

# NEWSLINE

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## NACS Members Meet with Congress in Washington, D.C.

Day two of the annual NACS Government Relations Conference put attendees in front of their elected officials.



*L to R: Scott Hill, Scott Drake, Andrea Drake, Senator Tina Smith, Lance Klatt and Lonnie McQuirter*

WASHINGTON – On Wednesday, March 24th, MSSA member Lonnie McQuirter, MSSA President Andrea Drake with Husband Scott Drake, Scott Hill of Jack Links Foods along with MSSA Executive Director, Lance Klatt spent the day on Capitol Hill meeting with their senators and representatives. During both days, discussion of issues important to the convenience and fuel retailing industry attending this year's Government Relations Conference, which included one day of presentations and preparation, followed by a second day in action on the Hill.

Over the course of the day on the Hill, the MSSA team participated in several congressional meetings. During these meetings, we lobbied against Rest Area Commercialization, Lobbied for Stronger Payment Security Standards and tighter Data Breach Security. We were unfortunate enough to have a snow storm, as we some of us had to cut our visits short. Special thanks to Lonnie McQuirter and Scott Hill for finishing our mission for us!



*L to R: Lonnie McQuirter, Congressman Keith Ellison and Scott Hill*

## Integrity

In the past month, I have seen and heard the word “integrity” way too many times. So, what is Integrity? Integrity is defined as “the quality of being honest and having strong moral principles; moral uprightness.” Wow, that is a huge statement in such a small amount of words. Pretty deep and hard to identify today.

So... the integrity I am trying to figure out is the integrity in VISA’s new “integrity fee”. Well one could also point out a lack of integrity within City Council members of St. Paul and/or Minneapolis? I won’t go there today.

What is the Visa Integrity Fee? I am guessing this fee has no morals or honesty to it. I struggle with this one. I am thinking it’s a way for credit card companies to make a few more cents on our hard -working retailers. From what I understand, as EMV deadlines approach and the chip card has some relevancy to it, retailers will have to have customers insert their Zip code authorizations.

Retail establishment and employees can no longer afford to bypass this function. Every transaction employees bypass this function, retailers are slapped with a \$.10 integrity fee. Very important to alert your employees while educating your customers.

Credit card companies and banks should be dictated assigning four - digit security code to each credit and pin -based debit card. Card is lost or stolen, the integrity of the account is upheld. So, in short, the integrity fee really has no integrity to it, just more irritation and expenses for our retailers.

As usual, there is no integrity with credit card companies and banks, the integrity I see is what’s inside the members of the MSSA. Please remember to train your employees while educating your customers.

At least spring is finally here!

