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CAR**

# NEWS

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

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***The Facts on  
Tire Registration... see page 10***



**A LOOK BACK AT THE 2016 AUTO REPAIR SUMMIT  
AND PHOTO REVIEW... see pages 6-9**

**WMDA/CAR Convention & Trade Show... see pages 13-16**

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## EDITORIAL

### Industry Issues Nationwide

by Roy Littlefield

**By working together on legislation, with regulators, and with suppliers, you can make a difference and positively impact your bottom line.**

Representing SSDA-AT, and serving as a spokesman for WMDA/CAR, I get invited every year to attend the annual conventions/conferences of state and regional associations nationwide that represent the service station and automotive repair communities. Thus far in 2016, I have attended seven such events.

At each of the state events I attended this year, time was set aside where members had an open forum to discuss issues and concerns and to ask questions.

I thought it might be interesting to you to see what your counterparts in other states are most concerned with. For this article, I tried to identify the top 5 issues raised, and to rate them from 1 to 5 in order of interest and concern.

#### Arkansas

1. Environmental Issues (landfills)
2. Preserving Proprietary Consumer Lists
3. OSHA Inspections
4. Obamacare
5. Taxes

#### California

1. OSHA Inspections
2. Minimum Wage
3. LIFO Repeal
4. Tire Aging
5. Obamacare

#### Louisiana

1. Environmental Issues (landfills)
2. Safety Inspections
3. AAR Program (AAA)
4. LIFO Reform
5. Litigation

#### Connecticut

1. Superfund Sites
2. Landfill Reform
3. AAR Program (AAA)
4. Commission Agents
5. Minimum Wage

#### South Carolina

1. Tire Registration
2. Imports/Tariffs
3. OSHA Inspections
4. Highway Funding
5. Warranties

#### Texas

1. OSHA Inspections
2. Wage and Hour Audits
3. Tire Registration
4. Commissioned Agents
5. Superfund

#### Virginia

1. OSHA Inspections
2. IRS Audits (Wage and Hour; Taxes)
3. Periodic Safety Inspections
4. AAR Program (AAA)
5. Obamacare

I first came to WMDA/CAR in 1984. As I have met with and talked to dealers and repair shop operators nationwide for three plus decades, it is noticeable that some issues have remained high on the priority lists (periodic motor vehicle inspection programs, Superfund site cleanups, and highway funding), and some areas of concern have changed dramatically.

It is very noticeable to me that the emotional supplier issues have lessened. I can recall times when supplier issues would have dominated the discussions. This year the top issues in this area were concerned with commissioned agents (and dealers are very split on this issue) and proprietary consumer lists (whether it be tire manufacturers going to online sales or the AAR Program administered by AAA).

A strong concern to service station dealers and repair facility operators is the overreaching regulations and enforcement of state and federal governments. At every state meeting I attended, I heard horror stories of OSHA and IRS audits. The laws concerning Superfund sites are unfair and the penalties crippling. Well intentioned yet ill advised social legislation is a tremendous challenge to small business.

An overview like this clearly shows what you are up against! It also shows the value and need to belong to an association like WMDA/CAR. By working together on legislation, with regulators, and with suppliers, you can make a difference and positively impact your bottom line. ♦



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## ON THE LEGISLATIVE FRONT

### Government Affairs Efforts in Full Swing

by Roy Littlefield IV  
Government Affairs Assistant

This year, our government affairs efforts have been seen at a variety of meetings and events in Washington. We remain very active on the Federal level.

WMDA/CAR has been focused on several issues that will play an integral role in our government affair's platform for 2016.

We testified, attended coalition meetings, actively lobbied on the hill, attended conferences, fundraisers, and met with dealers to discuss these issues.

#### WMDA/CAR SUPPORTED LEGISLATION PASSED INTO LAW:

- 1) Make permanent Section 179
- 2) Extend 50% Bonus Depreciation through 2017
- 3) Delayed for two years the "Cadillac Tax"
- 4) Delayed for two years the Medical Device Act

#### 2016 ISSUES:

- 1) Comprehensive Tax Reform
- 2) LIFO Repeal
- 3) Estate Tax
- 4) Online Sales
- 5) Tariffs
- 6) FLSA – Overtime Proposal
- 7) Social Issues

#### REGULATORY ISSUES:

- 1) NHTSA – Registration and Recall
- 2) IRS Inspections for Wage and Hour
- 3) IRS Inspections for Imported Casings
- 4) OSHA Inspections

We have also been hearing from members regarding a variety of

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issues. These included: OSHA inspections, 40 hour work week, AAA, state inspections, tire registration, healthcare, tariffs, online sales, and negative ads on the repair industry.

