



Driving New Hampshire Forward

Timeline: NH

a publication of the New Hampshire Automobile Dealers Association

February

Volume



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STAFF

Publisher

Larry Foss

Editorial Director

Peter J. McNamara

Managing Editor

Nathaniel Stout

Design and Layout

Advertising Coordinator

Lisa Lavoie

Photographer

Michael Rosenblum

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Cover: The highly successful NH Auto Tech State Competition occurred January 12-13 at Lakes Region Community College. Here several of the ten top teams from high schools throughout NH work on their 2015 Toyotas to fix "bugs" planted in them by college professors from auto tech programs in the state (see pages 10-11). Photo & Design by Nat Stout

Breakneck Pace Set at 2018 Legislative Session

Daniel Bennett, Vice President of Government Relations

One month in and the breakneck pace at the Statehouse continues, and that feels like an understatement. The House and Senate have some very early deadlines this year, so the workload is intense as bills frantically churn through committee rooms. Some committees are even meeting regularly on Fridays, a rarity.

Already we have had three big days in which we made legislative calls to action, asking members to pack the room: two separate days on vehicle inspection issues and one on a collision repair bill.

Thanks to all members that made calls and sent emails, testified at hearings, or packed the room on the hearing dates.

We have been active in both the House and the Senate, spending a great deal of time in the transportation, labor, and

commerce committees.

As we move towards the halfway mark of the session, Crossover Day, some important votes by the full House are expected. Please heed the call to action when we ask. Your voice will be crucial in ensuring that we are all successful. Being a constituent with your industry expertise, your voice carries weight when representatives consider their votes. Be ready to make the call or email when asked, and ask your staff to do so as well: our voice in Concord is only as loud as yours back home.

One bill we have been fighting, which will likely receive a full House vote on February 8, House Bill 1328, sponsored by Glen Dickey (R-New Boston), would



Dan Bennett

move all vehicle inspections to every other year. In the name of safe roads, NHADA and many of our allies such as the American Automobile Association, the NH Motorcyclists Rights Organization, the Department of Safety, and the Division of

Motor Vehicles oppose the bill. The House Transportation Committee recently voted this legislation "Inexpedient to Legislate" (to "ITL" or kill) this frequently attempted, poorly conceived bill. Supporters of NHADA's position included: Chairman Steve Smith (R-Charlestown), Vice Chair Tom Walsh (R-Hooksett), Clerk Tom Laware (R-Charlestown), Brian Chirichello (R-Derry), Werner Horn (R-Franklin), Craig Moore (R-New

Legislature – continued on page 13

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Joseph Alosa, Sr., Nominated As 2018 Truck Dealer of the Year

By Charles Cyrill, NADA Director of Public Relations

Joseph Alosa, Sr., president and CEO of New England Kenworth in Concord and NHADA member, is one of seven nominees for 2018 Truck Dealer of the Year — a national award that recognizes commercial-truck dealers for business performance, industry and civic leadership and community service.

“It’s truly an honor to be nominated for this prestigious award, and I thank my colleagues for the nomination,” Joe said. “It’s not every day that you get to be in such elite company with some of the best minds at heavy-duty truck dealerships.”

The business was founded by his father, Pasquale (Patsy) Alosa, who started a small repair shop in 1917. Today, the business has grown to eight Kenworth Truck Co. dealership locations with more than 200 employees in New Hampshire, Vermont and Maine, and Hino Trucks and Isuzu Trucks in Vermont. This year marked the 100th anniversary of The Patsy’s Companies.

“Our greatest asset for performance success is our employees. Some have been with us anywhere from 20 to 60

years,” added Joe, who became a dealer in 1962. “Our dealership locations continue to thrive because of the people we have and because they know the culture of our organization. And at the heart of that culture is ‘if you take care of your employees, they will take care of you and ultimately the most important person—the customer.”

For many years, Joe has worked with the Boys and Girls Clubs of Greater Concord (past president), Girls Inc. of New Hampshire (past board member) and Concord Hospital (past board member).