Lance



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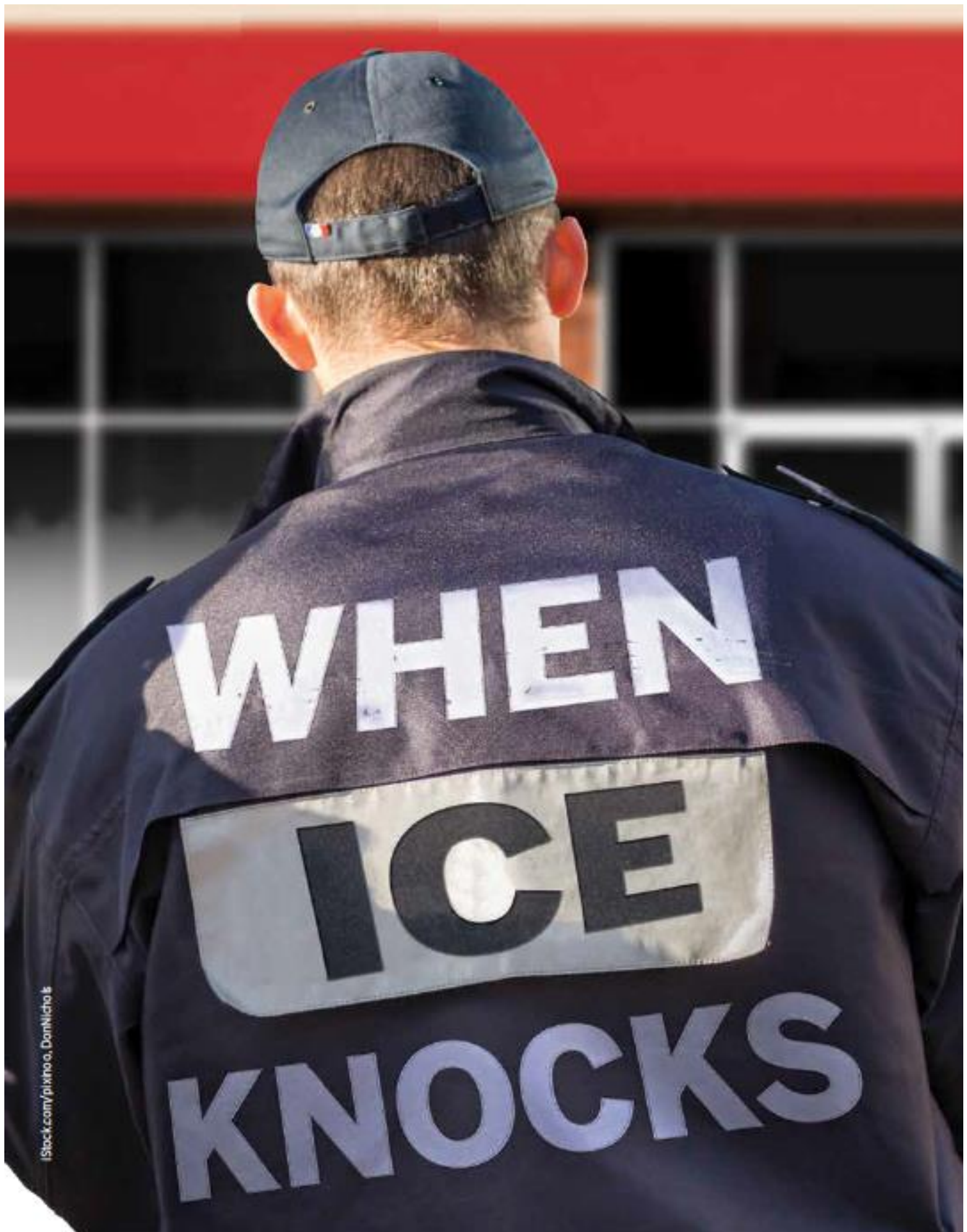
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## What you can do to prepare for an immigration raid.

BY SARAH HAMAKER

IN JANUARY, federal Immigration and Customs Enforcement (ICE) agents stormed into 98 7-Eleven stores in 18 states and Washington, D.C., to speak with managers and employees, and to serve notice of employment record audits. “Today’s actions send a strong message to U.S. businesses that hire and employ an illegal workforce: ICE will enforce the law, and if you are found to be breaking the law, you will be held accountable,” said Tom Homan, ICE deputy director, about the situation.

The action signaled a new front in the Trump administration’s hardline stance on immigration enforcement, which has already triggered a 40% rise in deportation arrests, according to an Associated Press article about the raids. As a result of the January raids, 21 employees suspected of being in the United States illegally were arrested, while no charges have yet been filed against the owners. 7-Eleven’s corporate

office responded quickly to the actions, releasing a statement that said it “takes compliance with immigration laws seriously and has terminated the franchise agreements of franchisees convicted of violating these laws.”

Homan stressed in a statement about the raids that businesses violating immigration law by staffing undocumented workers face stiff civil and criminal penalties. “Businesses that hire illegal workers are a pull factor for illegal immigration, and we are working hard to remove this magnet,” he said.

The well-publicized raids highlight just how important it is for retailers to ensure their workforce has the proper paperwork for U.S. employment. “Just as the IRS performs audits of people all the time of their tax returns, the same purpose here is to ensure a culture of compliance in this area,” Derek Benner, a top official at ICE, told The Associated Press.

*(continued on page 6)*

# Unfortunately, convenience stores fall into a high-risk sector of the economy, so retailers should be prepared for an audit by ICE.