This year, WMDA/CAR attended several Highway Users Alliance taskforce meetings. Most notably, "Energy and the Environment" and "Highway Trust Fund Policy."

At the environmental meeting, WMDA/CAR discussed our concerns with OSHA inspections, EPA restrictions, an attack on crumb rubber, and other tire and automotive recycling initiatives.

At the trust fund policy meeting, we continued to voice our concern with any potential taxes that could be aimed at our industry in the future as a way of funding.

Earlier this year, WMDA/CAR led the discussion at the SBA Office of Advocacy, Pension Roundtable on the IRS's new proposed rule on cross-testing retirement plans. WMDA/CAR also met with top officials at the Treasury and IRS to explain the problems with this proposed rule.

WMDA/CAR regularly attends the small business labor safety (OSHA/MSHA) roundtable meetings. We remain strong voices in the Family Business Coalition, working to repeal the Estate Tax, and the Save LIFO coalition which aimed to save the accounting system used by many in our industry.

WMDA/CAR also participated in a roundtable on the Department of Labor's proposed rules to implement the President's Executive Order on paid sick leave for government contractors, hosted by the Small Business Administration with a number of

representatives from the Department of Labor also attending.

WMDA/CAR also attended the CPAC (Conservative Political Action Conference) and spoke directly with 2016 Republican candidates.

WMDA/CAR continues to work with other industry groups and, in April, we partnered with SEMA and TIA to take part in an "RPM Working Group" – which is comprised of organizations that support passage of the "Recognizing the Protection of Motorsports Act" (HR 4715, S 2659). The joint industry letter submitted on April 1 to the EPA in response to its Notice of Data Availability demonstrated the effectiveness of collaboration. WMDA/CAR has worked with SEMA and TIA on several EPA concerns this year.

As an industry we must come together to combat these issues.

We encourage everyone to attend the 2016 Industry Issues Forum, which will be held at the Ocean City Convention Center, in Ocean City, Maryland on Friday, September 9, 2016 from 9:30 a.m. to 12:00 p.m. during the WMDA/CAR Convention & Trade Show.

At this session we will have the opportunity to discuss these issues and others that may be of concern to your business.

This year we have extended the Forum by 30 minutes to accommodate all of our speakers. We should have a broad cross-section of our industry in attendance, and WMDA/CAR looks forward to your participation and attendance. Thank you for your continued support! ♦

# WMDA/CAR PAC

## SUPPORT YOUR POLITICAL ACTION COMMITTEE!

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e-mail: [eberlecitgo@aol.com](mailto:eberlecitgo@aol.com)

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## CAR TALK

### A Look Back at the 2016 Auto Repair Summit

by Marta Gates-Jones  
Director of Operations

The CAR Committee put so much blood, sweat, and tears into the recent Auto Repair Summit, I am giving them a break this month and "hijacking" CAR Talk.

The Auto Repair Summit was held on April 27 at the Parts Authority warehouse in Laurel. Sponsored by WMDA/CAR, Parts Authority and PPC Lubricants, it was our first endeavor at this type of event.

Thanks to CAR Chairman Ken Quasney, first and foremost, for all of the time he spent bringing the Summit to life. Ken gave 110% to this Summit, and let me tell you, his dedication does not stop when his shop doors close. Ken puts his heart and soul into CAR, and he is a volunteer – to go above and beyond like he does, CAR is something he truly believes in, and we are all very fortunate to have him at the helm. (Shout out to Rose – Ken's wife – who shares so much of Ken's time with WMDA/CAR. You are a Saint!!)

I want to thank the vendors who had tables at the Summit:

- AMS/R.O.Writer
- ATI
- Benjamin F. Brown Insurance Agency
- CAARMO
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- Parts Authority
- PPC Lubricants
- Premier Waste Group
- Secure Streets
- WMDA/CAR

I also want to acknowledge our featured speakers:

- Thomas F. Glenn, Petroleum Quality Institute of America (PQIA)
- Maryland State Comptroller, Peter Franchot
- Timothy "Mini" Tyrell, Youngest Driver to Ever Win a Late Model Stock Car Race in America

The lively discussions with participation from the attendees, especially the Roundtable, led by Ken Quasney and Billy Hillmuth, touched on issues that are impacting our repair members. The Legislative Update from WMDA/CAR Director of Government Affairs, Kirk McCauley, and the discussion on Tire Registration by Kevin Rohlwing, Technical Advisor, gave attendees insight on new rules and regulations that will be affecting their businesses.



