

**Quarterly
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June 2019
Issue - 8**

LEWIS & Raulerson, INC.

"Integrity Driven...Service Powered"

Est. 1938

Will Hydrogen Fuel Cell and Electric Vehicles replace the Internal Combustion Engine?

By: Bill Raulerson



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There has been a great deal of hype over Hydrogen Fuel Cell Vehicles (HFCVs) and Electric Vehicles (EVs) becoming the new mode of transportation in recent decades. The question becomes will these technologies overtake the Internal Combustion Engine (ICE) as our mode of transportation like ICE replacing the horse and buggy in the early 20th century? Based upon my research of others smarter than me, it will take decades if not a century to change America's appetite for fossil fuel. Today, there are 1.26 million EVs or 2% of the 85 million vehicles on the road. It is estimated by 2040 that this percentage may be slightly higher.

For discussion purposes, let me attempt to define HFCVs, EVs and the challenges the two technologies must overcome to compete with the ICE. You will need to revisit your high school chemistry book and study protons for HFCVs. HFCVs are just electric cars that store their energy as hydrogen instead of in a battery. It converts hydrogen into electricity (steam exchange). EVs are powered by electricity stored in battery. It runs on a battery powered electric motor. Both use electricity as fuel. While the EV market is growing and gaining traction (up 9% in 2017 from 2016), only 350,000 were sold in 2017 which represents 2% of the light-duty vehicles sold. While these vehicles offer some notable benefits; i.e., energy security, improved fuel economy and reduced emissions, there still exists challenges to bring this technology to the market place.

1. Costs for units – cheapest hybrid - \$20,000 up to \$100,00 for EVs. Manufacturers lose \$7,500.00 tax credit after 200,000 units sold
2. No Interstate road infrastructure – not enough charging stations – residential charger is \$500.00- must pay for electricity. Commercial charger - \$2,500.00-\$7,000.00.
3. Time to charge – 30 minutes to 12 hours
4. While maintenance cost may be half (\$500.00 per year for EVs vs. \$1,000.00 per year for ICE), the cost to run is more complicated – cost of batteries
5. Limited battery power/range – EVs – 100 miles and HFCVs – 300 miles
6. Limited environmental benefit – discussed later
7. Scalability
8. Electric powertrains not yet viable for use in the heavy duty tractor-trailer market. We haven't even discussed

the agriculture, transportation, industrial nor aviation industries.

9. Cold weather can reduce range of electric vehicles up to 40%.
10. Hydrogen Fuel Cell – more energy efficient (specific energy) more lightweight than EV – can store 236 x more energy in one kilogram vs. kilo of lithium batteries.
11. HFCV – build-out - \$1-\$5 M per site
12. HFCV – No infrastructure to produce, compress, transport and sell exists.
13. EVs – 75% efficient.
14. HFCVs – 60% efficient.

Back to environment – while Californians want everyone to go green, both of these technologies produce pollutants when it's created. Electricity comes from power plants that burn fossil fuel. These power plants produce global emissions; i.e., coal. EVs also require more minerals and energy to build than fossil fuel cars that produce more global warming emissions. EVs result in 3x more toxicity, mainly due to heavy minerals such as cobalt used in batteries.

Finally, let's look at the actual cost of E & P, shipping, refining and distribution for fossil fuels as we know it today. The five-year rolling average for retail has been \$2.74 for U.S. That's a deal. Infrastructure is in place; i.e., refineries, pipelines, terminals, distribution, retail and rolling stock. EVs cannot compete with the ICE on fossil fuels. Consider this:

Breakeven Cost		Per Barrel	Per gallon
35 years ago to drill	Saudi Arabia	\$3.00	\$0.07
	U.S.	\$15.00	\$0.35
Today	Saudi Arabia	\$10.00	\$0.23
	U.S.	\$36.00	\$0.84

Today crude is: Arab Extra Light - \$70.00/barrel and West Texas Intermediate - \$55.00/barrel. This excludes downstream costs; i.e., refining, shipping, transportation and retail. If technology gets close, the Saudis will just lower their margins until these technologies collapse like they did with the cheaters during agreed upon quotas and the great fracking rush. While many are investing in this new technology, which we encourage, I would continue to park my money in Black Gold/Texas Tea. You make the call.

