



October 2021 Bulletin

Pass Me Along to Share with other Stations!

ASSOCIATION CONTEST

CONGRATULATIONS TO THE SEPTEMBER 2021 CONTEST WINNER C&S FOREIGN CAR SERVICE OF MAMARONECK, 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

COVID UPDATE

The Occupational Safety and Health Administration issued new guidance for workplaces during the COVID-19 pandemic, aligning the agency with the U.S. Centers for Disease Control and Prevention's stance that vaccinated individuals need to wear face masks in areas of high virus transmission.

The CDC updated its recommendations for fully vaccinated people to reduce their risk of becoming infected with the Delta variant and potentially spreading it to others. In addition to masks for all in localities with high rates of transmission of COVID-19, the CDC has urged individuals to wear a mask regardless of level of transmission, particularly if individuals are at risk or have someone in their household who is at increased risk of severe disease or is not fully vaccinated.

The CDC and OSHA guidelines also call for all individuals regardless of vaccination status to get tested three to five days following a known exposure to someone with suspected or confirmed COVID-19 and to wear a mask in public indoor settings for 14 days after exposure or until a negative test result.

OSHA said its recommendations are "advisory in nature and informational in content and are intended to assist employers in providing a safe and healthful workplace free from recognized hazards that are causing or likely to cause death or serious physical harm."

CAN GASOLINE GO BAD?

Gasoline doesn't stay good forever. The countdown starts as soon as you expose gasoline to air. After around 30 days or so of sitting in a car's fuel system, it starts to oxidize. When gasoline oxidizes it can gunk up the fuel system by turning into

varnish which can coat the fuel system and engine. Gasoline often contains ethanol. When deposits form, the ethanol attracts water from the atmosphere (it's hydrophilic for all you folks who slept through chemistry class).

Old gas isn't the end of the world if it has at for only a couple of months, but if the car has been sitting for 6 months or more, it can run into some problems, and you may need to use something like Seafoam.

By now the Reader should be aware that age is the most common cause of bad gas, (we all suffer as we get older) but it's far from the only one.

Water can also get into the gas tank. It can be caused by a loose gas cap, or from condensation. It's also possible that water can make it in from the pump itself – although this is getting more and more uncommon. Besides age and water, contaminated gas can come from a cracked fuel line, or from flakes coming from the gas tank.

SBA

The U.S. Small Business Administration announced Tuesday the opening of a Business Recovery Center (BRC) at the New York Power Authority building in White Plains, New York to provide one-on-one assistance to businesses and residents in submitting a disaster loan application for the remnants of Hurricane Ida that hit us on Sept. 1-3, 2021. Businesses, homeowners, renters and private nonprofit organizations in the Westchester are eligible to apply for physical disaster loans and for Economic Injury Disaster Loans from the SBA.

The BRC's address and operating hours are:
SBA Business Recovery Center
New York Power Authority Building, 123 Main Street, White Plains, NY 10601
Opened Monday – Friday, 9 a.m. – 5 p.m. until further notice, closed Saturday and Sunday

Customer Service Representatives will be available at the BRC to answer questions about the disaster loan program and assist business owners, homeowners and renters in completing their applications. Due to the ongoing COVID-19 pandemic, the SBA has established protocols to help protect the health and safety of the public. All visitors to the BRC are encouraged to wear a face mask.

Businesses of all sizes and private nonprofit organizations may borrow up to \$2 million to repair or replace disaster-damaged or destroyed real estate, machinery and equipment, inventory, and other business assets.

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Disaster loans up to \$200,000 are available to homeowners to repair or replace disaster-damaged or destroyed real estate. Homeowners and renters are eligible for up to \$40,000 to repair or replace disaster-damaged or destroyed personal property.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA's secure website at <https://disasterloanassistance.sba.gov/ela/s/>, and should apply under SBA declaration # 17147, not for the COVID-19 incident. To be considered for all forms of disaster assistance, applicants should register online at DisasterAssistance.gov or download the FEMA mobile app. If online or mobile access is unavailable, applicants should call the FEMA toll-free helpline at 800-621-3362. Those who use 711-Relay or Video Relay Services should call 800-621-3362.

Businesses and individuals may also obtain information and loan applications by calling the SBA's Customer Service Center at 1-800-659-2955 (1-800-877-8339 for the deaf and hard-of-hearing) or emailing DisasterCustomerService@sba.gov. Loan applications can also be downloaded at sba.gov/disaster. Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The filing deadline to return applications for physical property damage is Nov. 4, 2021. The deadline to return economic injury applications is June 6, 2022.

