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An Official Publication of the Washington DC, Maryland & Delaware Service Station & Automotive Repair Association





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# **EDITORIAL**The Focus Is Now On Tax Reform

by Roy Littlefield

#### TAX REFORM TIMING

House GOP leaders unsuccessfully made their first move to repeal and replace Obamacare in a budget reconciliation bill to be marked up Wednesday – the result will go a long way to providing a budget baseline for tax reform.

The Ways and Means attempted to markup "Budget Reconciliation Recommendations to Repeal and Replace Obamacare," at the same time Energy and Commerce tried to markup "Budget Reconciliation Recommendations Related to Repeal and Replace the Patient Protection and Affordable Care Act."

The committees had concurrent jurisdiction and both tried marking up the same draft finalized by leadership after last-minute changes to win support of conservatives and moderate wings.

Democrats had much to object to – under the draft, Medicaid expansion would have repealed after 2020 and Medicaid would have become a block grant to the states; tax credits to help low-income households would have been refundable but not "advance" refundable; the number of people who would lose their current insurance, or access to insurance, hasn't been calculated.

The Speaker's goal was to wrap up passage of an Obamacare repeal and replace bill before departing for Easter recess on April 7. In the Senate, the bill cannot be filibustered and can pass

with 51 votes, but with the Senate divided 52 – 48 and several GOP senators hostile to curtailing Medicaid, the bill could have stalled there.

Speaker Ryan plans to use the same reconciliation process to pass tax reform, only this time with the FY 2018 budget resolution. Under the Budget Act, the resolution must be passed by April 15, but that deadline often extends into May, and in this case it's likely because other priorities are getting in the way – raising the debt ceiling, and passing a continuing resolution to fund the government.

# TREASURY SECRETARY MNUCHIN SAYS TRUMP TAX REFORM BILL COMING SOON

On March 24, the day after health care reform collapsed in the House, Treasury Secretary Steven Mnuchin announced that Treasury has been working hard on a tax reform proposal that builds a new tax code "from scratch."

The proposal will be comprehensive, that is, cover both individual and corporate taxes, and it will be the Trump Administration's proposal, as contrasted to the Ryan-Brady bill being finalized in the House.

Mnuchin says he'll release Treasury's proposal "very soon." The Ryan-Brady bill is expected around April 18.

Mnuchin sets August as the goal for passing tax reform, but that's unlikely. There's a question whether Congress can use the FY

2017 budget resolution for reconciliation, or use the budget resolution for FY 2018 as originally planned.

The upcoming FY 2018 budget resolution is bound to be a major time-consuming battle, with strong conservatives holding out against an unbalanced budget. Afterward, time will slip as the House works on twelve appropriations bills that must pass by September 30.

In the Senate, Finance Committee





Also, there are bound to be tax reform bills offered by individual senators.

The Hatch bill and all others will be weighed by the GOP and Democratic caucuses, and those that don't attract support will fall by the wayside.

Chairman Orrin Hatch has been pushing corporate reform and he'll eventually have a Senate product, but when it will enter the mix as a third tax reform proposal is unclear.

Also, there are bound to be tax reform bills offered by individual senators. The Hatch bill and all others will be weighed by the GOP and Democratic caucuses, and those that don't attract support will fall by the wayside.

Senate Majority Leader Mitch McConnell is likely to withhold a Senate product until after senators evaluate Trump and Ryan-Brady. Trump, of course, will be urging the Senate to adopt his proposal and McConnell will have to make a decision whether to take the lead for Trump, or go with a Hatch proposal backed by Senate Republicans and perhaps some Democrats. This won't be McConnell's decision alone – it depends on what the GOP caucus, by a large majority, decides to support.

Recall that, unlike health care, Republicans are aiming to make tax reform bi-partisan to the maximum extent, and in the Senate

at least, they may succeed in attracting Democrats to a Senate bill. Majority Leader McConnell will cross the aisle to see where Minority Leader Schumer and Democrats stand, and both leaders will make decisions after talking to their caucuses.