Joe served as Kenworth’s line representative for the American Truck Dealers (ATD) from 1989-1999. In that position, he routinely consulted with small and large dealers to provide Kenworth with feedback regarding dealership issues, challenges and successes to improve policy. He served on the board for the Federal



Celebrating 100 years in business – Joseph R. Alosa, Sr. and Carol Alosa

Reserve Bank of Boston, NHADA and is a past member of General Motors’ Dealer Council.

Over the past 23 years, the dealership group has received numerous awards, including the Multi-Gen U.S. Based Family Enterprise award from the University of Vermont’s Grossman School of Business, and numerous awards from Kenworth Truck Co., which include its Gold Award, Silver Award, Service Excellence, PACCAR Parts, and Service and Parts.

The national Truck Dealer of the Year award is sponsored by ATD, Heavy Duty Trucking magazine and Procede Software.

The nominees will be compared for their dealership performance, industry leadership, civic contributions and community service.

The winner and runner-up will be announced during the 55th annual ATD Show (formerly the ATD Convention & Expo) in Las Vegas, which runs concurrently with the National Automobile Dealers Association (NADA) show from Thursday, March 22, through Sunday, March 25, 2018. 📍

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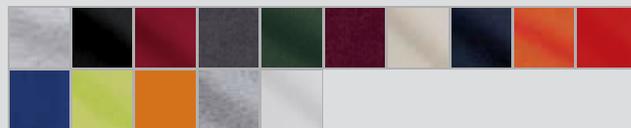


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Liability Protection from Weather-Related Claims

Brian Duplessis, Loss Prevention Consultant

Beginning in November, 2013 commercial salt applicators certified by the New Hampshire Department of Environmental Services (NHDES) under RSA 489-C — and property owners or managers who hire them — are granted liability protection against damages arising from snow and ice conditions under RSA 508:22. The purpose of the voluntary certification program is to:

1. Improve efficiency in salt use, such that the least amount of salt is used to ensure safe conditions on surfaces traveled by pedestrians and vehicles in winter conditions;
2. Reduce the amount of salt used by commercial applicators, as measured in tons of salt per acre per year, over time while maintaining safe conditions for pedestrians and vehicles in winter conditions; and
3. Establish a voluntary system for commercial salt applicators to track their salt use and provide information annually to the salt accounting system.

508:22 Liability Limited For Winter Maintenance

I. No commercial applicator as defined in RSA 489-C:1, II and certified under RSA 489-C:2, or owner, occupant, or lessee of land whose premises is maintained by a

commercial applicator certified under RSA 489-C:2, shall be liable for damages arising from insufficiencies or hazards on any premises owned, occupied, maintained, or operated by them, even with actual notice thereof, when such hazards are caused solely by snow or ice, and the commercial applicator's, owner's, occupant's, or lessee's failure or delay in removing or mitigating such hazards is the result of its implementation, absent gross negligence or reckless disregard of the hazard, of best management practices for winter road, parking lot, and sidewalk maintenance adopted and published by the NH Department of Transportation and the NHDES. All commercial applicators, owners, occupants, or lessees who adopt such best management practices shall be presumed to be acting pursuant to the best management practices in the absence of proof to the contrary.

II. In order to receive the liability protection provided in paragraph I, a commercial applicator as defined in RSA 489-C:1, II, or an owner, occupant, or lessee of land shall keep a written record describing its winter road, parking lot and property maintenance practices. The written record shall include the type and rate of



Brian Duplessis

application of de-icing materials used, the dates of treatment, and the weather conditions for each event requiring de-icing. Such records shall be kept for a period of 3 years.

Source: 2013, 144:123, eff. Sept. 26, 2013.

This is an excellent risk management activity to prevent incidents and offer greater protection to NHADA members from liability arising from weather-related claims. If you clear your own property or contract it out, it makes sense to use someone with this certification and maintain necessary records.

Visit <http://bit.ly/2n5KUKL>.



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New HMO Network Requirement

Laurie Churchill, Field Representative

Effective January 1, 2018 Harvard Pilgrim will require registered, out-of-area dependent members on their HMO plans to use their out-of-area dependent network when they receive care outside of their plan's enrollment area.