Vincent P. Nesci, Esq. Association General Counsel



Effective January 1, 2022, eligible employees will be able to take up to 12 weeks of Paid Family Leave at 67% of their average weekly wage. The NY PFL benefit is capped at 67% of the Statewide Average Weekly Wage of \$1,594.57 (\$82,917.64 annual average wage). The maximum weekly benefit amount for 2022 increases to \$1,068.36.

The 2022 payroll contribution is 0.511% of an employee's gross wages each pay period. Payroll contributions are capped at an annual maximum employee contribution of \$423.71 per employee.



SSDA-AT SIGNS JOINT TRADE LETTER

Dear Chairman Neal:

The undersigned organizations representing millions of individually and family-owned businesses strongly urge you to reject any measures that would raise taxes on Main Street employers as part of the upcoming reconciliation bill. Individually- and family-owned businesses are the cornerstone of the American economy. They represent nearly all businesses, they employ the vast majority of private sector workers, and they are the building block upon which innumerable communities across this country are built.

The package of tax hikes being considered by the Biden administration and Congress represents a direct assault on these employers. Proposals to raise rates on pass-throughs and C corporations, cap the Section 199A deduction, increase the capital gains tax, and impose capital gains at death would raise taxes on Main Street businesses when they operate, when they are sold, and when they are passed on to the next generation.

This triple threat would lock in unprecedented levels of government spending and taxes that would handicap these businesses, and the communities that rely upon them, for decades to come. They would also violate the President's pledge not to raise taxes on individuals making less than \$400,000 a year. Many individual and family business owners that make less than \$400,000, including the 1.4 million private C corporation owners, family businesses with ownership shares held in trust, and entrepreneurs selling their business after a lifetime of work, will be directly harmed by these tax increases. As inflation and unemployment remain stubbornly high, Main Streets across the country remain boarded up, their businesses closed and their workers idle. Estimates suggest up to one-third of all private businesses have closed their doors during the COVID-19 lockdowns, with more joining them every day.

Congress should avoid tax policies that harm Main Street employers at any time, much less at this difficult moment in our nation's history. The Biden tax hikes pose a triple threat to the ability of these individually and family-owned businesses to survive an uncertain future, we urge Congress to reject them.

Sincerely, SSDA-AT and other trade associations

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GM PLANS TO BECOME EV SOFTWARE LEADER, EXPAND EV LINEUP TO 20 BY 2028

General Motors plans to set itself up as the leader of electric vehicle software and intends to tell investors at a meeting in early October, along with expanding its electric vehicle lineup to 20 models by 2028, as its focus shifts over the next several years in the U.S. market.

Sources close to the matter told *Reuters* in late September that GM intends to shift from an automaker to a platform company as it could be the key to broadening its profit margins.

“GM’s gone from an automaker to a platform company, and here are all the things you can do with that,” the source said. “The question you should ask yourself is will we see doubling of revenues? Will we see margin expansion? Those are the sorts of things that you’re going to see over a period of time. Stay tuned for pretty impressive numbers on revenue and margin expansion.”

At the investor meeting, GM plans to show how it will spend its \$35 billion budget for expanding its electric vehicle lineup through 2025. Additionally, the sources said executives would discuss its plans for autonomous vehicles and give five-year targets for revenue and profit margins.

GM has announced on several occasions it will be all-electric by 2035. Its electric vehicle program already consists of the *Chevy Bolt EV*, which has been plagued with battery issues in 2020 and 2021.

However, the company will resurrect the Hummer line with the *GMC Hummer EV*, which will enter production in the fall, the automaker said. GM plans to unravel additional details regarding the Hummer EV during the meeting, which will take place Oct. 6.

Additionally, the company will give more information on the EV600 delivery van, the *Cadillac Lyriq* and new product launches like... ..the electric versions of the Chevrolet Silverado and GMC Sierra pickup, which could come in late 2022 and late 2023, respectively.

GM introduced its new software platform, *Ultifi*, in late September. The company highlighted software-oriented products would be vital in keeping profit margins high during the transition from ICE to EV. It will detail some plans for this at the meeting as well, as well as how it will leverage partnerships with *LG* to cut the cost of EV production, which is pricey due to the cost of batteries.

By 2028, GM wants to have at least 20 new EVs in the U.S., mainly consisting of the region’s most popular body styles. These include SUVs, pickup trucks and crossovers.

As seen in Autobodynews.com

PREPARING REPAIR SHOPS FOR HIGH-TECH AND ELECTRIC VEHICLES

Investment in time, training and resources regarding the latest trends in EV and hybrid vehicle development are the main barriers to entry for shop owners. But the tools to complete relevant training and the actual products needed to learn more about EV repairs are available.