Trump will also aim to attract House Democrats to his proposal, where it will be in competition with the Ryan-Brady bill. But here both Trump and Ryan will have difficulty as Minority Leader Nancy Pelosi keeps her troops in line, calculating she can negotiate a better bargain with Trump and Ryan that way.

If Ways and Means Chairman Brady doesn't include permanent WOTC in his bill – the bill that comes out of Ways and Means – Pelosi's leverage will be all-important for getting permanent WOTC into the final House bill.

In sum, there'll be a scramble for bi-partisan support and leaders will be consulting their caucuses frequently; thus, every senator and congressperson will be important in the tax reform fight, and that applies also to permanent WOTC.

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# LEGISLATIVE UPDATE WMDA/CAR Meets with Maryland Federal Delegation

by Roy Littlefield IV Government Affairs Assistant

#### TRANSPORTATION AND INFRASTRUCTURE MEETING

Talks involving the highway trust fund and infrastructure funding are heating up once again in Washington.

At a Washington Post event in D.C., WMDA/CAR discussed with experts and elected officials potential funding solutions. Lawmakers weighed different approaches to financing infrastructure improvements and evaluating their potential for job growth.

At the event, Representative Blake Farenthold (TX-27-R) and Senator Sheldon Whitehouse (RI-D) discussed the challenges in Congress with passing a transportation bill mainly because of the disagreements over funding and the lack of desire to pass tax increases.

Jennifer Cohan, Delaware Secretary of Transportation, Ray LaHood, Cochair, Building America's Future, Anthony Williams, Chief Executive, Federal City Council, and Karen Tumulty, National Political Correspondent, The Washington Post, discussed a roadmap for repair looking at what works and what doesn't when it comes to fixing infrastructure.

Cheryl LaFleur, Acting Chairman, Federal Energy Regulatory Commission, Kurt Nagle, President and Chief Executive, American Association of Port Authorities, and Costa Samaras, Assistant Professor, Carnegie Melon University, took the discussion further in discussing how to better move



The Maryland Congressional Delegation.





Roy Littlefield IV with Congressman Anthony Brown (MD-4-D).



Roy Littlefield IV with Congressman John Sarbanes (MD-3-D).



Roy Littlefield IV with Congressman Andy Harris (MD-1-R).

people, goods, energy and information across the U.S.

WMDA/CAR remains involved in all talks involving transportation funding as we aim to protect the tire industry from unnecessary tax increases.

As an association based in Maryland, we try to maintain strong relations with the Maryland federal delegation. At a recent business leader's dinner, WMDA/CAR had the opportunity to interact with Maryland elected officials.

Those included, Congressman Andy Harris (MD-1-R), Dutch Ruppersberger (MD-2-D), John Sarbanes (MD-3-D), Anthony Brown (MD-4-D), Steny Hoyer (MD-5-D), John Delaney (MD-6-D), Elijah Cummings (MD-7-D), Jamie Raskin (MD-8-D), and Senators Ben Cardin (MD-D) and Chris Van Hollen (MD-D).

Topics of discussion included the economy, job creation, foreign policy, trade, and most importantly transportation. Congressman Delaney previously spoke at a WMDA/CAR Federal Lobby Day about transportation funding.





Roy Littlefield IV with Congressman Jamie Raskin (MD-8-D).



Roy Littlefield and Roy Littlefield IV with Senator Van Hollen (MD-D).



Roy Littlefield with Senator Ben Cardin (MD-D).

We will continue to build strong relations with the delegation and involve them in our future government affairs efforts.

#### **SMALL BUSINESS** LABOR SAFETY MEETING

At the end of the month, WMDA/CAR attended the Small Business Labor Safety (OSHA/MSHA) roundtable meeting. Regulations impacting small business was discussed at the meeting and a regulatory outlook for 2017 was given.

Only 25% of inspections are in full compliance, so make sure your location is up to code. Under the Trump administration we will see very few new regulations. A there has already been a roll back of recently passed regulations including the new recordkeeping regulation that WMDA/CAR opposed.

We will continue to stay active on the regulatory front.



