



SADA

September
2017

BY BARBARA ROTHSCHILD

Rich Burritt to Chair November Auto Show

President Gino Barbuto selected a strong chairman when he asked Rich Burritt to head up the November Auto Show. Rich serves as Treasurer of the S.A.D.A. and as a 4th generation auto dealer, bringing enthusiasm and insight to the show. He also has tremendous knowledge of the internet and what is effective with social media. He helped us with the last auto show, acting as our advisor to purchase the best packages on the internet. In our initial meeting, he brought forth some exciting ideas and will be a great representative of the industry. One suggestion was to include a Business Development Center sales or manager in the sales person contest. With the continued growth and importance of business development, more recognition is needed and that will be included for the November honorees.

The show will be Thursday, November 2nd through Sunday November 5th. The Charity Preview will be Wednesday November 1st.



SALES Personnel Contest November Auto Show

With the November Auto Show, we will still be honoring the top sales personnel and rookie.

On September 1st, we will send out the applications for Salesperson of the year, including one rookie. Warren Clauss, General Manager of ADESA Buffalo has again agreed to co-sponsor this with the S.A.D.A. One thing we have learned from the sales personnel. The breakfast is important to them and the sales contest is a highlight of the breakfast on November 2.

We do encourage you to write something additionally, explaining why this person deserves the honor.

The contest is sponsored by ADESA or Buffalo and the S.A.D.A. Thank you Warren Clauss for again agreeing to be a part of this important award presentation.

OSHA Training Grant 2017/2018



SADA RECEIVES ANOTHER HAZARDOUS ABATEMENT BOARD GRANT FOR OSHA TRAINING

Every year, we write a grant requesting funds for OSHA training in dealerships. We have again been awarded a Hazardous Abatement Board Grant that starts August 1st. Members have received information and many members have already scheduled their training times. The five subjects covered are:

- ❖ Hazardous Waste Removal
- ❖ Lift Safety/Restraint Systems Safety
- ❖ Spill Response
- ❖ Hazardous Communication/GHS
- ❖ Flammable Liquid Gases

Each session is one hour and we have professional trainers come to the dealership to conduct the classes.

If you haven't signed up yet for the new grant year, we urge that you do so soon. The past few years, we have used all grant training hours and we don't want anyone left out that wants to participate.

Contact Pam Whitmore and let her know what subjects and time frames you are requesting.



CHARITY PREVIEW

Charity Preview co-chairs Gino Barbuto and Jim Barr, along with their committee, has already raised **\$104,500** for the November party. We also have been receiving checks for ticket purchases. There are thirteen charities this year, with The Newland Center for Adult Learning and Responsive to Our Community being added. Crouse and ARC will not be included in the November event due to conflicts and Syracuse Model Neighborhood opted out.

The underwriters committed so far are:

Founders Level

Advance Media New York
Spectrum Reach
Your Syracuse Area Toyota Dealers
Chevrolet Dealers
Nissan North America
Greater Syracuse Area Honda Dealers

Franklin Level

Excellus BlueCross Blue Shield of CNY
Buick/GMC Dealers
KIA
Empower Federal Credit Union
SAVES Auto Body
United Auto Supply

Friends of SADA

E-Merging Motion Media
F&I Resources
Liquidz Auto Body
ADESA Syracuse
Utica National
Gilroy, Kernan & Gilroy
Key Bank
Cam's Pizzeria
AmeriCU
ACV Auctions
CNY Auto Auction

Our good friend, Jim Tollar, of Spectrum Reach is looking to start preview commercials in September. For the last show, they ran almost 8,000 spots and we sold a record 2,000 tickets. From all the positive feedback we have received, we should exceed 2,000 sold for the November 1st event.



HR ONE AND NEW PROGRAM WE WILL BE OFFERING

As a SADA member you recently have been provided with access to the HR One Support Center, which is an HR service enhancement through HR One. If you have not already logged into the HR One Support Center, we encourage you to do so!

The newest service available through HR One is the HR One Support Center, web-based platform of tools and resources that will help your dealership more effectively manage your most valuable asset - your employees. With the HR One Support Center you will have 24/7 access to articles, video resources, podcasts, downloadable forms and job description templates, and can research employment laws as well as retrieve an extensive HR knowledge-base.

To help introduce you to the features and benefits of the HR One Support Center you can watch full tutorial and introduction at your convenience here: www.peopletopayroll.com/support-center. Please direct any questions regarding the HR One Support Center to HR One at info@peopletopayroll.com or 1-800-457-8829.

Don't forget you can also use the Human Resources Helpline Program as well

There are three ways for you to contact HR One:

- Via telephone: 800-457-8829
- Via email: hrhelp@peopletopayroll.com
- Via HR One's website: www.peopletopayroll.com with a secure user id and password:
 - User Id: [syracuseautodealers](http://www.peopletopayroll.com)
 - PW: 032963