

# May 2023 Bulletin

**Please pass me along to other stations!**

## ASSOCIATION CONTEST

**CONGRATULATIONS TO THE APRIL 2023 CONTEST WINNER, LINDEN BLVD. SERVICE OF QUEENS, NY.**

Please read through this bulletin for your chance to win!!! Call the office with the correct answer to the trivia question and you will be entered in the monthly drawing for a chance to receive a free month's dues; a value of \$45.00.

## ATTORNEY'S CORNER

### PRACTICAL THOUGHTS - PART ONE

For gas station owners, the real money will almost never come from the pump. This is the first of a two-part series that may offer insights and guidance.

### REPAIR SHOP PRACTICAL THOUGHTS

We have heard that vehicle repairs are a great profit center. Are your repairs a "great profit center"? Consider these musings.

#### Are You The Right Owner?

Auto repair shops can be a work of passion. With a good skill set and a bold and attentive approach, it can be a lucrative endeavor. However, the industry isn't as guaranteed as some may believe. Markets change rapidly, auto technology is seemingly becoming more sophisticated daily (think software developed automobile systems to a high degree of complexity) and adjustments in people transport habits. Auto repair may not be the same industry in ten years. Vehicles have fewer replacement parts, and repairs are more often being handled by dealerships as a customer preference. All of these trends suggest that there may be major market shifts in the coming years, which could require you to alter your business model.

#### Labor

Labor used to be more common than parts, but today, it's not close to even, meaning that half of the profits will come from selling parts for a small margin. However, labor is still met with a decent profit margin at over 50%. According to industry statics, shops average around 38% margin.

#### Shop Layout

The efficiency of your physical space and processes – You should be able to tell where the bottlenecks are and what inefficiencies are in your processes. You can save time and money on redundancies such as searching for equipment or waste management. Making your space more efficient may only

save you a few minutes a day, but split across all staff, and spread out across the year, they mount up. Work towards streamlining them.

#### The Quality of Your Team

This is a major factor in profitability and requires good management know-how. The team will drive the quality of your services as much as you will, and will represent your brand to customers, so finding, training, and holding onto the right people is a big part of becoming profitable.

#### Reduce Waste

Make sure that, yes you are a busy owner, you do not lack the time to pay attention to some of the excess waste and inventory that builds up. Putting a short amount of time into addressing these can dramatically cut costs. Inventory can be automated to cut down on over-stocking and make sure that replacements are ordered in time.

#### Pay for Talent

A big cost is talent acquisition. Finding qualified help that doesn't need micromanaging is a challenge in every business, and the last thing you want is to spend all that time finding them just to have them leave because they're not compensated fairly. Pay competitive wages and make the work stimulating and engaging, and you'll retain your staff and save on rehiring.

#### Focus on Fixed Overheads

Identify where utilities are being wasted, or you're paying rent on space you're not making use of, consider cutting these down to provide you with a drop in overheads. Focusing on the things you spend on every month allows you to find better supply deals, more efficient processes and ultimately improve the quality of your work.

#### Find the Right Customers

Shops need to put a lot of work into holding onto the customers they have and offering good customer care to have them refer people to you. High-value customers should get priority treatment, so try to make use of a way of identifying and categorizing them.

Next Month - Part Two

Vincent P. Nesci, General Counsel  
Service Station Dealers & Automotive Services  
of Greater NY, Inc.  
914-645-7530  
vnescifl375@nescipc.com

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## EMPLOYEE RETENTION CREDIT

There are four ways to qualify for the ERC.

1. Full or Partial Suspension – shut down due to government order (order did not have to be given directly to you), applies mainly during 2020 since there were very few shutdowns during 2021.
2. Supply Chain Disruption – must have resulted from a government order to your supplier, making them unable to deliver goods to you.
3. Revenue Reduction – 2020- 50% reduction of gross sales compared to same quarter of 2019; 2021-20% reduction of gross sales compared to same quarter of 2019.
4. Start Up Recovery Funds – Started business after 2/15/20.

There are no up-front costs to apply!!! If and only if you get a credit back from the treasury, there will be a 15% recovery fee off of the total amount returned.

If you qualify you may be eligible for up to \$26,000.00 per W-2 employee. You can still receive your credit if you got the PPP.