And a big shout out to our caterer – **Adam's Taphouse Grille**. We had great food, and wonderful servers – and no one left hungry!

Thanks to the efforts of vendors, the CAR Council, co-sponsors PPC Lubricants and Parts Authority – this may become an annual event. If you missed it, and you are a CAR member, you missed some great information, great company, and great food! **See more 2016 Auto Repair Summit photos on pages 8-9.**

Now, a quick word about the WMDA/CAR Convention and Trade Show coming up in Ocean City! The CAR Council will have a Roundtable Discussion for repair shop owners on Saturday, and are working out details for the seminar on Friday – but you can bet your bottom dollar, you will NOT want to miss whatever they produce – because whatever CAR does – it benefits YOU! ♦

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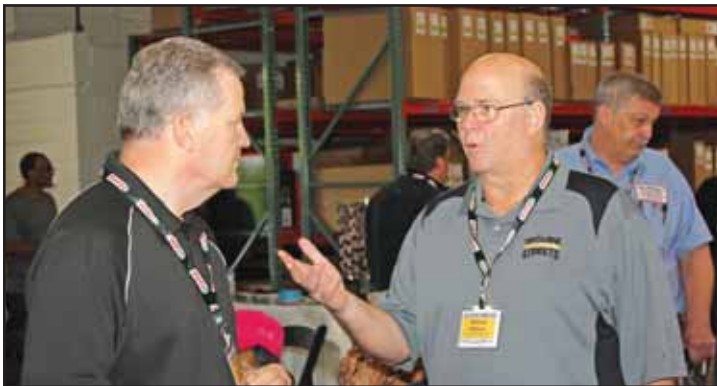