## A NEW FOCUS

For the convenience store industry, this signals a change in focus from ICE. Now, the agency is concerned not only with immigration-related paperwork being in order, but with business owners verifying worker identity and authorization to work in the United States. ICE has a new comprehensive worksite strategy with a three-pronged approach to address immigration issues. That approach includes inspections, fines and debarments; arrests of employer and employees; and outreach and education through the IMAGE program.

“One of the biggest changes from the Obama to Trump administrations has been the focus on potential identity fraud or potentially unauthorized workers,” said former ICE Director Julie Myers Wood, now CEO of Guidepost Solutions LLC, an investigative and compliance consulting firm. “It’s really important that employers think about identity theft and ways to prevent it.”

Predictors of ICE action include previous criminal or administrative actions by ICE or the U.S. Department of Labor, the existence of complaints against employers, and being part of a “high risk” industry or sector of the economy. Unfortunately, convenience stores fall into the latter category, so retailers should be prepared for an audit by ICE.

## BE PREPARED

The best defense against an ICE audit is a strong offense—namely, making sure your I-9s are in order for each employee. In 1986, the

U.S. government started requiring U.S. citizens, permanent residents and aliens authorized to work in this country to complete an I-9 when hired. Exemptions include workers hired prior to November 7, 1986; independent contractors; and people employed by a contractor providing contract services.

An I-9 is a two-page form that the employer uses to verify work status for the employee. Retailers can use a paper I-9 or an electronic system, although Wood emphasized that “just because you use an electronic system and your I-9 was accepted doesn’t mean your I-9 was without errors.”

A properly completed I-9 will have Section 1 filled in by the worker on the first day he or she is compensated for work. The employer then has three business days to sign and complete Section 2, which includes physically examining the documents presented to authenticate eligibility.

“Some employers want to use the I-9 to prescreen a worker to avoid hiring someone who’s not legally able to work in this country,” said former ICE Executive Deputy Associate Director John Connolly, who is the current managing director for Guidepost Solutions. “But that would be illegal. An I-9 can only be completed by someone you’ve hired.”

Common compliance issues with I-9s include not personally examining documents or accepting photocopies of documents as proof instead of originals. “ICE uses the reasonable test when related to documents—if the document appears to be genuine, an original versus a photocopy and relates to the individual, then the agency would likely deem the employer had ‘reasonable’ validity to think the document was real,” Wood said.

Acceptable documents come from three categories; however, an employer cannot tell a worker which documents he or she can present for the I-9.

- List A: These documents prove identity and authorization to work in United States. Acceptable documents include U.S. passports or permanent resident cards.
- List B: These documents prove identity only. The most common is a driver’s license.
- List C: These documents prove the individual has the authorization to work in the United States.



“You also have to be careful not to ask for too many documents because the government could construe that as discrimination,” Connolly said.

I-9s must be retained by the business after an employee’s termination for three years after the date of hire or one year after the date of termination, whichever is later. Wood recommended keeping all employee I-9s together in a separate folder instead of in individual personnel files “so if ICE comes in, you can easily hand over your I-9s without sending personnel files to that agency.” Organize the I-9s into three categories: current workers, employees with expiration dates that require reverification and terminated employees.

### AVOIDING VIOLATIONS

The penalties for immigration violations can add up, ranging from the low hundreds to thousands of dollars per violation. “I think ICE will be focusing a lot on mom-and-pop restaurants and stores,” said Wood. “Retailers should do their own I-9 audit to make sure everything’s in order before ICE comes knocking. ICE is looking to increase their cases by 400%, which unfortunately means that places like convenience stores and restaurants may become a target.”

Other than having their I-9s in order, ICE looks at other mitigating factors for employers, such as participation in the DHS E-verify program; the level of cooperation with ICE and Homeland Security Investigations (HSI) agents; employers who seek assistance through ICE, such as via IMAGE; and existence of a robust internal immigration compliance program. “I strongly encourage participation in the DHS E-verify program if you have a larger group of stores,” Wood said. “It doesn’t prevent all violations, but it does show the government that you’re signing up to be part of the team and are taking reasonable steps to comply.”