OUR FOUNDERS...OUR HISTORY



Ernest Lewis, Founder
1898-1978



Bill W. Raulerson, Partner
1915-1987



Carl Howard Lewis, 2nd Generation



Grady Carl Lewis, 3rd Generation
1962-2012

A Long But Successful Journey

By: Connie Cofield, Business Development Manager



Narayan R. Baddam was born in Hyderabad, India. He came from an agriculture background. His father is a retired school principal. Nari is married to Kavitha Baddam and they have an 11-year-old daughter, named Ria.

Nari presently owns and manages Danville Park Shell & Fuel-zone. He has been in the convenience store business for the past 15 years although he thought he would never get into this business.

Nari graduated in 1998 with an MS in computer science from Alabama A&M University. After graduation he worked as a software consultant for various Fortune 500 companies. While he was in between projects, a friend offered Nari a partnership at Danville Park Shell. His cousin, Karunakar Singi Reddy and present partner were already in the convenience store business. Nari accepted the offer and moved to Decatur, AL in 2004. While he was working at Shell, he took on a project with IBM in Raleigh, NC. He managed both for one year, but then decided to go full time in the convenience store industry.

In 2006 Nari bought the Fuelzone property which used to be a car repair center. He remodeled the store inside and out and reopened in 2007. In 2008, Nari added Riverside Shell and Hwy31 Shell and partnered with cousins Bob and Matt.

Even though he had other businesses, Nari spent most of his time at Danville Park Shell. In the early years, the site struggled due to low sales. Nari had to work long hours with only one part time employee.

Nari focused on how he could be different from other stores.

He started carrying a wide variety of wines, imported beers and now IPA beers. Not many stores carried a large selection of wine except Publix and slowly people were diverted since he could offer lower prices than his competitors. Nari's store was featured in CSP (Convenience Store Products) September 2013 Edition "Wine On His Mind". Great in depth article!

In March 2014 he bought the property from Peebles Oil and made necessary improvements to stay in this business.

In early 2014 Nari met Lewis & Raulerson. At that time, his volume was 40K, he had dispenser issues and was on consignment, and his fuel prices were \$.10 - \$.15 cents higher. Since he was such a good dealer, his customers were loyal. They believed that he would make a change, and he did.

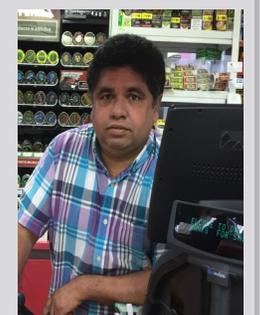
In 2014, Lewis & Raulerson signed a contract with Danville Park Shell to supply and upgrade his site with new pumps, electronic sign, LED lights inside/outside. The store was also updated with the new Shell image. Once we completed these upgrades, Danville Park Shell's inside and outside sales improved. His volume today is averaging around 80K.



Nari's primary focus is on customer service, retaining good employees, keeping the store clean, and providing fast friendly service.

If a customer requests a specific wine or beer, he tries to carry that product. Keeping shelves full is a must as well. Nari is a people person and enjoys what he does, even though he works long hours. "In order to grow any business, you need to have the right employees and cooperation of all of your vendors," says Nari. Being an UMA (United Merchant Association) and C Buying member, he receives more deals from the vendors, allowing him to price competitively.

Looking back, it's been a long journey for Nari, but he always has the right attitude. I am so proud of Nari's dedication. I'm proud to call him my friend. I hope you appreciate the story of Nari Baddam as much as I appreciate him being on my team!



The Atlantic hurricane season runs from June 1st through November 30th, but about 95% of all major hurricanes occur after August 1st. In 2018, 15 named storms developed in the Atlantic basin. Eight were hurricanes, and two were major hurricanes (Category 3 strength or higher), including Hurricane Michael. Hurricane Michael made landfall in Mexico Beach, Florida on October 10, 2018 with winds of 155 mph, just shy of Category 5 strength. Michael was one of the most intense hurricanes to ever hit the U.S. With the upcoming hurricane season approaching we encourage everyone to plan ahead and be prepared. We have listed a helpful check list below.

