



BY BARBARA ROTHSCHILD

Auto Expo returning to FEBRUARY
 After having the auto expo in November due to the national men's bowling congress taking over the Oncenter we will be returning to a February show. The dates will be from the 7th to the 10th with the preview on the 6th. While the weather enabled an easy move in and no snow to cope with, we felt that Syracusans are so used to the February show that we will continue to promote the show during the dead of winter.

If you haven't heard or seen the impact of the men's bowling congress, the men are here in full force and many businesses from hotels to restaurants are seeing the effect. If you have the opportunity to visit the Oncenter while the bowlers are here, you will be amazed at the transformation. There are 48 lanes in the main exhibit hall including a gallery for guests to sit and watch. The ballroom is also being utilized for registration and other issues that the visitors will need. We had a tour just prior to the start and it was a tremendous transition to see.

Many of the line makes have already reached out to us requesting the 2019 dates. Our website also includes this information. We can expect the February 6th edition of the Charity Preview to generate over \$300,000 in ticket sales and be our largest ever.



JANET HASKINS has officially retired from SADA

On February 27th, we hosted a retirement party for Janet Haskins who had been our employee for over 45 years. Many dealers and employees were on hand and everyone was there to wish her well. Janet has done a remarkable job working with dealership employees, and as you know you can expect the continued level of support from Pam Whitmore and Denise Beard. They both are involved all facets of employee benefits and work effectively with your personnel. In late summer or early fall, we will be hiring another employee to handle more administrative matters rather than being involved in dealership enrollments. We will advise you of the new employee when hired but urge that you contact Pam or Denise with any issues of importance to your staff.



We still have **20 HOURS** left for OSHA training in our current grant year. This training is offered to our SADA members free of charge – if you haven't yet signed up or if you need to sign up for an additional class – the subjects included in this grant year are:

- Hazardous Waste Removal**
- Lift Safety/Restraining system safety**
- Spill Response**
- Hazardous Communication/GHS**
- Flammable Liquid & Gases**

Contact Pam Whitmore and she will arrange to have a professional instructor in your dealership to conduct these sessions. It's just another way we support our members and we urge that you take advantage of the training.



Two years ago, SADA entered into an agreement with HR Once to provide human resource help for our members.

The scope of services consists of:

HR Help E-mail - hrhelp@peopletopayroll.com you may also contact via email and a consultant will reply with an answer.

HR E-Connect will be sent periodically providing hot topic information.

Employment Poster Compliance Program- Federal and state poster are required for employers to inform employees of rights and responsibilities. All posters are available from the website at no fee for this service.

Access to HR One's website – www.peopletopayroll.com with secure user ID and password. If you have forgotten your User ID or PW – please contact our dedicated HR Representative at HR ONE, Danielle Roche, 315-439-9254 or droche@peopletopayroll.com.

HR One support center – a web-based platform of tools and resources that will help you manage your employees more effectively.

Training Seminars – will be scheduled for SADA members; we are currently working on scheduling,

Employee Handbook review – HR ONE will review your current handbook (at NO COST) and make recommendations to our members.

If you haven't used their services, we urge that you take advantage of this important service that we offer to our members.

NEW YORK STATE DMV VERIFI

Will go into effect in July 2018

LETTERS to be mailed to Dealers on April 20, 2018 by Vanguard

New York State DMV has entered into a contract with Vanguard to replace today's secure paper-based system of MV-50 forms and Books of Registry with an electronic platform called **VERIFI** – Vehicle Electronic Reassignment and Integrated Facility Inventory. The processes to be improved include:

- The vehicle book of registry,
- The Retail Certificate of Sale (MV-50),
- The Wholesale Certificate of Sale (MV-50W)
- The Temporary Certificate of Registration (MV-50TCR),
- The Dealer Plate Log for Plate Issuance Partners,
- Ordering MV-50 and MV-93 documents electronically.

The goal of this project is to provide Dealers with an electronic system to replace the paper-based processes above. The system will be web-based and accessible by designated Dealer employees. The System will also allow Dealer Management System (DMS) companies to integrate their products with **VERIFI**. Vehicle title and registration transactions resulting from a **VERIFI** transfer of ownership will continue to be processed at DMV issuing offices, County Clerk offices and partner locations.

Section 78.9 of the New York State Motor Vehicle Dealers and Transporters Regulations requires Dealers to use the Vehicle Electronic Reassignment and Integrated Facility Inventory (**VERIFI**) System.

Summary

NYS DMV is working with Vanguard to develop and host a highly secure, Web-based electronic tracking system called **VERIFI** (Vehicle Electronic Reassignment and Integrated Facility

Inventory) that will replace the current paper-based process. As the system is Web-based, it will not require any additional hardware or software other than an average computer with internet access and printer.

The **VERIFI** System will provide Dealers with an electronic system to replace the paper-based processes mentioned above and will be accessible by designated Dealer employees. In addition, the **VERIFI** System will allow for integration for the Dealers that use a Dealer Management System (DMS).

General Features

Vanguard will employ a single-page application architecture in combination with an engineering approach that will deliver a highly scalable, highly responsive application that has exceptional user adoption, reliance, performance. The new **VERIFI** system will significantly reduce paper processes. General features include:

- Web-based easy-to-use interfaces
- Secure transactions
- Optional integration into the DMS
- Dealer-specific dashboards and reports
- On-demand reports and receipts
- Extensive on-demand training, video tutorials and user manuals
- Printed user manuals
- Help Desk (phone, live chat, Web-based) support



A CELEBRATION OF SERVICE

SADA TO BE HONORED BY ST. CAMILLUS

We are pleased to advise you that the SADA will be the first organization to be honored for the Celebration of Service sponsored by St. Camillus on Thursday, June 14th at Bellevue County Club.

Also, being recognized is Michael J. Byrne and Shirley Cruickshank. St. Camillus "*honors two outstanding individuals, and for the first time, an extraordinary organization for their generous service to St. Camillus and others in the community*".

Syracuse Auto Dealers Association President Gino Barbuto will accept the recognition on behalf of the SADA. Tickets are \$125, with the evening festivities starting at 6:00 PM and running through 9:00 PM.

SADA to begin offering Long Term Care Insurance to our members

THE SADA ADVANTAGE – we can provide premiums to our members that are lower than that offered to general public

Did you ever think about.....



Some Facts About Long-Term Care

Long-term care is a term used to describe the services people need when they no longer are able to care for themselves, whether due to an accident, disability, prolonged illness or the simple process of aging

- Long-term care services aren't just for older people.
- Accidents and prolonged illnesses requiring long-term care happen to people of all ages
- Long-term care services are provided in a variety of settings, including people's homes, assisted living facilities and nursing homes
- Long-term care services may be expensive.

Consider the national average costs:

- **\$3,465 – Home Health Aide** (per month)
- **\$3,159 – Assisted Living Facility** (per month)
- **\$6,301 – Nursing Home** (per month)

Costs may vary by state. Source: Long-Term Care Cost-of-Care

Study conducted by [Univita 2010] (Source available on request.) Home health aide based on services received eight hours per day, 20 days per month.

Long-Term Care Insurance Can Help

A long-term care insurance policy provides funds to help pay for the care people need in the setting that's right for them.

And that may help them:

- Remain in the comfort of their homes
- Avoid relying on family members to provide care
- Protect their retirement savings

How Long-Term Care Insurance Works

The purpose of long-term care insurance is to help people protect themselves against the risk of paying the high cost of long-term care services.

Contact SADA for more information about Long Term Care Insurance and discuss options available.

We protect our homes, our cars, our toys... we need protect our biggest asset... **OURSELVES!**



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