

New Jersey Green Automotive Repair Program

New Jersey “Green” Automotive Repair Council



Introduction

- Recognizing the environmental impact of automotive facilities” and then-upcoming Green initiatives, Government and industry leaders came together to develop the “Green” Automotive Repair Program in New Jersey (NJGARP).
- Started 2006 and officially launched Earth Day 2009.
- Fairly unique program in a distinctive State.



NJGARP Structure



Government and Industry Leaders

- The New Jersey Green Automotive Repair Program is currently a partnership between:
 - New Jersey Coalition of Automotive Retailers (NJ CAR)
 - New Jersey Gasoline C-Store Automotive Association (NJGCA)
 - Alliance of Automotive Service Providers (AASP-NJ)
- In collaboration with:
 - New Jersey Department of Environmental Protection (NJDEP)
 - New Jersey Motor Vehicle Commission (NJMVC)
 - As well as private sector and industry leaders



NJGARP Trustees & Council

- President – Alex Yankaskas, Director, Environmental Compliance Monitoring (ECM)
- Vice President – Michael Coppola, Safety Consultant (PSE&G)
- Treasurer – Robert May, NJ CAR Managing Director & Staff Counsel
- Secretary – Michael Soriano AIA, Cornerstone Architectural
- Mike Allen, Wholesale Auto Supply (WASCO), President
- Joe Amato, Amato Agency, President
- Jim Appleton, NJ CAR President
- Ky Asral, NJDEP Economic Growth and Green Energy
- Tom Berdnarz, NJ MVC Director, Inspection Services
- Charles Bryant, AASP/NJ Executive Director
- Ann Marie Carpo, T-Masters Collision Center, President
- Debbie Hill, NJGCA Director of Member Services
- Scott Hubbard, ECM Compliance Manager
- Brian Hughes, NJ CAR Director of Communications
- Jim Kowalak, Toyota of Morristown, Service Director
- Scott MacNeil, Cuda Metro Sales, President
- Dennis Rowley, Cherry Hill Volvo, Service Director
- Xavier Walter, The Energy Team, President



NJGARP Goals



- Promote “Green” practices with the State’s automotive repair facilities in an effort to minimize their impact on the environment.
- The NJGARP program offers the State’s automotive repair shops specific means to adopt green business practices that will conserve and protect New Jersey’s precious resources and reduce their environmental footprint.
- Efforts of the participating Green-facilities benefit the environment, the community, the consumer, and in turn, their businesses.



Why Green Shops?

- **Benefits the environment & community**
 - Reduces waste materials
 - Improves air/water/soil quality
 - Conserves our resources
 - It's the right thing to do
- **Benefits Green Facilities**
 - Good neighbor and public perception
 - Customer goodwill & loyalty
 - Creates media & marketing opportunities
 - Insurance incentives/options
 - Reduces operational costs**



Why Go “Green”?



- Most “Green” measures reduce repair and maintenance costs while making auto repair businesses safer, healthier places to work.
- Many consumers, even those who are not environmentally active, are still aware of the issues facing the environment and will pay a little more for goods and services from environmentally responsible companies.



NJGARP's Process



- Working together, the NJGARP Council and the NJDEP developed a checklist of green initiatives that auto repair facilities can implement to become more environmentally responsible.
- Above & beyond regulatory compliance.
- The 115-point list includes items such as:
 - Recycling practices
 - Energy and water conservation
 - Waste and waste water reduction & management
 - Waste fluids management
 - Pollution prevention measures**



NJGARP Process (cont.)



- Each item on the green initiative checklist has an assigned point value.
- To earn NJGARP's green certification, a repair facility must implement enough practices to score a minimum of 150 points per section.
 - Green efforts are verified through on-site inspections by:
 - Environmental Compliance Monitoring (ECM) and/or NJDEP
- NJGARP-Certified repair facilities must apply for recertification every two years
 - Improvement and verification required for renewal
 - Training/Education Options**



What we've found:



As well as:



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NEW JERSEY GREEN AUTOMOTIVE REPAIR PROGRAM, INC.