Members will have until March 1 to start seeing a participating out-of-area dependent provider if they are not already seeing one. After February 28, the only services Harvard Pilgrim will cover from non-participating providers are urgent care and medical emergencies. Out-of-area dependent members can call Harvard Pilgrim's member services department if they have questions or concerns about the providers in their area.

Harvard Pilgrim wants to make sure that out-of-area dependent members

take advantage of their unique relationship with UnitedHealthcare, which gives them access to a strong provider network of more than 775,000 providers nationwide.

Harvard Pilgrim's out-of-area dependent provider directory became available online as of January 1.

To find participating out-of-area dependent providers, members should:

- Go to www.harvardpilgrim.org.
- Click on "Find a Provider".
- Choose "Out-of-Area Dependent Directory" under "Standard Plans".

Registered, out-of-area dependent members who are in active treatment with a non-participating provider for certain



Laurie Churchill

illnesses, injuries or other medical conditions can work with staff from Harvard Pilgrim's Clinical Transition Program to make a coordinated transition to a participating provider. To learn more, call 888-888-4742 and say "Clinical Transitions" after the

prompt.

Harvard Pilgrim has notified affected out-of-area dependent members. As of March 1, it is important to use one of the UnitedHealthcare nationwide network of doctors, hospitals and other health care providers. UnitedHealthcare is America's biggest health insurance provider.

If you have any questions, contact me at [lchurchill@nhada.com](mailto:churchill@nhada.com), or contact anyone in the NHADA Insurance Division with a call to 800-852-3372.



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Free Registrations to NHADA's Big Event!

At our next convention, NHADA is providing each and every NHADA member company two free registrations, which include receptions and meals in addition to numerous activities and entertainment. We are putting together the finishing touches on the agenda, so watch for registration information!

NHADA has taken over the entire resort, and all 141 rooms, including suites, are \$149 per night on Sunday and Monday, June 24-25. To make your Mountain View Grand Resort & Spa room reservation, call 866-801-3653. They will be happy to review room options that meet your needs. Attendees must reference New Hampshire Automobile Dealers Association (NHADA).



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L to R: Steven DeLuca, Jim How, Marisa DeLuca, Anna Fontaine, Ted Finn, Bill Hoover.

For more information please contact Steven DeLuca, General Manager at 603-437-5700.

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Retail Vehicle License Renewals Due March 31 Open Now – Renew Early!

A retail vehicle dealer license is required for any person engaged in the motor vehicle business who sells five (5) or more motor vehicles at retail to the general public within a 12-month period, with an established place of business within this state. The business must be licensed by the New Hampshire Division of Motor Vehicles, and the license must be renewed annually by March 31.

The retail vehicle dealer’s license includes town approval (being in compliance at all times), State Police structure and signage recommendation of approval, a criminal background check for

each listed owner’s state of residency plus, in NH, a \$25,000 surety bond, a service agreement (if they don’t own their own inspection station), and verification of regular business hours (minimum of 37-½ hours per week).

Retail vehicle dealers may also apply for dealer registration privileges (dealer plates included with license on the same application).

Further information is available at 1.usa.gov/1jgN2qy.

Any dealer license/ registration information is available at 1.usa.gov/14oFJn7.

Big Event – continued from previous page

The Mountain View Grand offers numerous amenities, including hiking, biking, tennis, indoor and outdoor pools, a vibrant Kids’ Mountaineer Club, indoor and outdoor activities, an axe throwing competition (adults only!), and a nine-hole golf course.

In addition to the Golf Tournament,

NHADA will host a golf lesson Sunday afternoon; participants will have the opportunity to play the home course free.

Guests booking in advance of the group’s arrival will be entitled to 25 percent off current pricing. Guests who book on site will receive a 20 percent Spa discount. All guests who make spa appointments

will have their name entered into a raffle for a complimentary “Infinity Sok Tub” experience – raffle winner to be announced on the day of the group’s arrival. To pre-book, call 603-837-0080.