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# KIRK'S KORNER Legislative Update

by Kirk McCauley Director of Member Relations & Government Affairs

#### AREA MEETINGS, WHAT HAPPENED IN MARYLAND LEGISLATION IN 2017, AND HOW WILL IT AFFECT YOUR BUSINESS

This year WMDA/CAR will have three area meeting and, as always, will include a FREE breakfast (see the complete schedule on the next page). The meetings are open to both members and non-members. We do ask that you email an RSVP to vclancy@wmda.net so we can be sure of enough seats.

Come to any area meeting that is best for you; just remember to send an RSVP via email to Vickie.

We will be there to answer your questions and hear your concerns. WMDA/CAR will go over the Legislative session in Annapolis this year which ends April 10. There will be a review of the bills that make a difference to you and what they do or don't do to your bottom line and money in your pocket.

From sick leave, minimum wage of \$15.00 an hour, to predictive scheduling, you will want to know who they effect and how. What can you do to mitigate the effects? With over 40 bills affecting your businesses, there will be plenty to learn.

We will also take a look into our crystal ball and tell you what major issues we expect to surface next year and how you can affect the outcome.

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Montgomery County and Baltimore City both had minimum wage laws passed by county and city councils and both were vetoed by County Executive Ike Leggett and City Mayor Catherine Pugh. Both cited weak businesses still recovering and profits down. Both bills would have cost the county and city millions of dollars in pay to their own employees.

One Baltimore city councilman asked what good does it do to raise minimum wage to \$15.00 an hour if there are no jobs in the city. That's just fools gold and it will hurt business. Obviously the mayor agreed.







# You're invited!

Join fellow WIVIDA/CAR members

as we review the legislative session,

discuss benefits of membership and network

at our Annual Area Meetings sponsored by

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#### **Dear WMDA/CAR Member:**

2017 will bring changes to WMDA/CAR that we hope will serve you well and bring more value to your membership.

This year our area meetings will be held in April and May. The legislative session in Maryland will be over and we can expand on legislation that will affect you and how to deal with it from a business standpoint. Small business is under attack from very liberal legislators – they want to control every aspect of our payroll, sick leave, how we schedule and how we advertise for new employees. Come and get the latest information and ask your questions.

Come and discuss what you want from WMDA/CAR and what would make your membership more valuable. We encourage you to bring a non-member business (service station, convenience store, repair shop or potential vendor associate) with you to the meeting.

Breakfast will be provided and best of all, it's FREE. You're invited to attend any of the meetings listed below.

#### **AREA MEETING #1**

Thursday, April 27, 2017

9:30 a.m.

Area/County

Anne Arundel PG Eastern Shore

Location

Double-T Diner 12 Defense Street Annapolis, MD 21401 **AREA MEETING #2** 

Tuesday, May 2, 2017

9:30 a.m.

Area/County

Baltimore Baltimore City Hartford

Location

Double-T Diner 6300 Baltimore National Pike Catonsville, MD 21228 **AREA MEETING #3** 

Thursday, May 4, 2017

9:30 a.m.

Area/County

Howard Frederick Montgomery

Location

Bob Evans 21044 Frederick Road Germantown, MD 20876

Please RSVP to vclancy@wmda.net and let her know which meeting you plan on attending.

Based on your overwhelming feedback, the WMDA/CAR Convention & Trade Show will no longer be held in Ocean City.

That being said, a meeting venue in close proximity, with networking and socializing opportunities, remains an extremely important priority for you.

# MARK YOUR CALENDARS & SAVE THE DATE!

WMDA/CAR will be hosting a One-Day Expo, Bull Roast & Awards Dinner

Wednesday, October 11, 2017

Martin's West
6817 Dogwood Road
Baltimore. MD

Watch for more information to come!

# Wednesday, October 11, 2017



Don't Miss the
WMDA/CAR Expo,
Bull Roast & Awards Dinner

#### **SCHEDULE OF EVENTS**

Wednesday, October 11, 2017

Tabletop Trade Show Hours 2:00 p.m. - 6:00 p.m.

Light Snacks & Beverages 2:00 p.m. - 5:00 p.m. (show floor)

Cocktail Reception 5:00 p.m. - 6:00 p.m.