If ICE does come to your place of business, there are some steps you can take to be prepared. Designate in advance which employees are authorized to handle the site visit. Inform other staff who will be handling the interactions with the agents. Determine what ICE is doing at your store, such as ascertaining whether the agents have a subpoena, arrest warrant, search warrant

or notice of inspection. The authorized employee should write down the name of the ICE agent in charge of the operation, then call the store’s counsel or compliance advisor.

### ON THE HORIZON

With the Trump administration making immigration a top concern, the focus on compliance and enforcement will continue to escalate, especially as immigration reform bills are introduced in Congress. “We’re always keeping an eye on immigration reform bills to ensure no undue burdens are placed on employers, and continue to monitor the immigration discussions,” said Jon Taets, NACS director of government relations. “We are also committed to helping retailers find the resources they need to comply with current immigration laws.”

While it can be scary to have ICE agents show up at your store, taking steps now to ensure you’re in compliance with current immigration laws can help you come through the situation relatively unscathed.



**Sarah Hamaker** is a freelance writer and *NACS Daily* and *NACS Magazine* contributor based in Fairfax, Virginia. Visit her online at [www.sarahhamaker.com](http://www.sarahhamaker.com).

**IMMIGRATION RESOURCES**  
A recent NACS webinar, “How Retailers Can Prepare for Immigration Raids,” takes a deeper dive into the issue to help retailers comply with immigration laws and regulations. Visit [www.convenience.org/iceraidspreparation](http://www.convenience.org/iceraidspreparation) to watch it.

Visit [www.uscis.gov](http://www.uscis.gov) to see how to complete an I-9 from start to finish. The site provides employers with information and comprehensive resources regarding I-9s.

Source: NACS| April 2018  
Convenience.org



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## Madison Approves Security Cameras at Convenience Stores

**The new ordinance requires all retailers to install cameras with views of specific areas.**

**April 13, 2018**

MADISON, Wis. – This week, Madison’s Common Council voted to approve a new measure that mandates convenience stores install security cameras, [WKOW-TV](#) reports. The cameras must view entrances, exits, registers and all pumps, and be positioned to capture each customer’s face.

Retailers have six months to comply with the new requirement. After that time period, stores lacking cameras could face fines of \$100 per day.

Madison Police Chief Mike Koval pushed for the measure for crime prevention and detection. “So people will feel less inclined to be impulsive about those miss behaviors or activities that involve crime,” Koval told [WKOW](#) back in November. “I also think it will help us a great deal in terms of those who enter, commit a crime, and then flee in a vehicle.”

A rash of robberies at Madison convenience stores last fall spurred the ordinance. “We’ve never had anything like that before,” said Sukhdeep Gill, manager of a BP gas station, which already has a camera security system in place. The cameras “can pinpoint the person’s whereabouts if it correlates to what they’re telling the police,” Gill said



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## (Update) EPA Regulatory Requirements for MVAC System Servicing

Motor vehicle air conditioning (MVAC) systems provide passenger comfort cooling for cars, trucks, buses, and rail vehicles. This page describes the EPA requirements for servicing these systems, and how these requirements impact service technicians, shop owners, and some refrigerant retailers. Most of these requirements come from regulations under section 609 of the Clean Air Act (CAA), while two additional sections of the CAA, 608 and 612, play smaller roles.

Here are the basics on EPA's regulatory requirements, explained in more detail below:

- Refrigerant:** Must be approved by EPA and cannot be intentionally released (vented) to the environment.\*
- Servicing:** When payment of any kind is involved (including non-monetary), any person working on an MVAC system must be certified under section 609 of the CAA and they must use approved refrigerant handling equipment.
- Reusing Refrigerant:** Refrigerant must be properly recycled or reclaimed before it can be reused, even if it is being returned to the vehicle from which it was removed.

### MVAC Refrigerants

EPA evaluates alternative refrigerants under its Significant New Alternatives Policy (SNAP) program, established under section 612 of the CAA. SNAP lists refrigerants for MVAC systems as either "acceptable subject to use conditions" or "unacceptable." For additional information on the individual MVAC refrigerants, and the transition from CFC-12 to HFC-134a to new climate-friendly refrigerants, see the webpage "[Motor Vehicle Air Conditioning Refrigerant Transition & Environmental Impacts](#)."

