

THE 38TH ANNUAL CONVENTION & MEGA TRADE SHOW

ATTENDEE BROCHURE



Exhibits & Educational Events



Networking & Social Events



OCEAN CITY CONVENTION CENTER
OCEAN CITY, MARYLAND
SEPTEMBER 29 – OCTOBER 1, 2011

MESSAGE FROM THE WMDA PRESIDENT

Greetings!

On behalf of the WMDA and SSDA-AT, we would like to extend to you a personal invitation to join us in Ocean City, Maryland, for the **38th Annual Convention and Mega Trade Show**.

You can help make this year's convention and trade show another big success. Check out the educational seminars! Come join us at the Breakfast Awards Ceremony! Enjoy great food and music at our beach bash Welcome Reception at Seacrets! Get out on the links for a round of golf at Rum Pointe golf course. Enjoy some good old-fashioned hospitality at the Hospitality Suites, and make sure to save room for the crabs, shrimp, and ribs at the Seafood Feast at Higgins Crab House North! There is something for everyone – from the young to the young at heart – we just need YOU to make it the best show ever.



We look forward to seeing you and your family in Ocean City!

Sincerely,

Rick Agoris

Rick Agoris

WMDA President

AWARDS BREAKFAST FEATURED KEYNOTE SPEAKER



Ken Ulman

From the first day of his administration, **Howard County Executive Ken Ulman** made a commitment to the citizens of his county: make good government even better.

At the time, Ulman was 32 – the youngest County Executive ever elected in Maryland. Residents responded to his energy and ideas, and on Dec. 6, 2010, Ulman was sworn in for a second term.

Ulman and his administration continue to follow through on that promise by strengthening core priorities such as public safety and education, finding efficiencies within government, exercising sound fiscal management, protecting our environment, and creating a healthier and more vibrant community.

Ulman's leadership and commitment to sound fiscal management were on display as he helped guide the County through the worst economic climate since the Great Depression. Ulman has always understood that local government should lead by example and that means cutting costs where they make the most sense. In 2010 Ulman proved that Howard County could do more with less and still retain a strong quality of life for all citizens. The Administration implemented the biggest spending cuts in two decades and helped save the County millions of dollars by (among other things) eliminating the County's cable-tv studio and print shop, reducing take-home car use by 66%

and privatizing employee cell phone plans.

In January 2011, Ulman was elected President of the Board of Directors for the Maryland Association of Counties (MACo), an organization that makes sure Maryland's 23 counties and the City of Baltimore are heard when decisions are made in the state's capital. Ulman is a member of numerous boards including: Baltimore Metropolitan Council Board; Baltimore Regional Transportation Board; Maryland Highway Safety Foundation Board; Board of Trustees for the Greater Washington Initiative; and the Comprehensive Energy Outlook Advisory Committee. He is also a member of the Board of Directors of the Economic Alliance of Greater Baltimore and the Board of Visitors for the R. Adams Cowley Shock Trauma Center, University of Maryland Medical System. Ulman is also the Vice-Chair of Health Policy for the National Association of Counties, Treasurer for the National Democratic County Officials, and a member of the Democratic National Committee.

Ulman is a lifelong Howard County resident with roots going back to Howard County General Hospital – he was one of the first babies born there! He is a proud product of the local public school system and a Centennial High School alumnus. Ulman received his bachelor's degree in Government and Politics from the University of Maryland, College Park, and earned his law degree from Georgetown University Law Center. Prior to being elected County Executive, Ulman represented District 4 as a member of the County Council and practiced law in Columbia. Today, he and his wife Jacqueline live in Columbia and are constantly on the go with their two daughters, Maddie and Lily.

