



# August 2020 Bulletin

## ASSOCIATION CONTEST

**CONGRATULATIONS TO THE JULY 2020 CONTEST WINNER SPARKILL EASTSIDE AUTOMOTIVE OF SPARKILL, 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

These are strange times that we are living in. This August column will touch upon just some of today's world.

### **COVID**

Some things need reminding lest we become complacent.

1. Remember that increased frequency of cleaning at your stations is extremely important. Counters, door handles, dispensers, nozzles, point-of-sale terminals, pin pads, cooler handles and buttons on equipment and self-service food equipment and all frequently touched surfaces should be cleaned on a regular schedule.
2. Place alcohol-based hand sanitizers at the registers.
3. Gloves and masks to cashiers, front end gas employees and mechanics.
4. Encourage increased hand washing and good personal hygiene.
5. Encourage a safe distance of at least 6 feet between customers and employees, wherever possible.
6. Encourage employees to take advantage of your sick leave program to stay at home if they have cold or flu-like symptoms or a fever.
7. Put signage at the dispensers to remind customers to help prevent the spread of respiratory diseases by using gloves or paper towels while fueling and by using hand sanitizers, washing hands thoroughly and avoiding touching your face after fueling.
8. Follow the guidelines of the Centers for Disease Control and Prevention (CDC) and local health authorities.

9. Personal Protective Equipment [PPE], for the cashiers, front end gas employees and mechanics, including those involving contact with the general public for whom there is no reason to suspect COVID-19, disposable gloves and a face mask may be sufficient. However, there may be circumstances where eye/face protection (e.g., goggles, face shield) may be required. These should be on-hand.

## **BEWARE OF THE WAGE TROLLS!**

What is that? A troll is defined as:

A mythical, cave-dwelling creature depicted in folklore as typically having a very ugly appearance. It can also be the action of trolling for fish. You and your shop are the fish!

A wage troll is a law firm that seeks out undocumented persons and convinces them that you owe them money for wages not paid at the minimum rate, cheated them on hours and did not pay overtime.

They really do not care about those employees of yours, they are seeking massive attorney fees and will sue you in Federal Court and in general make your life miserable. You will then have a very ugly experience.

How to avoid the wage trolls?

**Rule Number 1** - keep good records. Keep the paper records for 8 years and make an electronic copy of the records so they are readily available to you.

**Rule Number 2** - record the employees time accurately. Use a time clock or sign in sheet with hours. Scan the sheet to your computer and keep the paper records and/or time-cards for 8 years.

**Rule Number 3** - have the employee sign for their pay. If possible, pay by check and the bank will send you electronic copies with your electronic statement.

**Rule Number 4** - Never ever pay with cash. The employee will say that you shorted them. Pay by check.

**Rule Number 5** - Never ever cash the employees pay-check. The employee will claim that you took part of the pay.

# August 2020 Bulletin

---

## **HOW C-STORES CAN SAVE ON FOODSERVICE LABOR**

Over the past few years, foodservice options at convenience stores have evolved into something consumers crave. And with c-stores offering greater variety and a higher quality of products than ever before, consumers are purchasing more food more often.

In fact, the majority of c-store foodservice customers are regulars. According to Technomic's *Q1 2020 C-Store MarketBrief*, 89% of c-store consumers purchase foodservice food items on at least a monthly basis, with most (64%) purchasing hot food. Convenience stores have made themselves a formidable competitor in the foodservice industry: Sixty-four percent of c-store customers say they are making fewer purchases from fast-food restaurants, among several other types of foodservice operators, because they're choosing c-store foodservice instead.

This steady demand makes foodservice a focus for retailers looking to grow their businesses, and rightly so. *Era of Disruption: Is Your Business Built for Growth?*, a 2019 collaborative study by CSP and Technomic, reported that "supporting the growth of foodservice is the focus of store remodels and new builds" and found that "amenities to enhance the foodservice program span from menu to tech."

In c-stores, few innovations make as direct and dramatic an impact on food quality as technologies that improve foodservice. Here's why.