(show floor)

Bull Roast & Awards Dinner 6:00 p.m. - 9:00 p.m. (see Menu on next page)





# TABLETOP EXHIBITORS (as of April 10, 2017)

Automotive Training Institute - ATI Benjamin F. Brown Insurance Agency Carroll Motor Fuels Century Distributors, Inc. Chesapeake Automotive Equipment Crompco LLC DANA Insurance and Risk Management Day, Deadrick & Marshall Insurance, Inc. Eastern Shore Coffee & Water Eco Heating Systems Inc. Ewing Oil Company, Inc. First Merchant Services **Hunter Engineering Company** Intelicom, Inc./PAI Jones & Frank Meadowbrook Insurance Group Mitchell 1 MTD Services, Inc. **NAPA Auto Parts** Net Driven **New Auto Solutions** Parts Authority Patriot Capital Petroleum Marketing Group PPC Lubricants/Castrol R.O. Writer Spigler Petroleum Equipment, LLC **Sprague Operating Resources** Sunoco The Wills Group UpSide-Service

Interested in exhibiting or sponsorship opportunities? Contact LaKisha Pindell at Ipindell@wmda.net for details.

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# Preparing for the Future of Automotive Repair

by Kevin Rohlwing WMDA Staff



The overwhelming success of WMDA/CAR Training Day 2017 was a testament to the independent automotive repair business. In order for motorists to have options when it comes to repair and maintenance, there must be an alternative to the new car dealers. And while the new car dealers have the advantage of unlimited support from the manufacturer, the independent repair shops are more or less on their own when it comes to training and education. Based on the reviews, Training Day 2017 was definitely a step in the right direction.

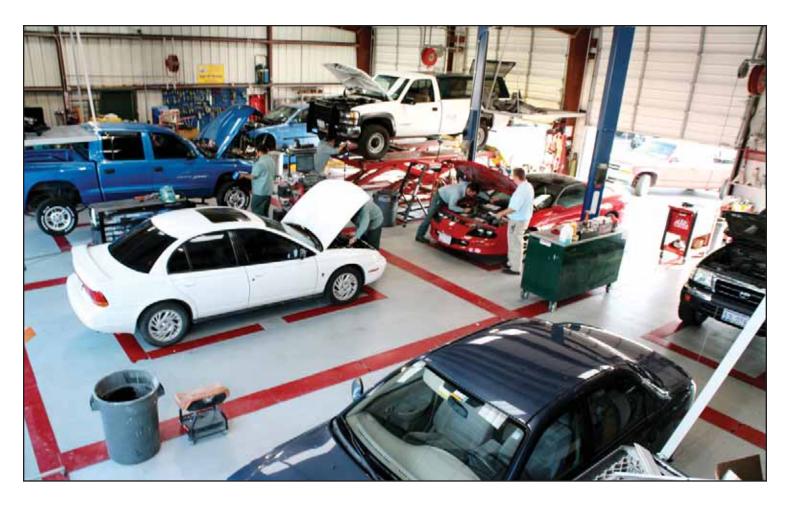
But Training Day 2017 was just a step in what will ultimately end up as a marathon toward the future of automotive repair. Between the increased connectivity, alternative fuel sources, and other electronically controlled components and systems, the most valuable tool in the toolbox will become a laptop (if it isn't already). The "do-it-yourselfers" will be gradually phased out as more repair services rely on having the right software, so the prospects for automotive repair appear to be bright. That being said, the dependence on OE repair information will also increase and since Right to Repair has become a political football, there is no way to predict which way that ball will bounce.

Independent automotive repair shops are facing a crossroads that starts with the shortage of technicians. Recent estimates

from Ford and GM indicate the need for 15,000 technicians in their dealerships over the next five years while others predict the shortfall is closer to 25,000. To borrow an old marketing phrase, "this is not your father's Oldsmobile."

Auto Shop used to be the class where the mechanically inclined could prepare for the future because they weren't strong academically. Friends of mine that starting turning wrenches years ago are finding themselves unable to service the new generation of computer-dependent vehicles because they lack the training, skills, and software. Some of them have recognized the need to change while others are hoping they can hang on long enough to make it to retirement. Hope is a terrible career path and an even worse business plan.