# 2016 AUTO REPAIR SUMMIT PHOTO REVIEW



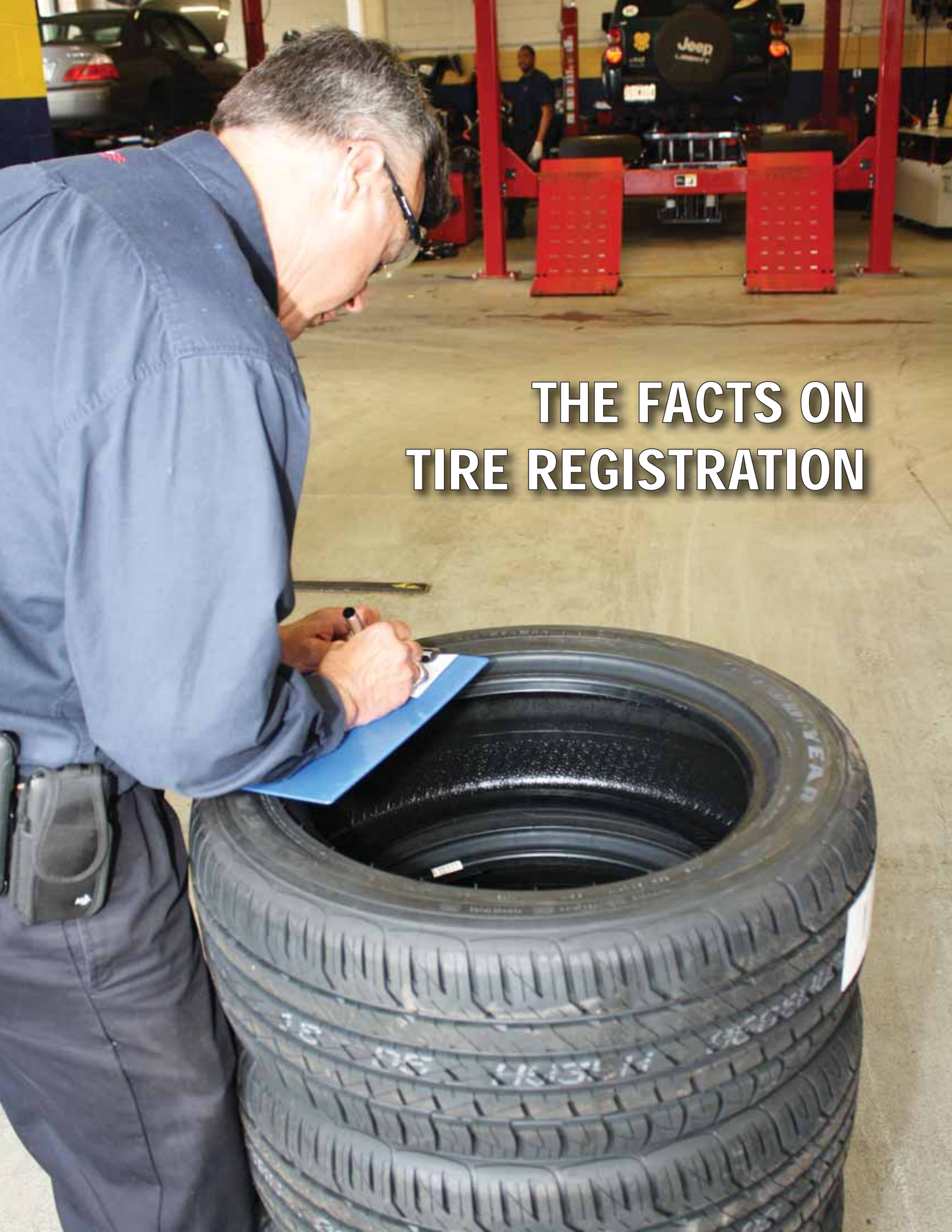


# 2016 AUTO REPAIR SUMMIT PHOTO REVIEW





# THE FACTS ON TIRE REGISTRATION







by Kevin Rohlwing  
WMDA Technical Advisor

**Registering tires  
is not an option.  
Every new tire  
that is sold and  
installed must comply  
with current tire  
registration laws...**

Last year, the tire industry was engaged in one of the most critical legislative battles in history. In one corner, the Rubber Manufacturers Association (RMA) was lobbying to abolish the voluntary tire registration system where the consumer is ultimately responsible for submitting the contact information for the owner in favor of a mandatory system where the retailer would take on that responsibility. In the other corner, the aftermarket tried to convince Congress that mandatory tire registration was an unnecessary burden and the proposed legislation would be harmful to small businesses across the nation. It was a heavyweight fight for the ages and Round 1 went to the RMA.

Rather than waste a lot time, effort and energy recapping why we lost, I think it's more important to focus on what it means for anyone that sells tires. The law doesn't distinguish between tire dealers and service stations or automotive repair facilities that sell a few tires. Every business that sells and installs new tires must comply with tire registration legislation.

First of all, it's important to remember that nothing is going to change for at least the next couple of years. Let me repeat that. Nothing is going to change for the next couple of years. Everyone is still required by law to provide consumers with the tire identification numbers (TINs) so they (the consumers) can register their tires with the manufacturers. Until the National Highway Traffic Safety Administration (NHTSA) issues a new law that outlines how the mandatory

tire registration system will work, the current model remains in place.

Since Round 1 went to the RMA, mandatory tire registration is going to happen at some point in the future. Until then, it is imperative that every service station and automotive repair facility fulfill their obligation to comply with the current voluntary system and provide consumers with the TIN(s) so they can register their tire(s) with the manufacturer. Some companies are already subscribing to a mandatory system by registering their customer's tire(s) for them as an added service. I applaud those businesses for going the extra mile and hope that the process will be easier and less burdensome in the future. For those service stations and repair facilities who are complying with the voluntary system and providing customers with the registration cards or the TIN(s) and the website where they (the consumer) can register their tires, I say "thank you" for fulfilling your obligation. And for those who are doing neither, I'm begging you to get with the program because failing to comply is partly what got us here in the first place.

Registering tires is not an option. It doesn't matter if you sell four tires a day, a week or a month. Every new tire that is sold and installed must comply with current tire registration laws, which means the seller/installer must provide consumers with the card and the TIN(s), the TIN(s) and the website, or register the tires for the customer (and maintain the records to prove it was done). While it's unlikely that failing to

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**This is an example of an all-brand tire registration card from CIMS. If this information is provided to every consumer that purchases a new tire or tires, then the service station or automotive repair facility will be compliant under the voluntary tire registration system.**



The full TIN is located on one of the sidewalls and follows the letters DOT.

comply with current tire registration laws will result in any fines, there are pending legal cases where sellers/installers are being held liable for failing to provide the customer with the TIN(s) and as a result, the driver was not notified of a recall prior to a tire-related accident. It's easy to prove and impossible to defend.