### Unique Fittings

Each SNAP-approved refrigerant is required to be used with a unique set of fittings to prevent the accidental mixing of different refrigerants. These fittings are attachment points on the car itself, on all recovery and recycling equipment, on can taps and other charging equipment, and on all refrigerant containers. An adapter should not be used to convert a fitting.

Unique fittings help protect the consumer by helping to protect the purity of refrigerant in their vehicle. For a list of the MVAC refrigerant unique fittings see "[MVAC Refrigerants Fitting Sizes and Label Colors](#)."

### Applicability of Unique Fittings to Manifold Gauges and Refrigerant Identifiers

A standardized fitting may be used at the end of hoses attached to manifold gauges or a refrigerant identifier, but unique fittings must be permanently attached at the ends of the hoses that attach to MVAC system and servicing equipment.

Adapters for one refrigerant may not be attached and then removed and replaced with the fitting for a different refrigerant. The guiding principle is that once attached to a hose, the fitting is permanent and cannot be removed.

### Venting Prohibition

Section 608 of the Clean Air Act prohibits the intentional release (venting) of any refrigerant when maintaining, servicing, repairing, or disposing of air conditioning or refrigeration equipment, including MVAC systems.

\*Of the SNAP-approved alternatives only one refrigerant, carbon dioxide (also known as R-744 or CO<sub>2</sub>), is exempt from the venting prohibition under section 608. Although CO<sub>2</sub> can be released to the environment under section 608, it is not exempt from the section 609 requirements below.

### Technician Training and Certification

Technicians who repair or service MVAC systems for consideration (e.g., payment or bartering) must be trained and certified under section 609 by an [EPA-approved technician training and certification programs](#). Section 609 certification is required to service any MVAC system for consideration, regardless of what refrigerant is used in the system.

*(continued on page 11)*

## **Servicing Equipment**

Technicians must use refrigerant handling equipment that has been certified by the EPA or an independent standards testing organization approved by EPA to certify equipment.

## **Refrigerant Handling**

Certified servicing equipment must be used to remove refrigerant prior to servicing or repairing an MVAC system, or conducting any other service on a vehicle during which discharge of refrigerant can reasonably be expected. Recovered refrigerant must be either recycled or reclaimed before it can be recharged into an MVAC system, even if the refrigerant is being returned to the system from which it was removed.

Recovered refrigerant can either be recycled on-site using approved equipment designed to both recover and recycle refrigerant, or sent off-site to a reclamation facility to be purified according to ARI Standard 700. Recycling removes impurities and oil, while reclamation returns the refrigerant to virgin specifications. Refrigerant sent off-site must be sent to an EPA-certified refrigerant reclaimer.

## **Recordkeeping Requirements for Service Shops**

New service shops or shops servicing MVAC systems for the first time must certify to their EPA Regional Office that they have acquired and are properly using approved refrigerant handling equipment one time. EPA has made a form available for this certification process. Addresses for the EPA Regional Offices can be found on the 2<sup>nd</sup> page. This is a one-time requirement. If a shop has certified ownership of a piece of CFC-12 or HFC-134a equipment at any time in the past, the shop *is not required* to re-submit certification to EPA when they purchase new equipment. This applies even if the shop purchases equipment for a different refrigerant, such as HFO-1234yf.

Service shops must maintain on-site records proving that each person using servicing equipment has been properly trained and certified under Section 609. Records must be maintained for 3 years.

Service shops must maintain records on-site of the name and address of any facility to which they send recovered refrigerant. Records must be maintained for 3 years.

## **Ozone-Depleting Refrigerants: Sales Restrictions & Recordkeeping Requirements**

The sale or distribution of any refrigerant containing ozone-depleting CFCs or HCFCs is restricted to technicians certified under section 608 or section 609 of the CAA. CFC-12 in a container of less than 20 pounds may only be sold to technicians certified under section 609. Any person who sells or distributes CFC-12 in containers less than 20 pounds must verify that the purchaser has obtained certification by an EPA-approved section 609 technician training and certification program.