ANNUAL CONVENTION & THE MEGA SHOW TENTATIVE SCHEDULE

September 29 - October 1, 2011 • Ocean City Convention Center • Ocean City, Maryland



Educational Sessions, Mega Trade Show, and Hospitality Suites are open to all members at NO COST, if registered by September 23. Trade Show Passes will be distributed at a later date.*

THURSDAY, SEPTEMBER 29, 2011

10:30 a.m. – 4:30 p.m.	Golf Tournament – 11:30 a.m. Shotgun Start	Rum Pointe
7:00 p.m. – 10:00 p.m.	Welcome Reception/Jamaican Beach Party	Seacrets

FRIDAY, SEPTEMBER 30, 2011

8:00 a.m. – 9:00 a.m.	Federal PAC Breakfast	O.C. Convention Center
9:00 a.m. – 11:00 a.m.	Legislative Workgroup	O.C. Convention Center
11:00 a.m. – 11:30 a.m.	WMDA Board of Directors & Membership Meeting	O.C. Convention Center
11:00 a.m. – 12:00 p.m.	SSDA-AT Board of Directors Meeting	O.C. Convention Center
11:30 a.m. – 12:15 p.m.	General Membership Meeting	O.C. Convention Center
12:00 noon – 1:00 p.m.	Grille on the Bay	O.C. Convention Center
1:00 p.m. – 2:00 p.m.	<i>WMDA Educational Sessions</i> <i>Benefits of Recycling Waste Oil for Heat Recovery</i> <i>C-Store ProfitFactor</i> <i>GASONOMICS</i> <i>Ignite the Internet – for Auto Repair Professionals</i>	O.C. Convention Center
2:00 p.m. – 4:00 p.m.	Murf's Turf Town Hall Meeting Presented by WMDA	O.C. Convention Center
4:00 p.m. – 7:30 p.m.	Mega Trade Show	O.C. Convention Center
8:30 p.m. – 11:30 p.m.	Hospitality Suites	Clarion Resort Fontainebleau Hotel

SATURDAY, OCTOBER 1, 2011

7:45 a.m. – 10:00 a.m.	Awards Breakfast and Harry T. Murphy Customer Service Contest Awards Presentation	Clarion Resort Fontainebleau Hotel
10:15 a.m. – 11:30 a.m.	<i>WMDA Educational Sessions</i> <i>MDE – 2011 Update</i> <i>MOSH Compliance Inspection – Will Your Repair Facility Pass?</i> <i>TPMS & Tire Repair Update</i>	O.C. Convention Center
11:30 a.m. – 3:30 p.m.	Mega Trade Show	O.C. Convention Center
3:15 p.m.	Grand Prize Drawings	O.C. Convention Center
7:00 p.m. – 10:00 p.m.	Crab/Seafood Feast	Higgins Crab House North

Schedule subject to change.

HOTEL INFORMATION

Clarion Resort Fontainebleau Hotel
10100 Coastal Highway
Ocean City, MD 21842

WMDA Member Rates (Single/Double):

Double/Double	\$139.00	1 Bedroom Condo	\$159.00
Executive King	\$159.00	2 Bedroom Condo	\$184.00
Studio King	\$169.00	3 Bedroom Condo	\$299.00
Cabana	\$187.00	<i>All rates per night plus tax.</i>	

Make reservations by calling 1-800-638-2100 (cut-off date is September 12, 2011). Mention WMDA/The Mega Show to receive convention room rate.

ANNUAL CONVENTION & THE MEGA SHOW EARLY BIRD REGISTRATION FORM

September 29 - October 1, 2011 • Ocean City Convention Center • Ocean City, Maryland

EARLY BIRD REGISTRATION PACKAGE

Includes All Meal Functions, The Mega Show, Educational Sessions, and Hospitality Suites for All Members at NO COST if Registered by September 15. Trade Show Passes will be distributed at a later date. (Please Note: Golf Tournament is NOT included in Registration Package. See Individual Ticket price below.)

- | | | |
|---|--|--|
| <ul style="list-style-type: none"> • Welcome Reception at Seacrets Restaurant • Legislative Workgroup • Board of Directors Meeting • Membership Meeting | <ul style="list-style-type: none"> • Grille on the Bay • Educational Seminars on Friday & Saturday • Murf's Turf Town Hall Meeting • The Mega Show | <ul style="list-style-type: none"> • Hospitality Suites at Clarion Resort Fontainebleau Hotel • Awards Breakfast • Crab/Seafood Feast at Higgins Crab House North |
|---|--|--|

Fee/Per Person:

- | | | | | | |
|---|---------|---|----------|---|-----------------|
| <input type="checkbox"/> Member | # _____ | x | \$145.00 | = | \$ _____ |
| <input type="checkbox"/> Children (14 & Under) | # _____ | x | \$95.00 | = | \$ _____ |
| Total for Early Bird Registration Package..... | | | | | \$ _____ |