At some point in the future, we are hopeful that mandatory tire registration will leverage technology and incorporate electronic identification so we don't have to use a pen and paper to write

down the TIN(s). WMDA and CAR are working with NHTSA to make sure our government officials are aware of the burden on small businesses and equally aware of the responsibility that the tire manufacturer should assume by automating the tire registration process. The goal is to get recalled tires off the street – and without electronic identification that will prove to be a difficult task. It's in the hands of the bureaucrats now, which means your membership in WMDA and CAR is more important than ever.

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Your voice is not going to go unheard in this fight. Service stations and repair facilities are not necessarily “in the tire business,” but they do sell and install the occasional tire or tires. While NHTSA officials may be focused on the traditional tire dealers as they conduct their research, they will be reminded that there are still thousands of small businesses that are not “in the business” yet the legislation will apply. Membership in WMDA and CAR ensures that message gets to the right people so you are not left out of the discussion.

If you are going to sell and install new tires, you must have a system to make sure you are compliant with voluntary tire registration laws. The easiest way to comply is to purchase all-brand cards from CIMS (855-444-5120) and fill them out with the TIN(s) and your name/address so the consumer can mail it in if they choose. If they make the decision to not register their tires, then it's on them and you will not be held liable if you can prove you provided them with the card and/or complied with the law. Like most things in business, you are considered guilty until proven innocent, so protect yourself and your customers by following the voluntary tire registration system until things change. No one can predict what mandatory tire registration will look like, so it's best to get comfortable with the fact that all sellers and installers must play their part and do something about it. ♦





## KIRK'S KORNER

### Get Ready for the Annual Convention & Trade Show

by Kirk McCauley  
Director of Member Relations & Government Affairs

The Harry T. Murphy  
Customer Service  
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look their best, and  
have the facility  
inside and out  
looking its best.

#### OPEN FOR BUSINESS – AWARDS BREAKFAST!

WMDA/CAR has invited Maryland Governor Larry Hogan to be our Keynote Speaker at the Awards Breakfast on Saturday, September 10, at our annual Convention and Trade Show. The Governor was scheduled to speak last year, but he had health issues that prevented his appearance. We will know shortly if he can speak at our Awards Breakfast this year. This event could fill up quick, so make your plans now.

This Governor has made it a priority to support small business, bring business and jobs back to Maryland, lower state fees and taxes, and spend what the State collects responsibly. Let's make sure he has a foundation of businesses that support his goals. Last year, for the first time I can remember, Maryland gained business locations and the associated jobs they create. Under Governor Hogan – Maryland is Open for Business!

The Awards Breakfast and Harry T. Murphy Customer Service Contest will be held at the Clarion Resort Fontainebleau Hotel this year, with plenty of free parking and easier access. I would suggest that you don't wait to get your tickets for the Awards Breakfast; I have

a feeling they won't last long. The Breakfast opens at 7:45 a.m. with a nice buffet, and the Ceremony begins at 8:00 a.m. We will acknowledge our Member of the Year, Hall of Fame inductees, Employee Appreciation Awards and Spouse of the Year – and after the keynote, we will move on to the Harry T. Murphy Customer Service Contest awards.

#### THE HARRY T. MURPHY CUSTOMER SERVICE CONTEST

The Harry T. Murphy Customer Service Contest is a tool to use in giving your employees incentive to be their best, look their best, and have the facility inside and out looking its best. You are competing with **all** brands. You get recognition from your peers, and you show your employees that you care. Have a contest within a contest – and reward your employees in different ways. For example – a trip to the ocean, race tickets, dinner, or what ever will work. The point is you do not have to win the contest for your business and employees to be winners.

With multiple locations now the norm, and most being run by managers and employees, WMDA/CAR has added three new awards to recognize those individuals that are the face of your business and the contact that the



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customer sees most often. These awards will be more difficult to judge and we will need your help. Suggestions are also welcome. The new employee awards are sponsored by WMDA and CAR. Marta has emailed out the nomination form for these, so if you would like to nominate someone, please email Marta at mgates@wmda.net or call 301-390-0900, ext. 115. The new awards will be:

- **C-Store/Service Station Manager of the Year**
- **Technician of the Year (Service station OR Repair Shop)**
- **Service Writer or Manager of the Year for Repair Shop**

Even as much as we would like all contestants to be members, we know that is not reality, so the contest is open to all and all are welcome.