HELPFUL TIPS TO SECURE YOUR SITE IN THE EVENT OF A HURRICANE

- Wrap pumps in plastic to protect them during the storm.
- Secure all loose items that can be blown around.
- Remove price numbers on sign.
- Secure cash before you close prior to the storm's landfall.
- Elevate and secure computer equipment from possible storm waters.
- Secure all exterior glass with plywood or other barriers.
- Post emergency contact numbers at the store.
- Provide those numbers with emergency personnel (police & fire).
- Communicate your plan with your employees.
- Develop an emergency communication plan in case your phones or email are not accessible.
- Pre – arrange meeting place after the storm for all employees.
- In the event of a shutdown, test your underground storage tanks for water contamination before resuming sales.



Lewis & Raulerson, Inc. and BP recently celebrated its 20th Anniversary.

Lewis & Raulerson, Inc. is proud to partner with BP and their respective brand.

Pictured Below: Jacob Jordan - BP Senior Development Manager, Bill Raulerson - Lewis & Raulerson - Owner, Kevin Russell - BP Network Development



Save The Date

By: Casey Hall, Executive Coordinator



ATTENTION ALL GOLFERS ***Its Time To Make A Difference***

Planning has started for our BIG day in November. Were excited to announce we will be returning to the lovely Jekyll Island Golf Course on 11/7/19. I want to personally thank everyone that has already called and offered their support. Your partnership makes our charitable efforts possible. Lewis & Raulerson—Friendly Express Charitable Foundation, Inc. is passionate about making a difference in the lives of children and families in our area and we look forward to another successful year. Hope to see you soon!

SAVE THE DATE
19th Annual Charity Golf Tournament
11/7/19
Jekyll Island, GA
More Information To Follow

LEWIS & Raulerson, Inc.
Charitable Foundation, Inc.
FRIENDLY
express

Take pride in your store!

By: Michelle Harris, Sales Support Specialist



It is important to take pride in what you do, and your customers certainly appreciate it when your store is clean and well maintained. A customer's experience during their visit can determine whether they will be a return customer. This guideline is meant to help you focus on one area at a time. You will be more productive and have excellent results that encourages customers to come back to your store.

All you need to get started is...

- *Spray water bottle *Soft cloth
- *Detergent *Sponge *Sanitizer
- *Broom *Soft-bristled brush
- *Paper towels *Mop Bucket
- *Hot water *Squeegee
- *Degreaser *Paint Supplies

Store Interior	Merchandise Shelves & Cooler Doors, Service Counter/ Register Area
Foodservice Area	Fountain & Coffee Machine, Food Service Counter
Forecourt	Concrete/Pavement, Canopy & Lighting
Fueling Area	Dispensers Customer Service Units (Island Amenities)
Painting Refresh	Curbs, Bollards, Yard Lights, Poles, Parking Lines
Restrooms	Toilet, Sink, Floors, Walls, Mirrors

NEW EPD UST COMPLIANCE REQUIREMENTS!

ARE YOU PREPARED?

By: Steven Raulerson, PSG, Director of Operations



The Environmental Protection Division has announced new requirements that are due by **December 15, 2020**. Walkthroughs, visually inspecting spill prevention and leak detection, must be performed once every 30 days. Annually, a containment sump inspection is required and lastly, hydrostatic integrity tests for UST containment sumps must be performed every three years. These mandates are in addition to the daunting statutes already established by the EPD. Proper record keeping must be maintained and readily available for all testing and inspections.

MOST COMMON VIOLATIONS/PENALTIES ACCESSED BY THE EPD

3-YEAR Cathodic Protection Test	\$ 1,500.00
60-day Rectifier Log	\$ 250.00
2-Year Stage I EVR Testing	\$ 1,000.00
Financial Assurance	\$ 500.00
General Repairs / Maintenance Access	\$ 500.00
Annual Tank Registration	\$ 500.00
PCW In Spill Bucket—Effective 2020	\$ TBD

Fortunately, PSG can oversee all your environmental needs with regards to testing and record keeping.