INDIVIDUAL TICKETS

Fee/Per Person (Non-Member Rates are 50% higher. Golf Tournament is NOT included in Registration Package.):

- | | | | | | |
|---|---------|---|----------|---|-----------------|
| <input type="checkbox"/> Golf Tournament† (before September 10) | # _____ | x | \$160.00 | = | \$ _____ |
| <input type="checkbox"/> Welcome Reception at Seacrets Restaurant | # _____ | x | \$55.00 | = | \$ _____ |
| <input type="checkbox"/> Grille on the Bay | # _____ | x | \$30.00 | = | \$ _____ |
| <input type="checkbox"/> Awards Breakfast | # _____ | x | \$25.00 | = | \$ _____ |
| <input type="checkbox"/> Crab/Seafood Feast at Higgins Crab House North | # _____ | x | \$50.00 | = | \$ _____ |
| Total for Individual Tickets | | | | | \$ _____ |

TOTAL DUE FOR EARLY BIRD REGISTRATION PACKAGE & INDIVIDUAL TICKETS **\$ _____**

ATTENDEE INFORMATION (PLEASE PRINT OR TYPE)

First Registrant: _____
 Second Registrant: _____
 Additional Registrants: _____
 Children: _____
 Please List Golf Partners: _____
 Business: _____
 Mailing Address: _____
 City: _____ State: _____ Zip: _____
 Telephone: _____ Fax: _____ E-mail: _____

PAYMENT INFORMATION

<input type="checkbox"/> Check Enclosed (Payable to WMDA)	Bill my credit card: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express	Exp. Date: _____
Registration Package Total: \$ _____	Zip Code of Billing Address for Charge Card: _____	Account # _____ CVV Code: _____
Individual Ticket Total: \$ _____	Account Name (print) _____	
Total Balance Due: \$ _____	Signature _____	

Please return completed form and payment to: WMDA, 1532 Pointer Ridge Place, Suite G , Bowie, MD 20716 or fax to: 301-390-3161.

- * Free admission is restricted to owners and personnel of service stations and repair shops only. Requests submitted by suppliers not exhibiting in the Mega Show, regardless of membership status, will be assessed a fee of \$200.00 per attendee for a one day trade show only pass; event tickets can be purchased ala carte.
- Soliciting on the trade show floor is prohibited and strictly enforced. Violators will be escorted out, by way of security, and registration fee will be forfeited.

ANNUAL CONVENTION & THE MEGA SHOW EXHIBITOR LIST

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Advance Auto Parts - Professional	Day, Deadrick & Marshall Insurance Services	MTD Services, Inc.
AHT AUTO, LLC.	Demandforce	Ocean Petroleum LLC
Air & Vac	Eby-Brown	Omnique Shop Management Software
Air Solutions	Eco Heating Systems	Patriot Capital Corporation
Alternative Environmental Solutions	Empower Electronics	Petro Standards LLC
Automotive Training Institute	Environmental Alliance, Inc.	PMG / E&C Enterprises, Inc.
ATM Enterprises, Inc.	Ewing Oil Company, Inc.	NAPA Auto Parts
AutoShop Solutions, Inc.	FCC Environmental	R.O. Writer
B&B Financial Services	Ferguson Corp.	Shades Under the Sun
B&R Associates	First Merchant Services	Six Flags America
Benjamin F. Brown Insurance Agency, Inc.	George J. Falter Co., Inc.	Snap On Tools
Besche Oil Company	Hunter Engineering Co.	Spigler Petroleum Equipment, LLC
Blue Bunny Ice Cream	Indigo Energy	Terry's Tire Town
Council of Automotive Repair (CAR)	Intelicom, Inc.	Triple C Wholesalers, Inc.
CNR Insurance, Inc.	Istobal USA	Tire Industry Association (TIA)
Carroll Branded Fuels	Jones & Frank	Utica National Insurance Group
CCBC Catonsville	Maryland Pump & Tank	Vend Lease
Century Distributors, Inc.	Meadowbrook Insurance Group	WMDA PAC
Children's Area	Metromedia Power Incorporated	Xcel HR
Columbia Music & Games	Mitchell 1	
Crompco LLC	Motor Watch	<i>Exhibitor List as of 8/19/2011</i>