Most WMDA service stations, convenience stores, and gas & go's will get nominations from suppliers.

CAR repair facilities will self nominate by emailing their forms to kmccauley@wmda.net – and any service station or convenience store that wants to enter on their own can email me at the same email address to let me know they would like to be entered. WMDA/CAR will sponsor these entries.

Because of the earlier dates for the Convention this year, you need to get your nominations in by June 22. I need your name, business name, business address with zip, and a cell phone number. Please put all this in your email.

**Suppliers participating will be Carroll Fuels, PMG, Ewing Oil, SMO/PEH, Sunoco, and South Side (Sunoco). I will also invite Empire Petroleum, Global Partners and Tevis Oil.**

We did a change up this year and will not have Best of Brand. We will replace with Best of Supplier. No double awards to the same location. The last change will be in the convenience category. Two groups – Legacy for older c-stores and Contemporary sites for newer locations.

Categories are:

- **Contemporary C-stores**
- **Legacy C-Stores**
- **Service Stations w/Bays**
- **Gas & Go**
- **Repair Facility**

#### **WHAT IS THE FUTURE OF THE INDEPENDENT DEALER?**

Murf's Turf Town Hall Meeting, which has always been a controversial and informative session, will be held at the Convention Center from 2:00 p.m. - 4:00 p.m. on Friday, September the 9. This year the topic for discussion is: What is the Future of the Independent Dealer?

What will it take to compete and survive – or will you? We are asking our esteemed panel of distributors/suppliers what they foresee. PMG's Abdol Ejtemai, or as we know him "Mr. E," and Ewing Oil's Blackie Bowen have already committed to the panel. We will also invite, SMO/PEH's Lock Wills, and Carroll Fuel's John Phelps.

These four jobber/suppliers have over 250 years of experience: Carroll established in 1907, SMO/PEH established in 1926, Ewing established in 1965, and the newest – PMG, established in 2001. From the oldest established jobber/suppliers, to the newest major jobber/supplier, there is something to be learned from all. They will talk about what they envision it will take to survive in a market that has seen more steady growth from mega box stores and mega chains.

#### **MAKE YOUR PLANS NOW!**

You can register online at [www.wmda.net](http://www.wmda.net) (or **use the handy registration form located on page 16**) for any or all of the events at the annual Convention and Trade Show in Ocean City September 8-10, 2016. The Awards Breakfast will fill up quickly, so purchase your tickets for that as soon as you can. **See the complete Convention schedule of events on page 15.** ♦

#### **CONVENTION & TRADE SHOW**

- **Hospitality Suites**  
(Friday, September 9 – Clarion Resort Fontainebleau Hotel)
- **Training Seminars**  
(Friday and Saturday, September 9-10 – Convention Center)
- **Meetings**  
(Friday, September 9 – General Membership Meeting and Industry Issues Forum – Convention Center)
- **Trade Show**  
(Friday and Saturday, September 9-10 – door prizes and food stations on the Trade Show floor)

#### **OPTIONAL EVENTS: TICKETS REQUIRED**

- **Fall Golf Tournament**  
(Thursday, September 8 – Rum Pointe Golf Links)
- **Welcome Reception at Seacrets**  
(Thursday, September 8 – Convention Center)
- **Grille on the Bay Luncheon**  
(Friday, September 9 – Convention Center)
- **Awards Breakfast**  
(Saturday, September 10 – Clarion Resort Fontainebleau Hotel – Maryland Governor invited as keynote speaker)
- **Crab Feast**  
(Saturday, September 10 – Higgins Crab House)



# SAVE THE DATE

## FOR THE WMDA/CAR CONVENTION & TRADE SHOW

### SEPTEMBER 8-10, 2016

#### TENTATIVE SCHEDULE OF EVENTS

##### THURSDAY, SEPTEMBER 8, 2016

8:30 a.m. – 3:30 p.m.	Golf Tournament – 9:00 a.m. Shotgun Start**	Rum Pointe Golf Links
7:00 p.m. – 10:00 p.m.	Welcome Reception**	Seacrets

