



BY BARBARA ROTHSCHILD



BRIAN RAPP TO HEAD UP AUTO SHOW

SADA President Gino Barbuto asked Brian Rapp to serve as chairman of the 2019 Syracuse Auto Expo and we are pleased to announce that he has accepted this honor. We are going back to the February date, with the preview on the 6th and show from the 7th to the 10th. Brian has been serving on the Charity Preview committee and has been very active with ideas and assistance. Now the third generation Rapp is succeeding his grandfather and father as show chair.

All space has been allocated except for the ballroom. We currently are working to secure life style participants such as boating, motorcycles and recreational vehicles. If you have something that could fit in the

ballroom, contact Pam and she will work with you.

We will again host the Sales Personnel breakfast on opening day starting at 7:15 AM (when the buffet lines open). Syracuse Mayor Ben Walsh will be the guest speaker and we know he will be terrific. He is a prime example of someone that set their goals, worked diligently every day in spite of very difficult odds, and won as an independent in a heavily Democratic population. His youthful enthusiasm is contagious.

We are working on the program book sales and the video boards that were introduced in the November auto show. We are also researching attractions that would enhance the show. More information will be forthcoming.... welcome Brian Rapp as our show chair. We are thrilled to him involved!



CHARITY PREVIEW OFF TO A FAST START

The Charity Preview committee co-chaired by Gino Barbuto and Jim Barr is off to an amazing start. Over \$ 125,000 has already been raised in underwriting and some early checks for tickets have been received. In 2017, with two auto shows, the preview contributed over \$ 500,000 to local charities.

The largest event ever, as over 2,100 was sold for the February 2017 preview. We expect to sell a record 2,400 for the 2019 edition.

Thirteen exceptional charities will be involved, and their enthusiasm was contagious at the September kickoff.

If you go to our website: www.syracuseautodealers.org the teaser piece that they will be using is posted. It shows the party and huge crowds that attended.

It seems that everywhere we go, people are talking about the preview as the best party in town. The success is the result of the efforts of the committee and our staff. More information will be forthcoming as the event gets closer.

SPECTRUM REACH COMMERCIALS

We previously sent to all dealers the commercials that Spectrum Reach will be running about the auto dealers and their importance to the community. Jim Tollar, General Manager of Media Sales for Spectrum approached me in the spring about developing the commercial. We even had one dealer request to put it on their website and we encourage all our members to take advantage of the positive message it provides.

Prior to starting the television schedule, the SADA board reviewed the spot and everyone was very enthusiastic about the message. Jim has always been a great advocate for our members and this commercial is an outstanding example of what he does for the dealers.

Starting in December, they also will be running a Charity Preview spot that encourages people to attend. If you want to put a great message on your website or other social media, use the spot that we have provided to you. It's terrific.



Have we got great news for you and your employees! As a member of SADA you can apply for personal insurance products from The Paul Revere Life Insurance Company!

These benefits can enhance your current benefits portfolio and can be customized to fit your individual needs.

Also:

- Coverage's are available for employees *and* their family, with most products.
- You will enjoy the convenience of premium payment through payroll deduction.
- You will have the ability to take most coverages with them if they change jobs or retire.

Accident Insurance – helps offset the direct and indirect expenses such as deductibles, co-payments and other costs not covered by traditional health plans.

Specified Disease for Cancer/– helps offset the out-of-pocket medical and indirect nonmedical expenses related to critical illness that most medical plans may not cover.

Short term Disability Insurance (Paycheck Protection) – helps offset financial losses that result when employees are unable to work.



Term Life Insurance/Whole Life

Helps provide financial security for family members and allows employees to tailor their protection to help meet their individual needs.



Contact Pam and Denise, 315-474-1041 to schedule QUARTERLY enrollments for all your NEW employees.



SADA GRANT

As we do every year, we wrote a grant to the Hazardous Abatement Board for funding OSHA training in dealerships. While this may seem like something that you do not want to do, it is crucial with insurance companies and the local OSHA office that we provide this to our members. At your insistence, we conduct one-hour classes in your dealerships. We schedule them at appropriate times for your employees and it is important that you take advantage of them. One percent of all workers compensation premiums are put into the Hazardous Abatement Board fund and their directive is training only.

The 2018/2019 Grant Topics being offered are:

- Work Place Violence
- Electric safe work practices
- Back Injury Prevention
- Welding & Compressed Gasses
- Hand & Power Tool Safety

If you haven't scheduled any sessions yet, contact Pam and she will work with you.

Believe it or not, I will be writing another grant in December for the year starting August 2019. All the other local associations in NYS are awarded these grants and you should take advantage of our being proactive.

In addition, we will also be having a four-hour Haz Mat Certification, date and location for this will be announced.

Pam Whitmore has reached out to you with the information for the 2018/2019 year's grant subjects. Be sure you take advantage of this important service that we provide, spots fill up very quickly!



SADA and HR One Give You A Solution That Fits YOUR Needs

Combating Harassment in the Workplace

As part of the 2019 state budget process, New York Governor Andrew Cuomo signed a new law designed to prevent sexual harassment in the workplace as well as regulate how employers handle reported instances of harassment.

The new state laws governing workplace sexual harassment and assault have three major components that will impact employers:

- Requires all employers to conduct annual sexual
- harassment training for all employees;
- Requires all new hires to be trained as soon as possible!

Let us help take care of training your new hires. Our employee training module goes beyond the minimum standards of the New York State requirements to help your employees understand what sexual harassment is, who it affects, and how they can recognize and stop it.

A monthly forty-five-minute interactive in house presentation with one of our expert consultants will give you the confidence that your organization is going above and beyond to comply with the law and instill best practices within the workforce.

Contact SADA to schedule your new hires for this MANDATORY training, let us take the burden off you.

315-474-1041.



VERIFI ISSUES & RETIRING DMV SAFETY DIRECTOR TIM FURLONG

As announced, Vehicle Safety Regional Director, Tim Furlong, has taken early retirement. That poses major problems with the VERIFI changes that are occurring in your business. We advised all dealers that if they have issues or problems, email them to me (or next week Pam or Denise) so we can get them to Albany. So far, all concerns and questions have been addressed. Please don't hesitate to contact our office and we will get the answers. It was very upsetting to lose Tim at this important time with a major change occurring. He, like Jim Donnery, was always available to our office and worked effectively with us.

Congratulations Tim!



Are you running out of room??? Do you feel like you need a new building just to house all your deal jackets, RO's and other key paperwork? Have you heard about DealerDOCX?

DealerDOCX specializes in secure end-to-end Cloud-based document management solutions and scanning as a service for the Automotive industry. We take the boxes, filing cabinets, and storage rooms of deal jackets, ROs, and other key paperwork that you're required to hold onto, and move every page to the Cloud. With our main scan center, we support our clients across the Northeast, New England, Mid-Atlantic, Southeast, Midwest, and beyond, our goal is to save your dealership time, space, and money through high-performance electronic document management.

Contact Pam at SADA, 315-474-1041, to learn more and schedule an in-office demonstration of just how beneficial, quick, easy and inexpensive this service can be.



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