General Motors has announced an ambitious plan to increase their lineup of 20 electric vehicles by 2028 and imagines an “[all-electric](#)” future. The savings, extended range and acceleration of EVs make them an attractive option. The mix of consumer demand and automakers’ desires to produce such cars means a coming change for the types of cars rolling into repair shops.

While the world focuses on the new makes and models, auto repair shops need to figure out how to adequately service these new vehicles.

Keep in mind, most electric vehicles on the market today have far fewer moving parts than internal-combustion-engine vehicles. The Chevy Bolt has [80% fewer](#) moving parts than a comparable ICE car, according to *The Detroit News*. In coming years, repair shops that ignore or delay in preparing for the growth in EV and hybrid car usage may hurt their bottom line, especially if they’re located in areas with high EV adoption.

Now is the time for shops to at least consider investing in the training and tools needed to handle these new vehicles.

When is the Time to Shift?

The timeframe for prepping a shop for EVs will vary greatly depending on the shop’s focus and the geographic area. A small shop in an Iowa farm town may see considerably fewer EVs than one located in Orange County, CA, although even in California where EV sales are robust, their numbers compared to ICE cars remains small.

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Shop owners can look at sales data for their area and add observational information. Do they see more Teslas or Priuses driving around? Are EV charging stations springing up throughout town? Is there an announcement from a large local business that they are changing their delivery fleet to EVs?

As these signs pile up, shop owners that develop their EV and hybrid maintenance skills can get ahead of the curve. They can make investments to help capture market share before the competition with the goal of setting themselves up for repeat year-over-year business.

If other repair shops are promoting EV services and you see them pulling in customers, pay attention and act to remain relevant. If the adoption in your local area is slower, then maybe you have more time to prepare and can hold off on making bold investments – instead, start small by reading about EV and hybrid technology, sign up for webinar training to learn more about EV systems and participate in any classes on the subject offered in your area.

Preparing the Shop

EV maintenance generally costs less than maintenance for their ICE counterparts because they typically have fewer moving parts than a similarly sized combustion-engine-based vehicle. There's no need for oil changes or fuel-injector cleanings. Far fewer parts must be replaced than those traditionally found in ICE vehicles – such as catalytic converters, oxygen sensors, ignition coils and spark plugs.

However, any car's tires and shock absorbers will need to be routinely inspected, but auto shops need to prepare to evolve into a combination of IT and auto tech with sophisticated diagnostic and scanning equipment for analysis and updates.

The time and effort involved with prepping a shop for EV repairs relates to the size and scope of the shop. It might take a few years of training and investment for a large chain operation, whereas a smaller one with only a few shops could implement some intensive training faster.

It may be helpful to start with the top experienced maintenance techs and give them some classes mixed in with their regular hours. This way you could have someone function as the in-house expert who can help the other crew members solve EV-specific problems. Relevant training is more accessible than ever, due to demand and COVID-19 pushing more learning opportunities online.

Training classes for EVs and the latest tech advancements could include the following:

- Safety. EV voltages can injure or kill someone. Most manufacturers have in place multiple safety mechanisms to prevent accidents while servicing these components. Training in working on battery apparatus is necessary, as is protective equipment such as insulated tools and high-voltage gloves.
- Tooling. Shops will need OE-recommended tools and equipment that could include insulation meters and resistance meters used to detect problems within motor generator units.
- Technology. Advanced features in all new cars, such as blind spot detection, emergency braking and adaptive cruise control, are complex and require specialized training. Of course, these features are certainly not exclusive to EVs or hybrids, so all shops can benefit from building their knowledge base beyond just mechanical repair to include the latest diagnostics.

Investment in time, training and resources regarding the latest trends in EV and hybrid vehicle development are the main barriers to entry for shop owners. The tools to complete relevant training and the actual products needed to learn more about EV repairs are currently available.

If your shop is already investing in the latest tech tools, then you probably have a head start on the competition when it comes to EVs.

If your shop is behind on the latest tech innovations and does not have any EV or hybrid training, keep an eye on your local community for EV adoptions so you can properly capitalize on the electric future.

As seen on wardsauto.com

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: Powersports Dealership for sale, Motorcycles, ATVS, UTVS, Snowmobiles, Generators/power washers. Parts dept. 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 Call Tony 845-781-3082 cell.

For Sale: NYS Insp. machine & license in Orange County. Asking \$20,000 or best offer. Please call Greg at 845-782-2505.