##### FRIDAY, SEPTEMBER 9, 2016

8:30 a.m. – 9:30 a.m.	SSDA-AT Board of Directors Meeting	O.C.C.C.
8:30 a.m. – 9:30 a.m.	WMDA Board of Directors & General Membership Meeting	O.C.C.C.
9:30 a.m. – 12:00 p.m.	Industry Issues Forum	O.C.C.C.
12:00 p.m. – 1:00 p.m.	Grille on the Bay**	O.C.C.C. - Bay Terrace
1:00 p.m. – 2:00 p.m.	Multiple Educational Sessions	O.C.C.C.
2:00 p.m. – 4:00 p.m.	Murf's Turf	O.C.C.C.
4:00 p.m. – 7:30 p.m.	Trade Show with Reception from 5:30 p.m. – 7:30 p.m.	O.C.C.C. - Hall A
8:00 p.m. – 10:00 p.m.	Hospitality Suites	Clarion Resort Fontainebleu Hotel

##### SATURDAY, SEPTEMBER 10, 2016

7:45 a.m. – 10:00 a.m.	Awards Breakfast and Harry T. Murphy Customer Service Contest Awards Presentation**	Clarion Resort Fontainebleu Hotel
10:00 a.m. – 11:15 a.m.	Multiple Educational Sessions	O.C.C.C.
11:30 a.m. – 3:30 p.m.	Trade Show	O.C.C.C. - Hall A
7:00 p.m. – 9:30 p.m.	Crab Feast**	Higgins Crab House

\*\* Ticketed Event

The Trade Show, Educational Sessions, and Hospitality Suites are open to all members at no cost.  
(Free admission is restricted to owners and personnel of service stations and repair shops only.)

**Schedule subject to change.**

**VISIT [WWW.WMDA.NET](http://WWW.WMDA.NET) FOR UP-TO-DATE PROGRAM DETAILS.**

**The WMDA/CAR  
CONVENTION &  
TRADE SHOW  
has everything  
you need,  
right in your  
own backyard!**

**GO LOCAL  
and come network  
with other local  
station and shop owners,  
make deals with local  
vendors and have fun  
at Maryland's own  
beach paradise!**

**MAKE YOUR PLANS  
TO ATTEND TODAY!**



#### HOTEL INFORMATION

**Clarion Resort Fontainebleu Hotel**  
10100 Coastal Highway  
Ocean City, MD 21842  
Phone: 800-638-2100

Cut-Off Date: August 8, 2016

#### ROOM RATES

Double/Double	\$155
One Bedroom Condo	\$175
Two Bedroom Condo	\$205
Three Bedroom Condo	\$310

Mention WMDA to receive group rate.



# 2016 WMDA/CAR CONVENTION & TRADE SHOW

SEPTEMBER 8-10, 2016 • OCEAN CITY CONVENTION CENTER • 4001 COASTAL HIGHWAY • OCEAN CITY, MD

## REGISTRATION FORM

**The Trade Show, Educational Sessions, and Hospitality Suites are open to all Members at NO COST.\***

- Industry Issues Forum
- Educational Seminars
- Murf's Turf

- Trade Show
- Hospitality Suites
- Golf Tournament\*\*

- Welcome Reception\*\*
- Grille on the Bay\*\*
- Awards Breakfast\*\*

- Crab Feast\*\*

\*\* See Individual Ticket prices below.

### INDIVIDUAL TICKETS

Fee/Per Person (Non-Member Rates are 50% higher.):

- |   |         |   |          |   |          |
|---|---------|---|----------|---|----------|
| <input type="checkbox"/> Golf Tournament .....  | # _____ | x | \$175.00 | = | \$ _____ |
| <input type="checkbox"/> Welcome Reception (Adult) .....  | # _____ | x | \$55.00  | = | \$ _____ |
| <input type="checkbox"/> Welcome Reception (Children under 21) .....                            | # _____ | x | \$30.00  | = | \$ _____ |
| <input type="checkbox"/> Grille on the Bay .....  | # _____ | x | \$30.00  | = | \$ _____ |
| <input type="checkbox"/> Awards Breakfast .....   | # _____ | x | \$25.00  | = | \$ _____ |
| <input type="checkbox"/> Crab Feast .....   | # _____ | x | \$45.00  | = | \$ _____ |
| <input type="checkbox"/> Crab Feast (Children under 21) .....                                   | # _____ | x | \$25.00  | = | \$ _____ |
| <input type="checkbox"/> The Trade Show, Educational Sessions & Hospitality Suites .....        | # _____ | x | FREE*    | = | \$ N/C   |
| <input type="checkbox"/> Non-Vendor Supplier One-Day Trade Show Pass (restrictions apply) ..... | # _____ | x | \$200.00 | = | \$ _____ |