PSG is staffed with a full-time Environmental Compliance Specialist and certified environmental field testers. PSG is adequately equipped to address all environmental situations at UST sites. From performing monthly walkthroughs, identifying potential hazards, repairing environmental issues, scheduling required tests, maintaining all environmental records and being your representative to the EPD. PSG can even have staff on-site during future EPD inspections and facilitate the entire process so you can concentrate on your customers and business at hand!

PSG is your reliable resource to assist in reducing your environmental liability. We welcome you to contact us today at (912) 283-6606 to schedule a consultation so PSG can tailor a program specific to your site needs.

AVERAGE PENALTIES FOR FACILITY WITH NO TESTING RECORDS FOR 3-YEAR CYCLE

No Monthly Monitoring For Tanks	\$1,500.00
No Line Tightness Testing	\$1,500.00
No Leak Detector Testing	\$1,500.00
No Cathodic Protection Testing	\$1,500.00
No Stage I EVR Testing	\$1,500.00
	<hr/>
	\$7,000.00

LEWIS & Raulerson, INC.

“Integrity Driven. . . Service Powered”

LET US KNOW HOW WE’RE DOING!!

WE WOULD LOVE TO HEAR FROM YOU!!

Attn: Feedback — P.O. Box 59, Waycross, GA 31502—912-283-5951





**BEFORE
AND AFTER**



United Market
Mr. William Wall and Bill Wall
4194 US-84, Blackshear, GA 31516

Friendly Express 103
Friendly Express Management Team
1811 S GA Parkway W, Waycross, GA



**BEFORE
AND AFTER**



Teamwork Improves Safety

By: Keith Herndon, Safety Director



Safety is a simple word that can have tremendous implications on the lives of many people. In the state of Georgia alone, the average number of road fatalities each year is over 1000. That's over 1000 lives lost every year due to a lack of roadway safety. Furthermore, the hundreds of thousands of families, friends and loved ones that are affected by these fatalities is even more tragic. Our goal at Lewis & Raulerson, is to drive with a **Safety First Mentality**, in order to protect the lives of our drivers and the lives of those with which they share the roads. Staying SAFE on the roads is a major initiative of the Georgia DOT. Their programs like Hands-Free Driving Law, Drive Alert, Arrive Alive, and See & Be Seen are all invaluable to reducing the annual road fatality rate in our state.

We appreciate you, our Safety First drivers, and your dedication to taking the roads in an effort to make your deliveries in the most efficient and safe manner possible. By staying aware at the wheel and adhering to the Georgia DOT programs for drive and roadway SAFETY, we hope to make an impact on the number of individuals and families that will face roadway tragedies in 2019 and beyond. This mentality will provide Lewis and Raulerson with an unparalleled reputation for SAFETY that our customers and vendors will appreciate; knowing that our drivers place great value and importance in the job that they perform.

Flip Out or Smarten Up

Anna Lewis, Corporate Secretary



The merits of a smartphone are many, and for most in business, it's a necessity. It is a vital piece of technology which one must continually update and incorporate into business or else risk that business being left behind. For others, though, these merits are simply mini-albatrosses, slyly but surely sapping time and productivity.

Smartphone screens are, on the whole, hard to see, not only in sunlight, but in any light for those who have to hold things at arm's length to see anything smaller than 14 point font. Before viewing, reading glasses must be located (bought by the bagful at Dollar Tree, though there is some thought these glasses are the embryonic form of dust bunnies as, when needed, said glasses are frustratingly nowhere to be found). One can pinch the screen on a smartphone and enlarge things, but the field of view is such that it as if seeing one small piece of a giant puzzle. There is not much need to see a flip phone screen.

On smartphones, there is that tiny touchscreen keypad—I have watched in awe as burly men with wide fingers and thumbs delicately type with surgical precision. A flip phone is made for talk—little use for the keypad as most flip phones respond to voice commands. Remember the old days with a flip phone? One can text on it, admittedly through quite a laborious process. When cell phones first came out and they were all flip phones, I had students who could carry on a conversation, never breaking eye contact, while simultaneously texting volumes to friends, flip phone in pocket.