The image of a greasy mechanic with dirty hands is fading fast. Mary Barra, the Chairman and CEO of GM, summed it up quite well with this comment, "We are moving from an industry that, for 100 years, has relied on vehicles that are stand-along, mechanically controlled and petroleum-fueled to ones that will soon be interconnected, electronically controlled and fueled by a range of energy sources." Tomorrow's technicians will have to navigate an ever-changing labyrinth of software updates, programming changes, and increasingly complex computer



systems. New car dealers have the benefit of a direct line of information from the OEM and they are still concerned with the potential shortage of technicians. So where does that leave the independent automotive repair business?

Without educational and technological partners, the independent repair shop will be on an island with a growing number of vehicles that cannot be serviced. Independents don't have the luxury of working on just one brand, they must be able to service all brands, domestic and imports. GM's Barra believes that we will see more technological changes in the next five years than we've seen in the last 50. If that is true, then independent automotive repair shops must take immediate steps to prepare for an uncertain and unimaginable future.

Training Day 2017 was a perfect example of how WMDA/CAR is committed to making sure motorists have an option when their vehicles are in need of service. Let's face it, the new car dealers would jump for joy if they could corner the market on maintenance and service and relegate the independents to things like oil changes and tires. Given the rapid rate of technological change, it won't take long for independent repair shops to fall too far behind the curve, which is why WMDA/CAR is more important than ever.

Associations are more than just a voice in the state capitol when potential legislation is harmful to the membership. Organizations like WMDA/CAR create networks of owners, managers, suppliers, and manufacturers that can collectively keep up with new technology so the members can stay ahead of the curve. Ben Franklin is given credit for the quote, "We must, indeed, all hang together or, most assuredly, we shall all hang separately." The collective experience at Training Day 2017 numbered in the thousands of years and those who attended were able to tap into that knowledge. In order to survive, independent automotive repair businesses must constantly look for partners and networks so they can keep pace with the technological revolution that the industry is currently facing.

By hanging together, the industry can ensure that motorists have an option when their vehicles are in need of repair or maintenance. Membership in WMDA/CAR is the perfect way for automotive repair shops in the Mid-Atlantic to hang together so they don't hang separately, if the owners and managers get involved. Make the time to attend an area meeting or an upcoming event to see what WMDA/CAR can do for your business. The challenges and obstacles are only going to worsen when you don't take advantage of the expertise that professional associations provide.



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#### **First Merchant Services**

P.O. Box 34

Spencerville, MD 20868-0034

**Daniel Cohen** 

Toll Free (866) 511-4FMS (4367) Phone: (301) 421-4111, ext. 105

Fax: (301) 384-3043

Email: dcohen@firstmerchant.us

#### **CONVENIENCE STORE WHOLESALER**

#### Century Distributors, Inc.

15710 Crabbs Branch Way Rockville, MD 20855

Lori Rodman

Phone: (301) 212-9100 Fax: (301) 212-9681

Email: Irodman@centurydist.com Website: www.centurydist.com

#### **CREDIT CARD PROCESSING**

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Fax: (301) 384-3043

Email: dcohen@firstmerchant.us

#### **ELECTRICITY SUPPLIER**

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6 Industrial Way Eatontown, NJ 07724

Tom Gussen

Phone: (732) 440-0039 Fax: (732) 518-5202

Email: tgussen@spragueenergy.com Website: www.spragueenergy.com

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P.O. Box 1030

Chesapeake Beach, MD 20732

Pat O'Neill

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Berry Brown Phone: (301) 604-7788 Fax: (301) 604-0044

# Email: benfbrown3@aol.com

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Email: berry@benbrown-ins.com

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Suite 100

Timonium, MD 21093-5113

Eric Dana Dave Resch

Phone: (800) 821-1990 Fax: (410) 821-1997 Email: eric@dana-ins.com Email: dave@dana-ins.com Website: www.dana-ins.com

#### INSURANCE – WORKERS' COMPENSATION

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Email: berry@benbrown-ins.com