And:



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What we're looking for AND finding:



 **NJGARP**
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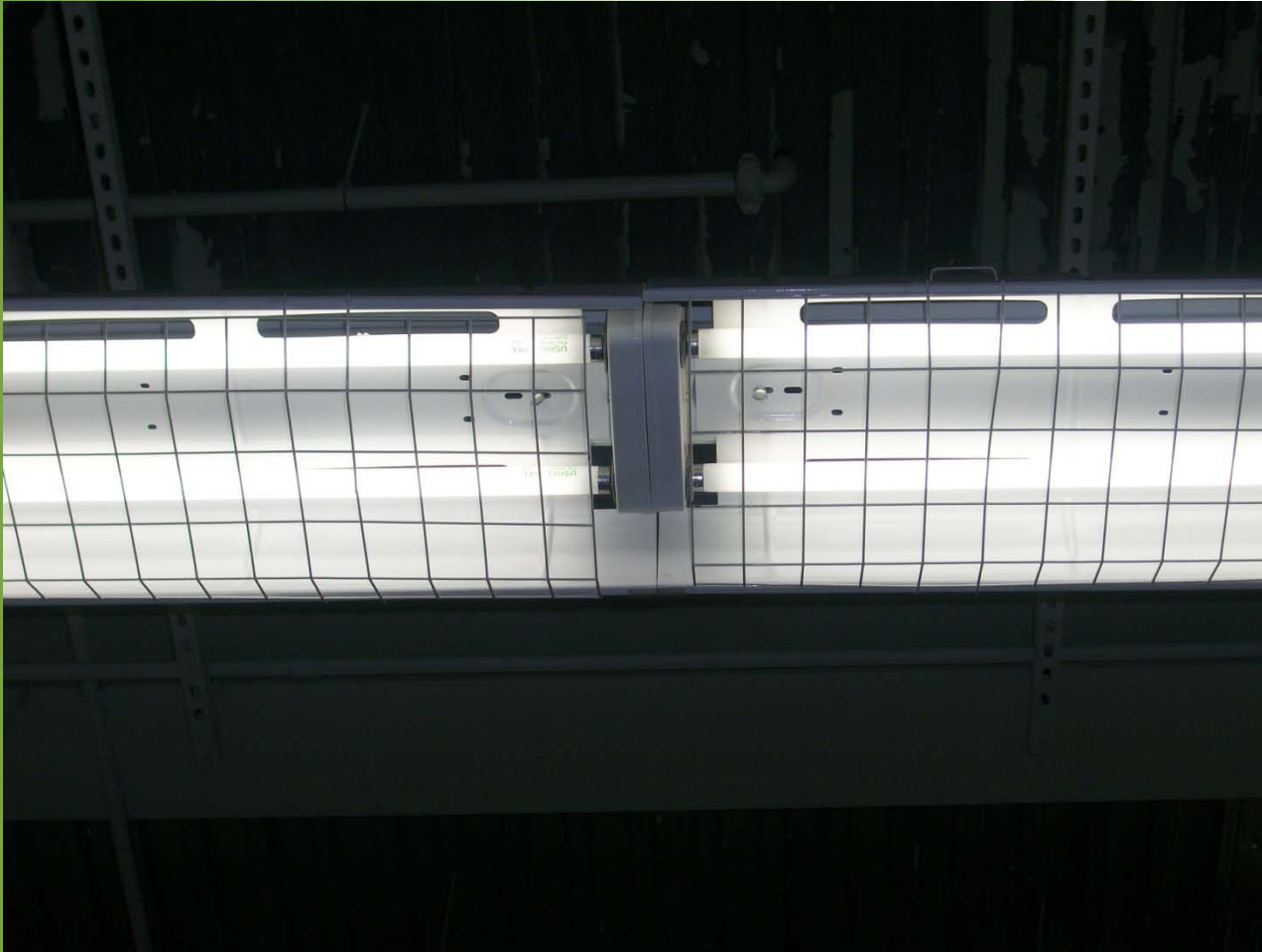
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Current 2011 NJGARP Green- Certified Facilities

30+ Green-Certified Facilities consisting of:

- Audi – 1
- BMW – 3
- Buick – 2
- Chrysler – 2
- Ford/Lincoln – 2
- Honda – 2
- Hyundai – 1
- Infiniti – 2
- Lexus – 1
- Subaru* – 4
- Toyota* – 3
- Independent Repair Facilities – 8
- Auto Body/Collision Repair – 2 (since Fall 2010)