It takes a few minutes to fill out the application. If you prequalify, you can move on to the regular application and begin the process for your rebate.

In 2 to 4 weeks, you will have an answer from Tax Rebate Specialists on the amount of your rebate!

Service Station Dealers is a Tax Rebate Specialist Affiliate and can help you fill out the application. If you are interested in receiving these funds and feel you qualify, please fill out the form on the next page and send it back to us with the necessary documents listed at the bottom.

## APPLICATION

If you know a shop that would like to join the association, please pass this bulletin along to them with the application on the last page. You can also use the application to update any information you need regarding your shop and return it to us.



## WORKERS' COMP 101 WITH THE ADVOCATE FOR INJURED WORKERS

The Workers' Compensation Board (Board) continues its webinar series for employees and there is still time to register!

On the dates listed below, the Board's Advocate for Injured Workers will present a webinar on the basics of the workers' compensation system, including employees' rights if they become injured or ill on the job. The one-hour presentation will also cover:

- Employees' benefits under workers' compensation
- How to file a claim
- How to get help with your claim if needed
- Tips and best practices for injured workers
- Information to be aware of regarding COVID-19 claims

The sessions are free and there will be time at the end for questions.

To register visit: <https://www.wcb.ny.gov/webinars/#workers>

**Wednesday, May 17, 2023**

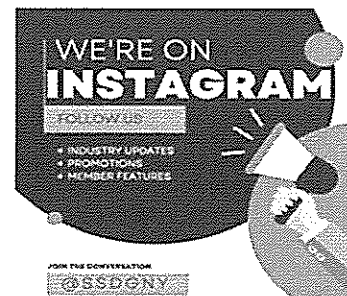
12:00 P.M. - 1:00 P.M.

**Wednesday, June 21, 2023**

12:00 P.M. - 1:00 P.M.

For more information visit the Advocate for Injured Workers section of the Board's website for additional resources.

You can also call the Advocate for Injured Workers at (877) 632-4996 or email [advocateforinjuredworkers@wcb.ny.gov](mailto:advocateforinjuredworkers@wcb.ny.gov).



**SERVICE STATION DEALERS AND AUTOMOTIVE SERVICES OF GREATER NY, INC.**

*AFFILIATED WITH: SSSA/NCPR-AT*



**Employee Retention Credit Questionnaire:**

**If you qualify you may be eligible for up to \$26,000.00 per W-2 employee.**

**OFFICERS**

Business Name: \_\_\_\_\_

**PETER S. KISCHAK**  
PRESIDENT

**ANTHONY GALIMBERTI**  
V.P. ROCKLAND /  
ORANGE

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

**ROBERT O'KEEFE**  
TREASURER  
V.P. WESTCHESTER

Mobile Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**DIRECTORS**

Average number of full time employees in 2020 \_\_\_\_ 2021 \_\_\_\_

**MANHATTAN**  
SIMMONS VALERIS

**ROCKLAND / ORANGE**  
ROBERT COHOLAN  
ANTHONY GALIMBERTI  
CHUCK NIETSCHKE  
LOUIS LANICCI

Did you receive PPP Loan? If so,

How many rounds 1 or 2?

What were the amounts?

What date(s) did you receive them: \_\_\_\_\_

How long did it take you to use up the money 8 or 12 weeks?

Were they forgiven?

**WESTCHESTER**  
HAROLD HERR  
PETER KISCHAK  
LARRY MILTON  
ROBERT O'KEEFE  
JOE CERMELE  
CARLO CERMELE

**TRUSTEES**

**PETER KISCHAK**  
LOUIS LANICCI  
HAROLD HERR

What are the names of people on payroll that are owners or family members?

\_\_\_\_\_

**Please send us your NYS-45's and your 941's for the 2<sup>nd</sup>, 3<sup>rd</sup> & 4<sup>th</sup> quarters of 2020 and the 1<sup>st</sup>, 2<sup>nd</sup> & 3<sup>rd</sup> quarters of 2021.**

421 Waverly Avenue, Mamaroneck, NY 10543

T: 914-698-5188 F: 914-698-4787

[www.ssdgny.org](http://www.ssdgny.org)

# May 2023 Bulletin

## N.Y. CONVENIENCE STORES CALL FOR STATE TO RAMP UP FIGHT AGAINST ILLEGAL CIGARETTES

ALBANY, N.Y. — New York state officials are being urged to step up the enforcement of illegally smuggled cigarettes amid state budget talks that included a \$1-per-pack tax increase, as well as a ban on menthol cigarettes.