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2700 Loch Raven Road Baltimore, MD 21218 Kevin Greene

Phone: (877) 235-0223 Fax: (410) 235-8720

Email: Kevin.Greene@carrollfuel.net Website: www.carrollbrandedfuels.com

#### Ewing Oil Company, Inc.

11949 Robinwood Drive Hagerstown, MD 21742-4483

Mike Capshaw Phone: (301) 790-7474 Fax: (301) 790-7474 Website: www.ewingoil.com

#### **Petroleum Marketing Group**

12680 Darby Brooke Court Woodbridge, VA 22192 Dawn Lee/David Noland Phone: (301) 922-7485 Fax: (410) 510-1971 Email: admin@petromg.com

#### **LEGAL SERVICES**

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Redwood Tower

217 East Redwood Street, 21st Floor

Baltimore, MD 21202

Peter Gunst

Phone: (410) 783-3542 Fax: (410) 783-3530

Website: www.agtlawyers.com

#### Lerch, Early & Brewer, Chartered

3 Bethesda Metro Center, Suite 460

Bethesda, MD 20814 Stuart A. Schwager Toll Free: (800) 264-8906

Phone: (301) 347-1271 Fax: (301) 347-1520

Email: saschwager@lerchearly.com Website: www.lerchearly.com

#### Lynott, Lynott & Parsons, P.A.

11 North Washington Street, Suite 220 Rockville, MD 20850

Rockville, MD 20850 James L. Parsons, Jr. Phone: (301) 424-5100 Fax: (301) 279-0346

Email: jparsons@llplawfirm.com Website: www.llplawfirm.com

#### LIFT COMPLIANCE INSPECTION

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10939-B Philadelphia Road White Marsh, MD 21162

Gary Miller

Toll Free: (800) 419-4437 Phone: (410) 335-6262 Fax: (410) 335-4488

Email: contact-us@mtdservicesinc.com

Website: www.mtdservicesinc.biz/contact-us.html

#### **LIFTS & RACKS**

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#### **LUBRICATION EQUIPMENT**

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#### MANAGEMENT CONSULTING

#### **Automotive Training Institute (ATI)**

8611 Larkin Road, Suite 200 Savage, MD 20763 CJ Frederick

Phone: (301) 498-8083 Fax: (301) 498-9088

Email: cjfrederick@automotivetraining.net

#### MARYLAND LIFT COMPLIANCE INSPECTION

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#### **OVERHEAD DOORS**

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Email: mjschammel@mdpumpandtank.com Website: www.mdpumpandtank.com

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Email: gmiller@mtdservicesinc.com

Website: www.mtdservicesinc.biz/contact-us.html

#### Spigler Petroleum Equipment, LLC

125 Airport Drive, Suite 36 Westminster, MD 21187

Jeff Brooks

Phone: (443) 471-7600 Fax: (301) 739-8304

Email: jbrooks@spiglerpetroleum.com Website: www.spiglerpetroleum.com

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Chesapeake Beach, MD 20732

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#### 2016-2017 WMDA/CAR BUYERS' GUIDE

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Email: jbrooks@spiglerpetroleum.com Website: www.spiglerpetroleum.com

#### STATE INSPECTION BAY EQUIPMENT

#### **Chesapeake Automotive Equipment**

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#### TANK LEAK TESTING & MONITORING EQUIPMENT

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Email: mjschammel@mdpumpandtank.com Website: www.mdpumpandtank.com

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#### Spigler Petroleum Equipment, LLC

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Jeff Brooks

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Email: jbrooks@spiglerpetroleum.com Website: www.spiglerpetroleum.com

#### TANK REMOVAL & ABANDONMENT

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#### **TIRE CHANGERS**

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Chesapeake Beach, MD 20732

Pat O'Neill

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#### TRASH & RECYCLING SERVICE

#### **Premier Waste Group**

P.O. Box 851 Annapolis, MD 21404

Ian Djuric

Phone: (410) 490-3769

Email: premierwaste6@gmail.com

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#### **WEBSITE DESIGN & MANAGEMENT**

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