Quantitative Measurements: Savings With “Green Practices”



- Refillable Spray Bottles vs. Aerosol Brake Cleaner = \$1,100
- Efficient Lighting and Controls = \$4,200
- On Demand Hot Water = \$2,000
- HVAC Total Estimated Savings = \$9,600
 - Natural Gas Heating
 - Insulate and Wrap All Duct Work
 - Properly Set and Seasonally Adjusted Controls
 - Tinted Windows

Annual Savings Utilizing 4 “Green Practices”
~\$16,900



Profits Through “Green Practices”



- **Recycling Practices**

- *Scrap metal @ 12,000 lbs/year x \$0.70 = \$8,400*
- *Batteries @ 360/year x \$4.00 = \$1,440*
- *Used oil @ 6,000 oil changes/year (20/day) x 5 qt = 7,500 gallons x \$0.50 (average) = \$3,750*
- *Catalytic converters @ 120/yr x \$30.00 = \$3,600.00*

Gross profit from recycling 4 items =

\$17,190



Savings With “Green Practices”



Company	City	State	Annual kWh Saved	R.O.I.	Annual Savings
Pacific Volkswagen	Hawthorne	CA	65,419	38%	\$10,673.45
Courtesy Chevrolet	San Diego	CA	84,406	60%	\$15,062.75
Galpin Ford	North Hills	CA	289,103	62%	\$26,033.65
Redlands Ford	Redlands	CA	142,901	123%	\$23,488.00
O'Donnell Chevrolet	San Gabriel	CA	72,514	75%	\$11,457.21
Sierra Toyota/Mitsubishi	Lancaster	CA	170,623	74%	\$23,379.49
Long Beach BMW	Long Beach	CA	97,694	40%	\$13,312.52
Glen Thomas Dodge	Signal Hill	CA	68,861	56%	\$11,603.20
Metro Infiniti	Monrovia	CA	108,158	53%	\$16,853.64
Sunnyvale Acura	Sunnyvale	CA	26,700	43%	\$4,668.57
Saturn of Torrance	Torrance	CA	53,867	65%	\$8,750.91
Scott Robinson Honda	Torrance	CA	137,676	44%	\$23,946.00
Quality Toyota	Corona	CA	183,516	123%	\$32,345.00
Autobahn BMW Pre-Owned	Ft. Worth	TX	117,827	53%	\$18,448.00
Autobahn BMW	Ft. Worth	TX	178,733	47%	\$28,013.00
Autobahn Jaguar	Ft. Worth	TX	133,879	55%	\$20,476.10
Autobahn Porsche	Ft. Worth	TX	20,007	35%	\$3,687.86
Autobahn Volvo	Ft. Worth	TX	102,724	53%	\$17,214.00
Autobahn Volkswagen	Ft. Worth	TX	161,839	47%	\$24,815.72
Total:			2,216,447 kWh		\$334,229.07
Average per Facility:			116,655 kWh	60%	\$17,591.00

From: www.nada.org/green and www.lime-energy.com



NJGARP Testimonials



- *“Working through the NJGARP survey opened up issues that snowballed but, when all was said and done, we realized an incredible \$150,000 in savings.”*

Flemington Car & Truck Country

- *“We switched our lighting to a more efficient & environmentally-positive choice and saw a 67% reduction in energy costs. Obtaining NJGARP Certification was an easy decision to make.”*

Mahwah Sunoco

- *“Just making a few changes to our waste disposal and cardboard recycling saved us a huge amount of money.”*

Toyota of Morristown



Where are we going?



- **Short-Term Goals**
 - Continued fine tuning of the process and procedures of the Program from application through certification
 - Develop quantitative measurements of green improvements
 - Expand and implement green-training options
- **Mid-Term Goals**
 - Continue establishing resource partners
 - Develop relationships with additional State associations as well as counterparts in other States
- **Long-Term Goals**
 - Assist with the development and roll-out of similar programs across the country

Recognized by USEPA SBEAP for Environmental Leadership



Conclusion

- **“Good environmental policies also translate into good business practices. When a repair shop conserves water and energy, it not only contributes to the overall good of the environment by reducing its carbon footprint, it also saves money.”**

Learn more at:

www.njgreenautorepair.org



QUESTIONS?



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