For Sale: On major state highway. Established Automotive business in the CATSKILLS. Body shop offers 4 plus bays, spray booth w/ complete inventory. Plus, Log home w/3 beds 2 + baths FDR, FIREPLACE. Too much to list. Owner retiring. Priced to sell \$549,000. 845 586 4882.

For Sale: Dutchess County. Selling NYS Inspection License and computer unit for the sum of \$35,000.00. Please contact Thomas DiPerno at T & D Auto Repair (845) 831-6120 between 8am and 3pm Mon – Fri, if no answer, please leave a message.

For Sale: NYS Inspection Machine & License including window tint meter. Westchester, Asking \$20,000 obo, call Ed at 914-659-0453.

For Sale: Auto repair shop of over 30 years closing. All equipment & tools for sale. Call Ed at 914-659-0453.

For Sale: Auto body repair shop in Town of Clarkstown, Rockland County. In business over 50 years. State of the art spray booth able to service small trucks and school buses, mobile spray booth, new diagnostic scanning system, wheel alignment machine, solvent and water-based paint system, brand new lift. Too many new items to list. Serious inquiries only. 845-548-7064, text or leave message. Will get back to you asap.

For Sale: Family owned and operated repair shop for 75 years on City Island, Bronx, NY. Established client base – Corner property 65ft. X 100ft. with 2 bays. Property, Building, Inspection License and Equipment. Please...Serious Inquiries only. Call Dave Carman cell: 646-408-42

Don't forget to visit our website
WWW.SSDGNY.ORG

SCHOLARSHIP RAFFLE TO BENEFIT THE JOSEPH ENGELDRUM MEMORIAL SCHOLARSHIP

As many of you may already know this year our dinner will be canceled due to the pandemic that surrounds us. However, we have been selling raffle tickets to aid prizes and the \$1,000.00 scholarship winner. The donation for a raffle ticket this year is \$25.00, and the prizes are as follows: First Prize \$2,500.00; Second Prize \$1,000.00 and Third Prize \$500.00.

This drawing will be held at the Board of Directors meeting in early December 2021. The winners of all prizes will be notified then.

If you would like to participate in the drawing you can call the office to set up a payment and we will send you the raffle ticket or you can call your representative to come to your shop.

Don't forget to fill out the application for the Joseph Engeldrum Memorial Scholarship in this bulletin. Be sure to send in your application as soon as possible. To be entered in the drawing all applications must be received no later than November 30, 2021.

TRIVIA QUESTION

How many new vehicles will be in GM's lineup by 2028? Call the office with an answer for a chance to win a free month's dues.

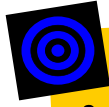
I hope you enjoyed reading this month's bulletin. If you have any questions, feel free to call the association. We are here to help you and your industry.

Regards,

Carla Obalde

Operations Manager

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JOSEPH ENGELDRUM MEMORIAL SCHOLARSHIP

SERVICE STATION DEALERS & AUTOMOTIVE
SERVICES OF GREATER NY, INC

JOSEPH ENGELDRUM MEMORIAL SCHOLARSHIP

YOUR ASSOCIATION WILL AWARD ONE LUCKY WINNER A \$1,000.00 SCHOLARSHIP FOR 2021. The rules and regulations are as follows:

1. Any member in good standings or their employee's sons or daughters who graduate from high school in 2021 or are currently enrolled in college or trade school are eligible, providing they begin classes within 13 months of the award date.
2. To be eligible, the member or his employee must submit the name, address and telephone number of the child and the college or trade school they will be attending within the allotted time. Submission is limited to one entry per person.
3. The deadline for entering is NOVEMBER 30, 2021. All entries must be post-marked by that date. The winner will be selected by a random drawing during our monthly Board Meeting in early December 2021.
4. The check will be made out to both the student and to the school of the student's choice.
5. The scholarship is not limited to potential college students but may be won by anyone wanting to further their education, whether it be college, trade school, etc.

JOSEPH ENGELDRUM MEMORIAL SCHOLARSHIP APPLICATION

MEMBER'S STATION NAME: _____

BUS. PHONE: _____ EMPLOYEE'S NAME: _____

APPLICANT'S NAME _____

NOW ATTENDING SCHOOL AT _____

APPLICANT'S HOME ADDRESS _____

HOME PHONE _____ YEAR GRADUATED HIGH SCHOOL _____

COLLEGE CHOICE, ETC. (IF KNOWN) _____

***** ALL APPLICATIONS MUST BE COMPLETED IN FULL *****

DEADLINE: November 30, 2021

RETURN TO: Service Station Dealers & Automotive Services of Greater New York, Inc.
421 Waverly Avenue
Mamaroneck, NY 10543