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New Hampshire Auto Tech State Championship

SST Takes Auto Technician Gold

By Jessica Dade, NHADA Workforce Recruiter

Auto technician students from ten NH high schools faced off at Lakes Region Community College (LRCC) January 13th to determine who would represent NH at national auto tech competition in New York City this April.

The 2018 New Hampshire Auto Tech State Championship kicked off Friday, January 12, with an opening ceremony at LRCC. Each team of two students, their teacher, parents and friends were all welcomed by the NHADA's Chair Michael Kopp, President Peter McNamara, and Workforce Recruiter Jessica Dade among others. They were also introduced to the cadre of community college auto tech professors from the four community colleges in NH that host auto tech programs

— LRCC, Nashua Community College, Manchester Community College and White Mountain Community College — who were facilitating the competition and judging its results.

Following the welcome speeches, the competition format was described in detail, setting the stage for an auto tech contest second to none.

Thanks to Toyota Motors North America, ten cars with multiple, predetermined malfunctions were available in each lab for the students to identify, assess and repair. They needed to follow strict methodology and pay close attention to detail in order to earn high marks.

While not a race, the contest allowed eager contestants only four hours to

complete the full evolution. The requirement to follow all the steps to properly diagnose the mechanical problems and determine and execute the solution, in addition to the time limit combined to create an atmosphere of excitement and positive tension. The competition was thrilling to both participants and spectators.

All 10 teams were looking to advance to New York's national competition this spring, but only one would earn that distinction. Yet every participating student won NHADA scholarships to further their education at any of the community college system's auto tech degree programs.



Jessica Dade



Contestants and Judges

Photos by Nat Stout

Sponsored by the non-profit NHADA affiliate, NH Automotive Education Foundation (NHAEF), the program endeavored not just to meet the needs of these individual students, but the

needs of our industry as well. Programs and competitions like this represent an important conduit for aspiring automobile technicians to secure the education and experience needed to enter our

membership's workforce on the ground, running.

Results of the 2018 State Auto Tech Championship (with scholarship awards listed in parentheses) were:



1st Place (\$2,000 each): Andrew Gelina & Aaron Wessling, Seacoast School of Technology;



2nd Place (\$1,500 each): Dylan Lacasse & Silas Magargee, Pinkerton Academy;



3rd Place (\$1,000 each) Maxwell Lambert & Mathew Richard, Concord Regional Technical Center.

Competition – continued on page 13



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-Mike Phillips, *Phillips Auto Sales*

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Competition – continued from page 11

Also competing, and earning \$500 each scholarships were:
Noah Goodrich & Dan Starkweather, Cheshire Career Center;
Ethan Adriance & Troy Miner, J. Olivia Huot Technical Center;
Cody Gallant & Joshua Godin, Nashua Technology Center;
Tyler Couitt & Kurtis Lewis, Newport High School;
Dylan Hixon & Thias Sivia, Plymouth Applied Technology Center;
Justice Brown & Sheamus Powers, Portsmouth Career Technical Center; and
David Jacobs & Garrett Houle, Salem H.S. Career & Technical Education Center.

Congratulations to Andrew Gelina and Aaron Wessling from Seacoast School of Technology for their well-deserved win. Let's all root for them to take the top honors in New York City and bring the trophy back to New Hampshire.

Thank you also to NHADA Chairman Mike Kopp, North Country Ford, and prior competition winner Austin Hill, who spoke Friday evening.

Judges

- Lakes Region Community College:** Jamie Decato, Scott Ellis, Mike Parker and Dave Perkins.
- Manchester Community College:** Marc Bellerose, Bob Lott, Todd Mikonis and Matthew Paras.
- Nashua Community College:** Tim Hogan.
- White Mountains Community College:** Al Host, Troy Lachance and Chuck Palmer.
- Subaru University:** George Panagiotou.
- Toyota Motor Sales:** Joseph Myers and Michael Smith

A huge thank you to all our local dealers, master technicians and service managers that worked with and supplied vehicles for the schools to use while preparing for the contest. 🚗



2018 Auto Tech State Competition contestants

Legislature – continued from page 3

Ipswich), George Sykes (D-Lebanon), Mike O'Brien (D-Nashua), Tim Soucy (D-Concord), Skip Cleaver (D-Nashua), and Kari Lerner (D-Derry).