### **Kitchen innovations improve service and quality**

The more kitchen technology can streamline the food-prep

process, the less room there is for human error. Data cloud connectivity, for example, allows retailers to ensure menu consistency from location to location. Alto-Shaam's ChefLinc™, a cloud-based, remote oven management system that enables a user to interact with their Alto-Shaam oven, is a prime example.

ChefLinc connects Vector® H Series Multi-Cook ovens to the Alto-Shaam cloud-based dashboard to store operational data and recipe libraries, allowing for centralized management across an organization. This eliminates the need for employees at each individual store to upload recipes to an oven manually; therefore, it averts the possibility of creating accidental discrepancies among different locations' recipes.

Not only does a centralized management system simplify the user interface, but it can also reduce demands for labor. With ChefLinc's easy-to-navigate touchscreen controller and a dashboard for seeing real-time connectivity status, cooking state and alerts, food prep requires fewer employee hours, by reducing travel store-to-store and building out guided, step-by-step recipes that are easy to follow.

Technical difficulties can put a halt to food production, which means troubleshooting kitchen technology should take as little time and effort as possible. ChefLinc helps minimize oven downtime by providing alerts and real-time service diagnostics. No time is wasted waiting for maintenance to arrive and address any issues: Employees can receive accurate, reliable service support from Alto-Shaam service experts with dashboard mirroring. Plus, data storage creates the opportunity for long-term improvements. With ChefLinc, retailers can record, monitor and store operational and cooking data and draw insights to improve efficiency.

Innovations that improve c-store foodservice quality and consistency while expediting prep can make an enormous impact on the customer experience. C-stores have already proven themselves as true competitors in the foodservice industry, but with state-of-the-art equipment in the kitchen, they can leverage convenience, consistency and quality to give themselves an even greater edge in the market.

*As seen on [cspdailynews.com](http://cspdailynews.com)*

## **NYVIP 3**

As many of you may already know NYVIP3 will be going into effect November 2021. Here is a bit of information that you will need to know. When NYVIP came out, in the event your internet went down you were allowed to do 10 inspections off-line. With NYVIP2 that has changed to 1 off-line inspection allowed. Now with NYVIP3 the DMV wants to go to "0" offline. The goal is to eliminate inspection records never making it to the DMV inspection database. When this happens it causes problems/issues for law enforcement, CARFAX, and the motorist as they may not be able to renew their registration. With NYVIP3 all inspections will need to be online in order to complete at the station level. NYVIP3 will allow alternate connection methods like NYVIP2, however stations will be required to use broadband as their primary connection method. The NYVIP3 vendor will be tasked to provide stations without broadband in their area with an alternative solution e.g., wireless 4G or 5G router.

*Don't forget to visit our website*

[WWW.SSDGNY.ORG](http://WWW.SSDGNY.ORG)

---

421 Waverly Avenue, Mamaroneck, NY 10543

Ph: 914-698-5188 F: 914-698-4787

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

# August 2020 Bulletin



## **SSDA-AT SIGNS ONTO LETTER TO OPPOSE THE CORPORATE TRANSPARENCY**

Dear Representative,

While we support the goal of preventing wrongdoers from exploiting United States corporations and limited liability companies (LLCs) for criminal gain, the undersigned organizations write to express our strong opposition to H.R. 2513, the Corporate Transparency Act of 2019. The Corporate Transparency Act would impose burdensome, duplicative reporting burdens on millions of small businesses in the United States and threatens the privacy of law-abiding, legitimate small business owners.

The Financial Crimes Enforcement Network's (FinCEN) Customer Due Diligence (CDD) rule became applicable on May 11, 2018. The CDD rule requires financial institutions to collect the "beneficial ownership" information of legal entities with which they conduct commerce. This legislation would attempt to shift the reporting requirements from large banks - those best equipped to handle reporting requirements - to millions of small businesses - those least equipped to handle reporting requirements.

The reporting requirements in the legislation would not only be duplicative, they would also be burdensome. Under this legislation, millions of small businesses would be required to register personally identifiable information with FinCEN upon incorporation and file annual reports with FinCEN for the life of the business. Failure to comply with these reporting requirements would be a federal crime with civil penalties up to \$10,000, criminal penalties up to 3 years in prison, or both.

