from a bulk fueler or directly from the producer [so] we are talking very little difference in prices," he said.

Since gas station owners work on small margins, they are under "constant competitive pressures from the station next door to keep their prices competitive," Bilbruck explained.

"This is simple supply and demand. You have less drilling going on and less oil and gas being refined — prices go up," he told the *Post*.

As of Sept. 26, the national gas average was \$3.72. That price is 14 cents less than one month ago, but 54 cents more than a year ago, as *Convenience Store News* reported.

On Sept. 23, the price of oil slipped below \$80 a barrel for the first time since January, primarily due to fears of a recession-led global economic slowdown.

Additionally, at the close of the formal trading session on Sept. 23, West Texas Intermediate decreased by \$4.75 to settle at \$78.74. Crude prices reached a point not seen since early January 2022, as the market continues to worry that efforts by the Federal Reserve to curb inflation could lead to a recession. If a recession occurs, crude demand and prices would likely decline, according to AAA.

As seen in Convenience Store News



NYVIP 3 is scheduled to begin December 1, 2022. For those of you who are inspection stations, if you haven't done so by now, you should register your station and start the process to purchase the new equipment. You can do this all on-line. Just visit www.nyvip3.com

Step 1. STATION ACCOUNT REGISTRATION.

Register your Station to gain access to complete a Station Participation Agreement, manage Station information and purchase NYVIP3 equipment.

- Your username is the same as your facility number.
- Create a password.
- Your newly created account will allow you access to execute a station participation agreement.

Step 2. SIGN STATION PARTICIPATION AGREEMENT

Complete NYVIP3 Station Participation Agreement online to become eligible to purchase equipment for your Station.

- The Station Participation Agreement is the contract between your station and Opus Inspection.
- Your electronic signature (acceptance) will execute the contract.

Step 3. ORDER EQUIPMENT

Order NYVIP 3 equipment.

- They offer wired and wireless options for all level packages. Simply choose the package that best fits your needs.
- They offer Purchase or Operating Lease options for payment.
- Your equipment will be delivered with an Installation Manual and access to step by step video instructions. Operating software will be preinstalled and peripherals will be plug and play. A dedicated help desk will be available to assist users by phone.

If you reach a problem you can call the OPUS help desk at 866-623-8378, or 518-203-3315.

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BP Joins Forces with Hertz to Accelerate Electric Vehicle Charging

A national network of charging stations will be powered by BP Pulse.

HOUSTON — BP is teaming up with Hertz to develop a national network of electric vehicle (EV) charging stations powered by BP Pulse, the company's global electrical and charging solution brand.

A recently signed memorandum of understanding sets the foundation for Hertz and BP to drive the future of mobility and accelerate EV consumer adoption, according to the company.

The agreement includes the management of Hertz's charging infrastructure by BP Pulse and the customization of its Omega software, which will support Hertz's fleet of electric rental cars by automating charging when the power price is low, while providing real-time visibility to EVs, chargers and power usage.

Hertz's footprint across North America will allow BP Pulse to build and manage a network of fast-charging hubs to serve the general public and Hertz customers, including taxi and ride sharing drivers.

"This is a landmark moment. It shows the power of bringing together BP's digital and operational capabilities with a partner like Hertz," said Vic Shao, founder of Amply Power and president of BP Pulse's fleet division in the United States. "Together with its industry-leading electrification ambitions, we can change the future of electric rental cars."

Hertz has assembled a fleet of EVs through large-scale purchases from Tesla, Polestar and General Motors. Its objective is for a quarter of its fleet to be electric by the end of 2024, with continued growth through acquisitions from various EV manufacturers.

The rental car company expects its partnership with BP Pulse to substantially expand its national charging footprint. "Hertz is accelerating the adoption of electrification by investing in the largest rental fleet of electric vehicles in North America and expanding the availability of charging stations," Hertz CEO Stephen Scherr said. "We are excited to partner with BP Pulse to create a national charging infrastructure for the Hertz EV fleet, thereby growing the number of charging options available to our customers and providing them with a premium electric experience and lower emission travel options."

BP acquired fleet charging and energy management company Amply Power in 2021 as part of its commitment to grow mobility and fleet products and services in North America. Amply Power was later rebranded as BP Pulse and began

installing charging infrastructure at 25 Hertz rental locations in multiple states in 2022.

"It's brilliant to be joining forces with Hertz — quite simply, they are one of the biggest names on the road," said Bernard Looney, CEO of BP. "Working together to deliver charging facilities and design solutions, we believe we can take the EV driving experience to the next level for U.S. customers. And this is just the start for BP Pulse in the United States."

BP Pulse is expanding its global network of high-speed charging for cars, light commercial vehicle, and trucks with the goal of reaching more than 100,00 chargers by 2030, with about 90 percent of those being rapid or ultra-fast chargers. The company also is partnering with fleet operators to accelerate the electric transformation of their fleets.