Those voting against NHADA's position were: Chris True (R-Sandown), Peter Torosian (R-Atkinson), Charlie St. Clair (D-Laconia), and Casey Conley (D-Dover).

As a business owner or resident and employer in an elected official's district,

you are critically important in influencing their opinion and educating them on perspectives that they may not consider or be familiar with. Please make your voice heard when we call you to action and thanks for your help.

And, of course, we are available for your questions. Contact me by email at dbennett@nhada.com, or call us at 800-852-3372. 🚗

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For more information please contact Jen Moeckel at 621-7112 or email her at j.moeckel@clrm.com or visit their website at www.clrm.com

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OSHA Forms to be Compiled

Matt Foster, Loss Prevention Representative

The NHADA Workers' Compensation Trust (WCT) will again be compiling the Occupational Safety and Health Administration's (OSHA's) Form 300A and 300 Log for 2017, which by now all members should have received. As a reminder, the 300A needs to be signed by the owner and posted for all employees to view from February 1, 2018 through April 30, 2018.

Unless directly requested by OSHA, no forms need to be submitted, rather the 300 log and annual summary shall be

kept on file for *at least* five years following the year that the data covers. If an injury or illness needs to be edited or changed, you should go back to the 300 log and make the appropriate changes.

In addition to the continued recording of injuries, any work-related fatalities need to be directly reported to your local OSHA office (800-321-6742) within eight hours, and any work-related, in-patient hospitalizations, all amputations, and all losses of an eye need to be reported



Matt Foster

to OSHA within 24 hours.

As with any injury, the New Hampshire Employer's First Report of Occupational Injury or Disease (Form 8WC) *must be filed* with the WCT and meeting the requirements of the OSHA Form 301 for first

reports.

If you have any questions, or for more information, feel free to contact me at mfoster@nhada.com or any other member of the Loss Prevention Department at 800-852-3372. ▲

Tax Reform Bill Passes With NADA-Backed Provisions

Many New Tax Provisions Effective on January 1, 2018

With both the House and Senate having passed H.R. 1, the President signed into law the comprehensive tax reform bill. H.R. 1 is the first major rewrite of the tax code since 1986 and contains numerous provisions of interest to dealers. Below are some of the tax highlights the National Automobile Dealers Association (NADA) fought for on behalf of franchised dealers.

Preserving the full deductibility of floor plan interest. The original House and Senate tax bills generally disallowed interest deductibility, including floor plan financing, for interest expenses in excess of 30 percent of adjusted taxable income. NADA supported the Brady

amendment to preserve full deductibility of floor plan interest in the House and the near-identical Paul amendment in the Senate. NADA prevailed and floor plan interest remains 100 percent deductible on a permanent basis in the final bill. H.R. 1 provides that entities that receive full deductibility of floor plan interest cannot claim the new temporary immediate expensing provisions; however, Section 179 expensing, with permanent increased limits, remains available.

Lowering the tax rate and ensuring tax relief for pass-through dealerships. The final bill allows a 20 percent deduction on pass-through income (including from trusts and estates), which results in an effective tax rate below 30

percent for business income. Pass-through income is limited to 50 percent of the W-2 wages paid by the business or the sum of 25 percent of the W-2 wages plus 2.5 percent of depreciable capital.

Maintaining the LIFO (last in, first out) inventory accounting method. NADA fought to preserve LIFO, which many dealerships have utilized for decades. Despite numerous threats to repeal LIFO, this accounting method ultimately was not changed in the bill.

Significant estate tax reform. NADA has long fought to reform the "death tax" because of its extremely adverse effect on family-owned dealerships. H.R. 1 doubles the estate, gift and generation-skipping transfer tax (GST) exemptions

from \$5.6 million to \$11.2 million per individual/\$22.4 million per couple, indexed for inflation with portability, effective January 1, 2018 until December 31, 2025.