The New York State Legislature rejected a proposal to ban the sale of all flavored tobacco products, including menthol, but did decide to keep a dollar increase in the excise tax on cigarettes, from \$4.35 to \$5.35.

In a letter to Gov. Kathy Hochul, the New York Association of Convenience Stores (NYACS) pointed to more than \$1 billion in lost revenue from illegally smuggled tobacco products in the state. According to the Tax Foundation, this accounts for about 250 million smuggled cigarette packs, Spectrum 1 News reported.

"This is funding that could be used for cessation programs or enforcement efforts but instead supports an economy where there are no rules and certainly no age requirements," wrote Kent Sopris, NYACS president. "Not a week goes by where my taxpaying, law-abiding members do not report illegal retail activity in their towns and cities."

The group urged Hochul to instead ramp up enforcement of existing anti-smuggling laws in New York. "If the state is serious about lowering smoking rates and ensuring consumer products on the market are legal and taxed appropriately, instead of advocating for failed policies like flavor bans and tax increases, it should prioritize and fund enforcement programs statewide," Sopris wrote. "Any other policy will merely hurt New Yorkers."

Supporters of the tax-and-ban proposal first proposed by Hochul this year rallied at the State Capitol on March 20. Arc of Justice President Rev. Kirsten John Foy said tobacco giants have sought to cloud the issue over the criminal justice effects of a menthol ban, and that the state would save money by restricting access to products that have harmed poorer communities.

"New York stands to save tens of billions of dollars in immediate and long-term public health care costs," Foy said. "These costs are borne out by the state because the communities that are targeted are in large measure covered by Medicaid. Because Big Tobacco targets these communities, they bear a large disparity in health care outcomes."

*As seen on csnews.com*



## JOIN US FOR AN INFORMATIONAL WEBINAR

On May 23, 2023, at 7:00pm we will be hosting an online meeting to give you updates about your industry as well as finding out from you what you are looking to achieve in your shop.

Bob Coholan and Joe Marconi will explain the benefits you can get from taking advantage of Elite Worldwide and TST classes that they offer.

Please join us for this brief 45-minute meeting and bring your thoughts to the table.

When: May 23, 2023, 07:00 PM Eastern Time (US and Canada)

If you are interested in joining, please call the office or email [cobalde@ssdgnv.org](mailto:cobalde@ssdgnv.org) for the zoom meeting ID & password.

## WELCOME NEW MEMBERS

Auto Repair Plus Inc.  
Poughkeepsie, NY

### REFERRALS

If you know of a station that needs our services and is interested in becoming a member, refer them to us and upon signing you will receive a \$50.00 Amazon gift card. If you know of someone interested, please contact our Sales Representative Bill Griese at 914-227-0144.

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## CLASSIFIEDS

**For Sale:** 32-year Auto Repair Shop and Used Car Dealership in Pawling, NY. Business and real estate for sale. Including repair, dealer and NYS Inspection licenses. Established 1990. 3 bay garage w/office on environmentally clean .45-acre paved site directly opposite Metro North station in Pawling, NY in a busy town and you will be busy on day 1. The owner will consider staying on staff for a transition period and will consider a partial leaseback. Partial terms available for qualified buyers. Email all inquiries to [jdowneyauto@yahoo.com](mailto:jdowneyauto@yahoo.com).

**For Sale:** You can be your own boss! Est. shop that specializes in trailer repair, snowplow and salter sales, parts and repair. We also offer vehicle up-fitting. We sell and install numerous truck bodies. The shop is geared towards landscapers and contractor's needs. Service center has an excellent reputation that repairs all makes and models of box trucks, utility trailers landscape and boat trailers. Welding and fabricating repairs/parts as needed. We have the ability to make hydraulic hoses that we make on site. The showroom is fully stocked with inventory. The shop can fit 4 vehicles inside. Shop equip. includes: 2 post lifts, torches, welder, tire changer, balancer, band saw, drill press, work benches & more. There is also a private office. We are an authorized BOSS snowplow, Ramp Rack, Buyers and Woolwax dealer. Motivated to sell IMMEDIATELY due to relocating out of the area. Great opportunity to get in now during the snow season. Please call 845-590-5800 for more information.