An exception to these requirements is when small containers are purchased for resale only. In this case, the seller must obtain a written statement from the purchaser that the containers are for resale only. The statement must include the purchaser's name and business address. Records must be maintained for 3 years.

In all cases, the seller must display a sign where sales occur stating the certification requirements for purchasers.

## **Safe Disposal Requirements**

When an MVAC system enters the waste stream, the final person in the disposal chain must remove the refrigerant, or make certain that their customer has removed it, prior to disposal. For additional information see safe disposal requirements.

\*Of the SNAP-approved alternatives only one refrigerant, carbon dioxide (also known as R-744 or CO<sub>2</sub>), is exempt from the venting prohibition under section 608. Although CO<sub>2</sub> can be released to the environment under section 608, it is not exempt from the section 609 requirements below.

Visit the EPA website for further information. <https://www.epa.gov/mvac>



## In boost for farmers, Trump says he may allow E15 gasoline sales all year

WASHINGTON (Reuters) - U.S. President Donald Trump said on Thursday his administration may allow the sale of gasoline containing 15 percent ethanol year-round, which could help farmers by firing up corn demand but faces opposition from Big Oil.

The proposal marks the latest move by the Trump administration to navigate the rival oil and corn constituencies as they clash over the nation's biofuels policy. Oil refiners say the Renewable Fuel Standard requiring them to add biofuels into gasoline is costly and displaces petroleum, while the farm sector says the law provides critical support to growers.

The Environmental Protection Agency currently bans the higher ethanol blend, called E15, during summer because of concerns it contributes to smog on hot days - a worry biofuels advocates say is unfounded. Gasoline typically contains just 10 percent ethanol.

"We're going to be going probably, probably to 15 and we're going to be going to a 12-month period," Trump told reporters during a White House meeting. "We're going to work out something during the transition period, which is not easy, very complicated."

Earlier on Thursday, EPA spokeswoman Liz Bowman said the agency "has been assessing the legal validity of granting an E15 waiver since last summer" and is awaiting an outcome from discussions with the White House, the Department of Agriculture and Congress before making any final decisions.

Monte Shaw, executive director of the Iowa Renewable Fuels Association, said the proposed shift to year-round E15 sales would be "very exciting news." "It would be a great morale boost for rural America, and more importantly a real demand boost if it can be moved forward quickly," he said in an interview.

Under the RFS, the EPA sets the volume of ethanol and other biofuels that must be mixed into the nation's fuel supply on a yearly basis - and a move to expand E15 sales could encourage the EPA to set those volumes higher in coming years.

Currently, refiners are required to blend around 15 billion gallons of ethanol into the nation's fuel annually. Shares of major biofuels producers rose slightly after the announcement. Archer Daniels Midland Co shares gained 2.7 percent to close at \$45.30.

It was unclear, however, whether the move would help the refining sector - which has been lobbying hard instead for a cap on the price of blending credits that refiners must acquire to prove compliance with the RFS.

Greater blending of ethanol through year-round E15 sales would theoretically increase supplies of the tradable credits, and thus reduce prices. But at the same time, more ethanol translates to a smaller share of petroleum-based fuel in American gas tanks, which would hurt refiner sales.

The American Petroleum Institute, which represents big oil companies, issued a statement opposing Trump's proposal to expand E15 sales, arguing that high-ethanol fuel can damage engines and is incompatible with certain boats, motorcycles and lawn mowers.

"The industry plans to consider all options to prevent such a waiver. The RFS is broken and we continue to believe the best solution is comprehensive legislation," API Downstream Group Director Frank Macchiarola said in the statement.

Refiners' shares were mixed after Trump's comments, with Andeavor closing down 2.6 percent at \$110.13 and Valero Energy Corp up 0.2 percent at \$100.53.

Bids for benchmark D6 blending credits slipped to 34 cents on Thursday afternoon, after deals were struck at 37.5 cents ahead of the announcement, a U.S. trader said.