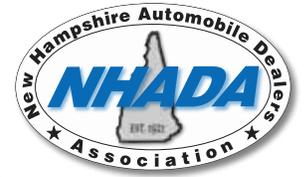
Defeating the Border Adjustment Tax (BAT). The BAT would have raised vehicle prices on every vehicle. NADA opposed this new tax and it was not included in either tax bill.

Retaining advertising deductibility. Limiting the deductibility of advertising expenses would have been an administrative nightmare for most dealers, and could have raised dealers' taxes. NADA opposed this provision, which was not in either bill. ▲

- Doug Knust, Chairman, Legislative Affairs Committee

May 11, 2018

NHADA Management Summit & Partners' Vendor Expo



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Rebate Checks are Coming Soon to the Spring Business Meeting

Peter Sheffer, Workers' Compensation Trust Director

Although we are currently in the thick of winter, spring is not far off and neither is rebate distribution time. In March the claims staff will review all open claims to ensure that the reserves on those claims are as accurate as possible. In April, the actuary for the NHADA Workers' Compensation Trust (WCT) will review claims data to determine the amount of money available for returning to WCT members' in the way of rebate.

The total incurred costs on all claims effective March 31 will be used to calculate the rebate. Rebates will be distributed at the Spring Business Meeting on May

11, 2018 at the Radisson Hotel Manchester. Please remember to pre-register so that we will have your rebate check ready for you at the post-meeting reception.

Initially the rebate is calculated trust-wide by the actuary. Administrative expenses and total-incurred claims costs are subtracted from the total premium to determine the available balance, which is determined by member in the same manner and is then multiplied by the individual member's pro rata share of the total eligible balance. Previously returned rebates are deducted, yielding the current balance, per individual member. The individual member's rebate is based on the performance of the Trust for the years of return, and, more importantly, the individual member's performance for the same years. Return of premium for a particular fund year will be paid out over the course of several subsequent years.

This year's rebate will include money from the fund years 2011 through 2016, with the vast majority of return coming from 2015 and 2016. As money from previous years is distributed, there is less money available to return. The 2017 fund year's claims are still developing so no money will be returned from that fund year.

Members must have a positive fund balance for any given year to be entitled to a rebate for that fund year. For instance, if a member pays a premium of \$10,000 and has a compensable claim with total incurred costs in excess of \$10,000, the member would not have a positive balance and would not be entitled to a rebate for that fund year. The member would still be eligible for returns from the other fund



Peter Sheffer

years with a positive balance. If the claims department is able to recover payments through either subrogation or second injury fund on a claim, that money is returned to the member's fund account for the fund year of the date of injury. If that

recovery results in a positive balance for that fund year, the money will be returned to the member as part of a future rebate. Subrogation and Second Injury Fund recoveries take years to receive but, ultimately, the money is returned to the member's claims account.

If the return does not result in a positive balance for the members, it still improves the overall balance of the fund by reducing the amount that the fund as a whole has to cover for an individual member who has a bad year.

Rebates will be reduced by any outstanding premium due to the WCT. In addition, rebates will be reduced by any balance owed to NHADA affiliate groups at the time the rebate is distributed.

We recognize how important rebates are to our members, who must continually focus on proven loss prevention and claims management practices to reduce claims costs and increase rebates. It is shortsighted to stop adhering to these basic principles in order to save money on a short-term basis. Failure to adhere to these principles will result in increased claims costs resulting in increased premium and decreased rebate. The following bullet points are proven best practices to achieve the highest rebate possible:

- Provide a safe workplace.
- Have regular Safety Committee meetings.