☐ Friday ☐ Saturday

**Total for Individual Tickets** ..... \$ \_\_\_\_\_

### ATTENDEE INFORMATION (PLEASE PRINT OR TYPE)

First Registrant: \_\_\_\_\_

Second Registrant: \_\_\_\_\_

Additional Registrants: \_\_\_\_\_

Children: \_\_\_\_\_

Business: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Please List Golf Partners: \_\_\_\_\_

### PAYMENT INFORMATION

☐ Check Enclosed (Payable to WMDA)

Bill my credit card: ☐ Visa ☐ MasterCard ☐ American Express Exp. Date: \_\_\_\_\_

Zip Code of Billing Address for Charge Card: \_\_\_\_\_

**Total Amount Due:** \$ \_\_\_\_\_

Account # \_\_\_\_\_ CVV Code: \_\_\_\_\_

Account Name (print): \_\_\_\_\_

Signature: \_\_\_\_\_

**For credit card payment, email form to:**

mgates@wmda.net or Fax to: 301-390-3161

or Electronic Signature: ☐ Checking box is my electronic signature and payment authorization.

**Return completed form and payment by check to: WMDA, 1532 Pointer Ridge Place, Suite G, Bowie, MD 20716.**

\* Free admission is restricted to owners and personnel of service stations and repair shops only. Requests submitted by suppliers not exhibiting in the Trade Show will not be accepted. A one-day Trade Show Pass is available for a fee of \$200.00.

• Soliciting on the Trade Show floor is prohibited and strictly enforced. Violators will be removed and registration fee will be forfeited.



# WMDA/CAR ENDORSED Membership Benefits & Services Providers

If your business needs any of the following products or services, be sure to check out these companies endorsed by WMDA/CAR.

## ATM MACHINES

### INTELCOM, INC.

Intelcom, Inc.  
Larry Shapero  
1-877-666-6269  
Email: intelcom@verizon.net

## CREDIT UNION



NASA Federal Credit Union  
1-888-627-2328  
Email: support@nasafcu.com  
Website: www.nasafcu.com

## INSURANCE – UNDERGROUND STORAGE TANK



DANA Insurance & Risk Management  
Eric Dana  
800-821-1990  
Email: eric@dana-ins.com

## AUTO PARTS SUPPLIER

### Parts Authority Auto Parts Superstores

Parts Authority  
Stan Bailey or Kevin Hill  
202-829-6315  
Email: sbailey@partsauthority.com

## ELECTRICITY PROGRAM



Sprague Energy (MAAGIC)  
Tom Gussen  
732-440-0039  
Fax: 732-440-0031  
Email: tgussen@spragueenergy.com

## LEGISLATIVE & REGULATORY INFORMATION



WMDA/CAR  
Kirk McCauley  
1-800-492-0329, ext. 114  
Email: kmccauley@wmda.net

## CASTROL BUYING PROGRAM – BULK OIL AND PREMIUMS



PPC Lubricants  
Gene Nace  
1-717-215-7253  
Email: gnace@ppclubricants.com

## INSURANCE – LIABILITY, WORKERS' COMP, HEALTH INSURANCE

*Benjamin F. Brown  
Insurance Agency*



Benjamin F. Brown Insurance Agency/  
UTICA/Meadowbrook  
Ben Brown or Berry Brown  
1-800-861-3434  
Email: berry@benbrown-ins.com

## TRASH/DUMPSTER BROKER

### Premier Waste

Premier Waste Group  
Ian Djuric  
410-490-3769  
Email: premierwaste6@gmail.com

## CONVENIENCE STORE PRODUCTS



Century Distributors, Inc.  
Lori Rodman  
301-212-9100  
Email: lrodman@centurydist.com

## WEBSITE DESIGN & MANAGEMENT



Net Driven  
Jon Napoli  
1-877-860-2005, ext. 289  
Email: jnapoli@getnetdriven.com

## CREDIT CARD PROCESSING



First Merchant Services  
Dan Cohen  
1-866-511-4367, ext. 105  
Email: dcohen@firstmerchant.us

## INSURANCE: SUPPLEMENTAL



Aflac  
Sarah Lewis  
301-633-2790  
Email: slewis@benassurance.com

## LET YOUR MEMBERSHIP WORK FOR YOU!

Simply participate in all of the programs for which you are eligible  
and you will save or make enough to pay for your membership in WMDA/CAR!





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