**Additional reporting by Chris Prentice, Jarrett Renshaw and Jessica Resnick-Ault in New York; Writing by Richard Valdmanis; Editing by Steve Orlofsky and Matthew Lewis**



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## Senators Block ADA Changes

**The House approved legislation that would prohibit disabled individuals from filing legal action against businesses without prior written legal notice.**

April 2, 2018

WASHINGTON – Forty-three Democratic senators banded together to protest changes to the Americans With Disabilities Act approved by the House in February. The filibuster-proof bloc sent a letter to Majority Leader Mitch McConnell last week that said the proposal “will never receive a vote in the United States Senate during the 115th Congress.”

The senators took exception to the House bill that would prohibit disabled individuals from filing lawsuits against businesses that have a physical barrier to access without providing written legal notice. Then retailers would be given 60 days to respond to the notice, plus another 120 days to address the complaint with substantial progress.

The senators labeled the proposal as “discriminatory,” saying it would “weaken federal protections for an entire class of Americans.” The House voted 225 to 192 on the bill, which disability rights groups disrupted. “[I] would destroy any incentive under the ADA for timely removal of architectural barriers in public accommodations,” the letter stated. “Simply put, we reject in the strongest terms the offensive suggestion by supporters of H.R. 620 that a civil rights violation denying access to a public space could ever be ‘minor.’”

NACSONLINE

## The Battle Over Right-to-Repair: More Important Than Ever Before

One of the issues that seems to never go totally away is right to repair. There is good reason for this since many of the issues now at the forefront of our industry, such as access to data transmitted by embedded telematics systems, have as their root the right of car owners to obtain repairs for their vehicle from the location of their choice and not be limited to authorized dealer facilities.

Further, the right to repair battle points to an important dynamic that is occurring not only in our industry, but in many others where manufacturers are attempting to assert increased control over how their products are used and repaired. Therefore, it is important to go back and review where the right to repair came from and its current status since its repercussions are not only being felt in the automotive aftermarket in this country, but in other countries and even other industries.

Many in our industry are no doubt familiar with the right to repair battle that our industry launched as far back as 2001, but only concluded when a law was finally enacted in Massachusetts in 2012. The car companies embarked on a major campaign to prevent passage, only to finally concede defeat when Massachusetts voters overwhelmingly approved a right to repair ballot measure by an 86-14 percent margin as part of the 2012 elections.

Following the victory in 2012, the car companies agreed in a memorandum of understanding (MOU) signed with Auto Care and the Coalition for Auto Repair Equality (CARE) to comply with the Massachusetts right to repair law nationwide in order to avoid a state by state battle over right to repair.

The result of this effort is that there is now a nationwide requirement that vehicle manufacturers make available to independent repairers at a fair and reasonable price, the same repair information, tools and software that they provide their dealers. This year, the right to repair law and MOU will require car companies to make all of their software, repair capabilities and information available over the cloud on a subscription basis.

Under this system, a shop should be able to download all of the repair capabilities on to a generic laptop and then connect to a vehicle using a standardized interface that either meets either SAE J2535 or ISO 22900 industry standards. If everything works as planned, a shop would be able to obtain on either a long or short-term basis, all of the same diagnostic and repair capabilities that a new car dealer receives for nearly any car that comes into their shop, without the investment of tens of thousands of dollars to purchase car company proprietary tools. Of course, with the benefits of right to repair come some responsibilities.

While having a lot of great tools at their disposal is great, shops need to ensure that their technicians are properly trained to work on late model computer - controlled vehicles and know where they can obtain the tools, software and information they need to repair them.

Further, if information, tools or software are not available, shops/technicians need to take the responsibility to let us know so that action can be taken to ensure compliance. Which leads me to a quick word about the National Automotive Service Task Force (NASTF). NASTF was designated to help ensure that technicians can get what they need to repair cars and to close gaps that occur either on purpose or by accident.

There is a process called the Service Information Request (SIR), where NASTF will attempt to remedy a gap found by a shop. However, NASTF can only do this if someone let's them know there is a problem. The NASTF web-site also has links to all of the car company service information web sites for quick reference. For most issues, NASTF is a good first point of contact if you need something. Auto Care and other groups can take on more difficult issues. To find out more about NASTF go to <https://www.nastf.org/i4a/pages/index.cfm?pageid=1> .