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- Implement Safety Committee recommendations.
- Train new hires, focusing on safety.
- Inform new hires about Workers' Compensation Managed Care.
- Document new hires' pre-existing condition(s) on the Second Injury Fund form.
- Take your time during the hiring process to hire the best person for the job, and be sure to train all new hires before they begin work.
- Perform pre-placement drug testing and do *not* hire applicants who fail the test.
- Do not allow new hires to work until the drug test is back.
- Call NHADA immediately after an injury occurs to obtain assistance from the Nurse Case Manager with a comp mc network referral.
- Promptly file the Employer's First Report of Injury. The First report is now on our

website in form-fillable format. It does need to be printed and faxed to us at 224-8126. There is no need to send it to the NH Dept. of Labor as we upload the claims information to them.

- Communicate any concerns you or your staff has about the claim.
- Provide temporary alternate duty.

Temporary alternative duty remains the single most effective way to control Workers' Compensation claims costs. Please remember that medical only claims are discounted 70 percent when the experience modification factor is calculated.

Rebates – continued on page 18

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Rebates – continued from page 17

Please allow the NHADA Workers' Compensation Trust claims staff to assist you with your claims issues. Contact us when a claim arises, and we will successfully manage it together to control costs and increase your rebate.

Reach me by email at psheffer@nhada.com or reach any of us at 800-852-3372.

2017 Unemployment Rates by Area			
	Sep	Oct	Nov
United States	4.1%	3.9%	3.9%
New England	3.5%	3.4%	3.5%
Connecticut	4.0%	4.3%	4.3%
Maine	3.0%	3.0%	3.0%
Massachusetts	3.5%	3.3%	3.3%
New Hampshire	2.6%	2.4%	2.5%
Rhode Island	3.7%	3.9%	4.3%
Vermont	2.9%	2.3%	2.7%

Safety/OBD II Inspections Statistics				
Safety Inspection Results	Dec '17	Percent of Total	YTD '17	Percent of Total
Total *	112,216	100.00%	1,586,736	100.00%
Passed	91,735	81.70%	1,274,634	80.30%
Corrected	11,494	10.20%	169,583	10.70%
Rejected	5,661	5.00%	88,872	5.60%
Untested	3,326	3.00%	53,647	3.40%
OBD II Inspection Results (20 yrs. old and newer)				
Total	101,642	100.00%	1,400,493	100.00%
Passed	89,766	88.30%	1,226,557	87.60%
Rejected	7,614	7.50%	111,035	7.90%
Untested	4,262	4.20%	62,901	4.50%
* Total numbers include OBD II Inspections				
<i>Statistics provided by Gordon-Darby</i>				

NHADA Mission Statement: *To be the voice of the motor vehicle industry by providing services, education and investment in New Hampshire's economy.*

Title Statistics Report Ending December 2017 New Hampshire Department of Safety, Division of Motor Vehicles							
	Current 12 Months	Prior 12 Months	% Change	Dec '17	Dec '16	'17 YTD	'16 YTD
Titles Issued for New and Demo Vehicles:	131,723	127,473	3.33%	10,051	5,892	131,696	127,462
Titles Issued for Used Vehicles:	270,269	253,776	6.50%	19,511	13,334	270,216	253,750
TOTAL TITLES ISSUED:	401,992	381,249	5.44%	29,562	19,226	401,912	381,212
Titles Issued with a Lien:				14,058	8,558	183,377	175,928
Titles Issued with no Lien:				15,504	10,668	218,535	205,284
Salvage Titles Issued:				1,505	819	15,599	14,041
Salvage Tags Issued:				164	162	2,314	1,926
Titles Issued for Heavy Trucks Years 1999 and older:				26	24	471	470
Titles Issued for Heavy Trucks Years 2000 and newer:				121	81	1,579	1,487
Titles Issued for Trailers:				753	457	14,257	13,424
Titles Issued for Motorcycles:				475	348	16,118	16,491
Titles Issued for Motor Homes:				58	41	1,095	1,021

Thank You 2018 NHADA Partners!

These Partners have answered the call and supported NHADA programs and events. Please consider your partners first when you need professional services for your business. To become a 2018 NHADA Partner please call Jean Conlon at 800-852-3372. Compiled January 23, 2017. Companies endorsed by the NHADA are listed first within each association partner level.

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tmacintyre@saa.com



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