Houston-based BP has different retail models across the U.S., ranging from company-owned retail stores, strategic partnerships, brand licensing, wholesale, business-to-business, dealer-owned and franchise-owned. Its mobility and convenience brands in the U.S. currently include BP, Amoco, *ampm* and Thorntons.

As seen in Convenience Store News



Effective January 1, 2023, eligible employees will be able to take up to 12 weeks of Paid Family Leave (PFL) at 67% of their average weekly wage.

The NYPFL benefit is capped at 67% of the Statewide Average Weekly Wage of \$1,688.19. The maximum weekly benefit will be \$1,131.08.

The 2023 payroll contribution is 0.455% of an employee's gross wages each pay period. Payroll contribution is capped at an annual maximum employee contribution of \$399.43.

Effective January 1, 2023, the list of family members for who eligible workers can take PFL will expand to include care for siblings with a serious health condition. This includes biological siblings, adopted siblings, stepsiblings, and half-siblings.

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CLASSIFIEDS

For Sale: West. Cty NYS Insp. Mach. & Lic. including window tint meter. asking \$20,000 obo. Auto repair shop of over 30 years closing. All equipment & tools for sale call Ed at 914-659-0453.

For Sale: Various ½ " & ¾" Drive Socket Sets, extensions, 1 Lincoln Grease Gun Cartridge (**BATTERY POWER**), misc. shop tools & supplies, 1 Ammco Combo Brake Lathe, Rotors & Drum & all adaptors, 1 Ammco Little Giant Brake Drum Lathe, 1 MGO Pump for Drum, 1 Elect Parts Washer, Portable Engine Crane, Engine Stand, 1 Hoppy Laser Headlight Aimer, Various Jack Stands Different Tonnage, 4 Floor Jacks Various Tonnage, 1 Snap-On EVAP Smoke Machine (**BRAND NEW**), 2012 Honda Rancher ES ATV w/ plow & Craftsman Ride On Lawn Mower. Contact: Tony Zeppieri at 914-494-8338 for pricing.

For Sale: You can be your own boss! Est. shop that specializes in trailer repair, snowplow and salter sales, parts and repair. We also offer vehicle up-fitting. We sell and install numerous truck bodies. The shop is geared towards landscapers and contractor's needs. Service center has an excellent reputation that repairs all makes and models of box trucks, utility trailers landscape and boat trailers. Welding and fabricating repairs/parts as needed. We have the ability to make hydraulic hoses that we make on site. The showroom that is fully stocked with inventory. The shop can fit 4 vehicles inside. Shop equip. includes: 2 post lifts, torches, welder, tire changer, balancer, band saw, drill press, work benches & more. There is also a private office. We are an authorized BOSS snowplow, Ramp Rack, Buyers and Woolwax dealer. Motivated to sell IMMEDIATELY due to relocating out of the area. Great opportunity to get in now during the snow season. Please call 845-590-5800 for more information.

For Sale: Pwrsrts Dlrshp for sale, Motorcycles, ATVS, UTVS, Snowmobiles, Generators/power washers. Parts / Service dept. 8500 sq. ft. building on 8 acres. Rent or buy. Kawasaki and Arctic Cat, Kymco, Generac generators. We are located on the Newburgh/Marlboro NY, RT 9w. High traffic road. Check our website bigboyztoysny.com Call Tony 845-781-3082 cell.

For Rent: Rare opportunity. Two bays for rent with Inspection machine. Pleasantville, NY., Good clientele at gas station. High Visibility. Call (929)-323-6800.

REFERRALS

If you know of a station that needs our services and is interested in becoming a member, refer them to us and upon signing you will receive a \$50.00 Amazon gift card. If you know of someone interested, please contact our Sales Representative Bill Griese at 914-227-0144.

SCHOLARSHIP RAFFLE TO BENEFIT THE JOSEPH ENGELDRUM MEMORIAL SCHOLARSHIP

Don't forget your raffle tickets and the \$1,000.00 scholarship raffle. The donation for a raffle ticket is \$25.00, and the prizes are as follows: First Prize \$2,500.00; Second Prize \$1,000.00 and Third Prize \$500.00.

This drawing will be held at the Board of Directors meeting in December 2022. The winners of all prizes will be notified then.

If you would like to participate in the drawing you can call the office to set up a payment and we will send you the raffle ticket or you can call your representative to come to your shop.



TRIVIA QUESTION

What is the NYPFL benefit capped at for 2023? Call the office with an answer for a chance to win a free month's dues.

I hope you enjoyed reading this month's bulletin. If you have any questions, feel free to call the association. We are here to help you and your industry.

Regards,

Carla Obalde

Operations Manager