Notwithstanding the day-to-day problems that sometimes occur with right to repair in the real world, it is easy to take for granted that the independent aftermarket has for the most part pretty good access to the information and tools needed to work on most makes sold in this country.

*(continued on page 15)*



However, the recent battles in the electronic device industry and the farm industry demonstrates that consumer choice does not always come easy. You may have seen in the press that independent technicians that work on electronic devices claim that companies like Apple are locking them out from access to the tools and information to work on iPhones and tablets, leaving the OE designated repair facilities the only place consumers can go to obtain repairs.

In the farm industry, John Deere requires all of their tractors are repaired by only authorized repairers, thus delaying needed repairs for farmers that depend on their tractors to keep their farms profitable. Groups representing independent technicians in the electronic device and farm industry have been pressing for their own version of right to repair, and had bills introduced in about eight states during 2017. While those efforts were unsuccessful, they are promising to return in 2018 with additional state efforts.

Further, groups representing the independent automotive aftermarket in Australia and South Africa are fighting their own battle for right to repair. In these countries, the same vehicle manufacturers that are making most information and tools available in the U.S., have severely limited what is available to independents. Our success in the U.S. is providing important assistance to these groups as they move forward with their right to repair efforts.

The right to repair battles in the U.S. and globally makes me wonder what would have happened in the U.S. had the industry not pressed the right to repair battle. It also points to the fact that just like the freedom we enjoy in this country, competition cannot be taken for granted – it must be something that the independent aftermarket must fight to maintain every day, whether through government action or just by educating consumers on the benefits they receive from having a choice on where they get their car repaired.

*Source: Aaron Lowe, Auto Care Association*

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## Reminder of Luncheon with Henry Armour.....

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NACS Industry Update Luncheons bring together regional convenience and fuel retail and supplier leaders for a unique experience where they connect, exchange ideas and hear industry performance trends and metrics in a casual setting.

#### What to Expect

At each Industry Update Luncheon, guests will enjoy casual networking time, followed by a seated lunch including a 60-75 minute interactive presentation and discussion delivered by NACS President and CEO, Henry Armour. Be sure to bring your questions!

#### When and Where:

Tuesday, May 10, 2018  
Minneapolis, MN

## Construction Reminder

To prevent lost lottery sales and unhappy customers: If you are planning on having work done on your roof this summer, please let your lottery sales representative know in advance to avoid any down time on the terminal.

## Spruce up for Spring!

Spring is in the air so it's the perfect time to freshen up your lottery signage! Replacing old outdoor signage helps get customers' attention, which can help get them into your store to make a purchase. Take a look at your indoor signage as well. Make sure all of the point-of-purchase materials are current and any long-term signage is in good shape. Contact your lottery sales representative to learn about our new standard signage options.



Provided by: Minnesota Lottery Link Newsletter | April 2018 | Issue 4



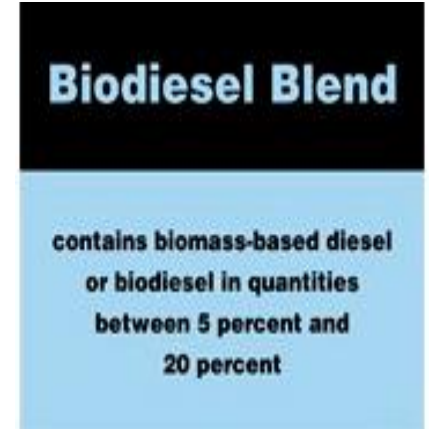
## Petro-Fund Update - Important Notice

According to Joel Fischer (Executive Director of the Petro Fund) the \$.02 Petro Fund will go into effect February 1, 2018 and will expire May 31, 2018.

The MSSA will continue to update this information every month.

## FTC Compliant Labels

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**May MSSA  
Board Meeting**

**May 17, 2018**

**10:00 am  
Meeting**

**11:30 pm Lunch**

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Events**

**\*\*Save The Date\*\***

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