**For Sale:** Pwrsprts Dlrshp for sale, Motorcycles, ATVS, UTVS, Snowmobiles, Generators/power washers. Parts / Service dept. 8500 sq. ft. building on 8 acres. Rent or buy. Kawasaki and Arctic Cat, Kymco, Generac generators. We are located on the Newburgh/Marlboro NY, RT 9w. High traffic road. Check our website [bigboyztoysny.com](http://bigboyztoysny.com) Call Tony 845-781-3082 cell.

**For Sale:** Established 5-star auto body repair business AND property for sale in the town of Clarkstown, NY. Small house on property. Four bays, two spray booths, frame machine, wash area, wheel alignment machine, too many features to name. Serious inquiries only. Asking \$3.2m. Call or text 845-548-7064 and someone will get back to you."

To run a free classified ad in our monthly bulletin, please send the ad to Carla Obalde via email or fax to [cobalde@ssdgnny.org](mailto:cobalde@ssdgnny.org) or 914-698-4787.

## TRIVIA QUESTION

What is happening on May 23, 2023? Call the office with an answer for a chance to win a free month's dues.

I hope you enjoyed reading this month's bulletin. If you have any questions, feel free to call the association. We are here to help you and your industry.

Regards,

*Carla Obalde*

Operations Manager



**SSDGNY is a member of TST. Because you are members of SSDGNY, you are automatically able to receive certain benefits from that organization.**

**This means:**

- Discount - Live Seminars
- Discount - Yearly Big Event & Trade Show
- Discount - Live Simulcast / Webcasts
- Discount - On-Line Videos
- Watch Members only Videos
- Discount - Tools and Equipment
- Access to Members only Store
- Discount - Training Materials (Books)



## MEMBERSHIP APPLICATION

Service Station Dealers & Automotive Services of Greater NY, Inc.  
421 Waverly Avenue  
Mamaroneck, NY 10543  
914-698-5188 Fax: 914-698-4787 www.ssdgny.org

I/we hereby apply for membership in Service Station Dealers & Automotive Services of Greater New York, Inc. whose purpose is: to foster fair standards of business practice in all branches of automotive retail service industry; to foster legislation – local, state and national of benefit to its members; to disseminate such information as is of benefit and vail to its members and the motoring public.

BUSINESS NAME: \_\_\_\_\_

BUSINESS ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

PHONE NUMBER: \_\_\_\_\_ EMAIL: \_\_\_\_\_

OWNER NAME: \_\_\_\_\_

OWNER ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

PHONE NUMBER: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**MEMBERSHIP TYPE:**  Full Membership  Discounted Membership  Associate Membership

Auto Parts  Auto Sales  Body Shop  Car Wash  Dismantler  Tire Sales

Towing Service  Convenience Store  Gas Station / Brand of Gas: \_\_\_\_\_

Inspection Station  Repair Shop Facility No. \_\_\_\_\_

WC Policy Renewal Date: \_\_\_\_\_

**DUES FEE IS PAYABLE 4 MONTHS IN ADVANCE UPON SIGNING.  
PAY 12 MONTHS UPFRONT FOR A DISCOUNT.**

**Billing:**  Monthly  Automatic Monthly Payments by  ACH or  Credit Card

I understand and agree that this application is for membership in the Service Station Dealers & Automotive Services of Greater New York, Inc. at the prevailing monthly membership rate. I am responsible for the dues each month unless I notify Service Station Dealers & Automotive Services of Greater New York, Inc. in writing 30 days in advance that I no longer desire membership. All outstanding dues, fee premiums and moneys due must be paid upon cancellation.

As the owner of or a principal in the member business herein, I guarantee that any and all moneys due Service Station Dealers & Automotive Services of Greater New York, Inc. will be paid and in a timely manner.

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Area Rep: \_\_\_\_\_