The Congressional Budget Office wrote, "Because of the high volume of businesses that must meet the new reporting requirements and the additional administrative burden to file a new report, CBO estimates that the total costs to comply with the mandate would be substantial." The Corporate Transparency Act would generate between 25 million to 30 million new reports annually. This legislation contains a definition of "beneficial ownership" that expands upon the current CDD rule. The CDD rule requires disclosure of individuals with a 25 percent ownership interest in a business and an individual with significant responsibilities to control a business. The Corporate Transparency Act would expand that definition, requiring disclosure of any individual who "receives substantial economic benefits from the assets of" a small business. The legislation

defers to regulators at the Department of Treasury to determine "substantial economic benefits."

In addition, this legislation would impose a "look-through" reporting requirement, necessitating small business owners to look through every layer of corporate and LLC affiliates to identify if any individuals associated with such entities are qualifying beneficial owners.

Ownership of an entity by one or more other corporations or LLCs is common. Corporate and LLC shareholders would already have their own independent reporting obligation under this bill to disclose any beneficial owners, making this provision excessively burdensome.

The Corporate Transparency Act raises significant privacy concerns as the proposed FinCEN "beneficial ownership" database would contain the names, dates of birth, addresses, and unexpired drivers' license numbers or passport numbers of millions of small business owners. This information would be accessible upon request "through appropriate protocols" to any local, state, tribal, or federal law enforcement agency or to law enforcement agencies from other countries via requests by U.S. federal agencies. This type of regime presents unacceptable privacy risks.

The Corporate Transparency Act also introduces serious data breach and cybersecurity risks. Under the legislation, FinCEN would maintain a database of private information that could be hacked for nefarious reasons. As the 2015 breach of the Office of Personnel Management demonstrated, the federal government is not immune from cyber-attacks and harmful disclosure of information. In addition, millions of American companies would be required to maintain and distribute information about owners and investors in the company, thus creating another point of vulnerability for attack. This risk is particularly acute because the Corporate Transparency Act is focused only on small businesses and those entities are often the least equipped to fight off cyber intrusions.

While this letter does not enumerate every concern, it highlights fundamental problems the Corporate Transparency Act would cause for millions of small businesses in the United States. Because of the new reporting requirements and privacy concerns, the undersigned organizations urge a no vote on H.R. 2513, the Corporate Transparency Act.

Sincerely,

SSDA-AT and other trade associations.

# August 2020 Bulletin

---

## 3 WAYS COVID-19 AFFECTS EV

Automakers are eyeing a return to operation at factories after the coronavirus outbreak led to worldwide closures. The short-term headwinds are clear.

But news recently emerged that indicates a potential long-term effect of this unprecedented time. Company after company is putting electric vehicle production on hold—even the big names.

Aftermarket analyst Jim Lang noted in his recent newsletter that, indeed, big changes are afoot in the wake of coronavirus. He predicted that 1 million in potential EV sales will disappear as a result.

“Lower total vehicle sales and a number of disincentives to purchase EVs mean that the projected sales of nearly 2 million Electric vehicles during 2020 to 2023 (which is part of many experts’ scenarios for the elimination of ICE vehicles on U.S. roads) will be slashed by more than half,” Lang wrote.

### **Plans Delayed**

Let’s start with Ford. The much-anticipated Mustang Mach-E will not reach owners—many of whom have placed reservations already—as soon as planned. The Detroit Free Press reported that the delays don’t affect U.S. customers yet, but European deliveries won’t come until at least November 2020.

Another Ford-backed venture also announced delays. Customers will have to wait until 2021 for the Rivian R1T pickup, reports Cnet Roadshow. The startup electric utility vehicle company got major investments from Ford and Amazon. The original delivery schedule was for late 2020.

In luxury news, Lincoln won’t be bringing an EV with its own badge to market in the near future. Roadshow confirmed with the company this spring that development has been put on hold. Plans are still in the works, eventually, though there isn’t a firm date yet. The eventual Lincoln EV will utilize Rivian’s platform. General Motors shelved another high-profile EV in its electric Hummer. The company announced that the public debut of the new Hummer is delayed due to the pandemic, but development should remain on track for a 2021 release.