I did try a smartphone for about a week, but felt as if I was talking into a Pop-Tart. The accustomed to clamshell flip phone opens at a slightly obtuse angle, conforming comfortably to the face. The smartphone is a rectangular prism, a breakfast product glued to the cheek. Even more disturbing is what I call the "pizza hold," where the smartphone is held, palm up, horizontally to the lips as if about to take a big bite. This choice of holding a smartphone is most often accompanied by a slow, shuffling walk down a sidewalk



The military housed flip phone can be and is fumbled onto concrete and accidentally dropped kicked with no damage. Not so the smartphone. Plus, the smartphone does not fit snugly into one's hand as does a flip phone. One can "flip" open to answer a call and "flip" closed to hang up—all with one hand, and with attitude if the situation calls for such.

Fashion wise, there is no good fit for a smartphone, so it is constantly being lugged around as an extra appendage, only one that is detachable and easily lost. Flip phones fit neatly into pockets. No pockets? No problem: flip phones fit onto one's socks. One can actually tie a flip phone over the tongue of a shoe or boot. It can clamp shut over a

hairband. With a sturdy chain, one can "flip" the phone over it and wear as jewelry. Women have some extra options as can be imagined, but, lesson learned firsthand, be sure to turn the phone to silent should this method of carry be chosen.

Musical ringtones are irritating whether it be smartphone or flip phone—irritating in the way of baseball on deck music—did Mantle or DiMaggio have on deck music? I don't think so. Thankfully, that seemed mostly a fad that came and went when most discovered we really didn't need a 99 cent personal musical announcement confirming our phone popularity. One great thing about the new hands-off mobile phone laws—a lifelong habit of talking to oneself now appears as absolutely normal behavior. Some of the Bluetooth devices though appear as a bony growth protruding from the ear, giving the wearer the appearance of a member of a lost civilization.

The flip phone battery is a workhorse, usually requiring a once-a-week charging (or perhaps this writer is simply unpopular). The economy of a flip phone is unsurpassed, but no matter the species of phone, callers share familiar issues with automated answering systems. It is widely suspected that Bluetooth technology is a conspiracy against southern accents:

- Me: "Call Avery."
- Bluetooth woman: "Did you say, call Casey?"
- Me: "No."
- BTW: "Did you say, call Stacy?"
- Me: "No."
- BTW: "Please try again."
- Me (louder): "Call Ave-ver-ry," pronouncing each syllable
- BTW: "Did you say, call David?"
- Me: "No."
- BTW: "Did you say call McVeigh's Auto Collision?"

Ah, to be put on hold with unsolicited music for one's relaxation whilst one waits as the call is very important to Company X. Bad is when said Company X plays frantic piano music (obviously on a tape as it waxes and wanes with volume and quality). Worse is when they play loud music of any genre, assaulting the auditory nerve. Worst is when the company blares advertisements or asks if the caller needs a vehicle warranty extension. If only companies would cut through all of the pretense and play what is really going on: crickets.

Exponential advancements in phone technology cannot be ignored, and for companies to prosper, management and employees must adapt to that ever shifting technology. Kudos to all at L&R/FEI for the ability to rise to this challenge. Left behind, I will now use my flip phone as a paper clip to take this article to Casey.



Try that with a smartphone.

LEWIS & RAULERSON, INC.
P.O. BOX 59
WAYCROSS, GA 31502

Congratulations On Your Perfect Mystery Shop Score!!!

Thank you for your hard work and dedication!

2nd QTR—2019 (LISTED IF POSTED BY BRAND BY OR BEFORE 6/1/19)

Friendly Express 73
Chevron Food Store

Friendly Express 101
Chevron Food Mart

Friendly Express 23
Stuckey's

Heflin Food Mart



Shell Food Mart 22

K Grace

Merkle Mountain Shell

Beltine Shell

M&M

Super Sol

Sam's Food Mart #2

Waterfront Grocery

Eddie's Express