GM’s electric sedan, the Bolt, also experienced a setback. The model refresh will come in 2022 rather than 2021, according to Green Car Reports.

## **Three Factors**

Lang points to three factors that are effects of the coronavirus pandemic and will ultimately slow the rise of EV adoption among drivers.

First, consumers will be even more skeptical of EVs’ higher price tags, a barrier that proponents had been getting closer to breaching. But now, Lang wrote, as the crush of an economic slump sets in, consumers won’t be reaching for that more expensive option.

The second factor relates to a domino effect that COVID-19 produced. The pandemic led to work-at-home orders worldwide, which meant that fewer people were on the roads. Much fewer. In Minnesota, for example, it only took a week for average traffic to drop by 30 percent (though speeding increased). The sharp drop in demand led to an oversupply of gas, which led to a freefall for oil prices. Gas prices between \$1 and \$2 doesn’t make consumers lust after an EV, Lang wrote.

Third, Lang said that government-backed financial incentives won’t be as available for buyers in a financial crunch. “These incentives have been critical to boosting EV sales during the past few years,” Lang said.

## **ICEs Hold On**

Lang has had a sharp eye on the future of internal combustion engines. He previously predicted that the peak of internal combustion-powered vehicles on the road would be in 2035. Given these new factors, Lang provided an updated prediction. “The unprecedented and abrupt impact of the 2020 Virus (sic) Black Swan means that peak ICE will not occur before 2035 and could be delayed years beyond that,” Lang wrote. “By 2033, that will add over 40 million more ICE vehicles than there are today on U.S. roads.”

That also means that EV producers already in the market, namely Tesla, might enjoy a slightly longer lead on competitors. With other big automakers paring down developmental plans, Tesla remains the source of three of every four EVs sold in the U.S., according to a CNBC report.

*As seen on [ratchetandwrench.com](http://ratchetandwrench.com)*



*Check out our  
Facebook page  
@SSDGNY*

# August 2020 Bulletin



“Worker’s Comp” or Workers’ Compensation Insurance is a mandatory type of insurance that protects both your employees and your company if an employee experiences an injury or work illness while at work. Having a workers’ comp policy protects small-business owners if unexpected accidents happen.

Workers’ compensation insurance helps pay for all the bills related to a work-related injury, including medical care and lost wages. In return, you’re protected as a business owner if other issues come up.

Being a member of the association gives you the advantage of being able to be in our workers’ compensation safety group 485 which offers an up front discount of up to 25% as well as an annual dividend. For the past 3 years the dividends that were given to policy holders was 37.5% of their premium.

## What's your MOD?

If you don’t know your MOD – your Worker’s Compensation Experience Modification – then you are probably paying too much for coverage. Having a safe working environment, and a low MOD, keeps your Worker’s Comp premiums in check. The higher your MOD, the higher your Workers’ Compensation premiums will be.

Marshall & Sterling’s certified loss control specialists can work with you to provide safety programs and best practices to help lower your MOD, save you money on your Workers’ Comp budget, and most importantly keep your employees safe and sound. Contact Dave Horton at 914-474-1449 or email [dhorton@marshallsterling.com](mailto:dhorton@marshallsterling.com) for information on Workplace Safety Compliance Program and other risk management services.

### REFERRALS

Do 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 free month’s dues. A \$45.00 credit will be added to your account. If you know of someone who may be interested, please contact our Sales Representative Bill Griese at 914-227-0144.

### Tech Tip

After reading about the use of shop towels in the bulletin, Randy Johnson, from Randy’s Garage in Blauvelt NY recommends using JEGS for your supply of shop towels. He stated “You get a large quantity for a great price”.

Thanks Randy for helping out your fellow members!

*If anybody else would like to share your thoughts with your fellow members please call the office or email us with your incite.*

## WELCOME NEW MEMBERS

Yorktown Shell  
Yorktown, NY

Wykagyl Service Station  
New Rochelle, NY

## 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](http://bigboyztoysny.com) Call Tony 845-781-3082 cell.

## TRIVIA QUESTION

When will the new inspection program go into effect? Call the office with the correct answer for a chance to receive 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