

How Will Self-Driving Cars and Driver Assistance Systems Affect the Future of Repair Shops? ... see page 8

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EDITORIAL

President Trump and Tax Reform

by Roy Littlefield



President Trump is Using His Bully Pulpit to Light a Fire Under Tax Reform, But Nothing New in His Recent Tax Proposal.

President Trump has released a one page description of his tax reform plan. Obviously, given its length, there weren't a lot of details in the plan. However, what was clear is that the plan is basically the same as the one that the President was promoting on his website by the end of his campaign. During the President's campaign, his tax plan morphed to be more in line with the tax reform plan that was put together by the House Republicans in 2016. This tax reform plan (known as the "House Blueprint") was largely the brainchild of House Speaker Paul Ryan.

There are a few major differences between the President's plan and the House Blueprint. First, while the House Blueprint calls for a 20% tax rate for C Corporations, the President's plan calls for a 15% tax rate. The House Blueprint calls for a 25% tax rate on a pass-through entity's "active business income" which is what is left after the owners are paid a "reasonable compensation for their services" (this portion is subject to regular income tax rates). The President's plan calls for a 15% tax rate on this "active business income." What remains to be seen is whether the 15% tax rate is an opening position by the President to make sure the final legislation retains the 20% and 25% levels or whether the Administration is wedded to the 15% tax rate. If the latter,

that will be a very hard sell in Congress, if the former, it's a very smart move.

Second, it looks like the President is not supporting the House Blueprint's controversial border adjustment tax (BAT). At a recent press conference, White House Chief Economic Advisor Gary Cohn and Treasury Secretary Steven Mnuchin, said they were going to talk to the Hill about revisions to the BAT. Probably not coincidentally, Paul Ryan speaking at a conference earlier that same day, made news by saying that the House was going to consider revisions to the BAT proposal. The adverse publicity on the BAT, particularly how it would harm so many companies and result in passed on costs to the consumers, made people very concerned with this particular provision.

Third, Cohn and Mnuchin made it clear that part of the President's proposal would be to repatriate the trillions of dollars held offshore by US companies by subjecting it to a one-time tax, though, according to Mnuchin, the tax rate has not yet been determined.

The one-pager called for a repeal of estate taxes but did not include as much information as was on the President's campaign website. Therefore, we still have no answers as to whether death will become an event that triggers capital gain and whether there will be a significant amount that will be exempt from that capital gains tax. Repeal of the estate tax is a top legislative priority for WMDA members who are purchasing their locations and hope to pass the business on to fellow family members.

What was made clear is that the President


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believes that the tax plan will pay for itself by the growth in the economy and by the reduction or elimination of tax credits and deductions.

It would seem that the White House and Paul Ryan are working in sync on this publicity. After the White House's announcement on tax reform, Paul Ryan said that "it's basically along exactly the same lines we want to go." Based on comments made by the President recently, he seems to believe that he must take a much more active role in pushing tax reform based on what happened (and continues to be happening) with the health care reform efforts. Cohn said that the White House will eventually release "very firm" details and Mnuchin said the White House is aiming for tax reform to be passed before the end of the year.

While the chances for *real* tax reform may not be as good as they looked right after the election, at a minimum there is still an excellent chance that business will see their tax rates cut by the end of this year or early next year. The problem with



comprehensive tax reform is that when folks start looking at the details of the actual legislation, which we still do not have, the fighting begins between those that end up ahead and those that end up behind. The fight over the BAT illustrates this point, though that fight started even before the details were made clear. This is why we may not end up with a simplified tax code, which would require the elimination or reduction in a number of very popular tax breaks, but it seems certain we will see a hard push towards meaningful tax cuts that could help business out a great deal. ♦

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LEGISLATIVE UPDATE

Federal Update

by Roy Littlefield IV
Government Affairs Assistant

WMDA/CAR is currently lobbying on estate tax reform, individual tax reform, business tax reform, Obamacare repeal, infrastructure funding, and marketplace fairness. It has been a busy spring as we have testified, attended coalition meetings, actively lobbied on the hill, attended conferences, fundraisers, and met with dealers at state shows across the country to discuss these issues.

We will plan to bring members to Washington as necessary for bills and legislation throughout 2017, and in early 2018 we will hold a Lobby Day for the full membership to interact with the 115th Congress.

MARKETPLACE FAIRNESS ACT FOR ONLINE SALES INTRODUCED

The House and Senate have reintroduced separate legislation – the Remote Transactions Parity Act (H.R. 2193) and the Marketplace Fairness Act (S. 976) – that closes the loophole permitting online merchants to avoid charging sales tax for internet purchases if they do not have a nexus in the state. WMDA/CAR supports the Remote Transactions Parity Act (H.R. 2193) and the Marketplace Fairness Act (S. 976) so that local family owned businesses in the tire industry can compete fairly with large online corporations. These bills address very important issues for our members and we will expand our legislative efforts with its introduction to gain support in Congress.

Both bills take different approaches to ending unfair competition caused by this loophole, which puts brick-and-mortar retailers at a price disadvantage to remote sellers. All brick-and-mortar retailers are encouraged to contact their federal legislators to urge passage of both S. 976 and H.R. 2193.

WORKING FAMILIES FLEXIBILITY ACT OF 2017 PASSES HOUSE

WMDA/CAR supports the Working Families Flexibility Act of 2017. H.R. 1180 sponsored by Rep. Martha Roby, R-Alabama, and co-sponsored by 17 others, would help American workers balance the competing demands of family and work by giving them flexibility to earn paid time off – time they can later use for any reason, including family commitments like attending school appointments and caring for a sick child.

In addition, H.R. 1180 contains critical protections to ensure employees can continue to choose overtime pay and to prohibit employers from coercing their employees to accept compensatory time instead of overtime pay. The bill would give employees who work more than 40 hours a week a choice between taking time off or being paid time-and-a-half for the overtime hours.

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The House version, HR 1180, recently passed the House 229 to 197. Sen. Mike Lee, R-Utah, has introduced a companion bill (S. 801) in the Senate.

WMDA/CAR supports the Working Families Flexibility Act of 2017 because it would alter the Fair Labor Standards Act (FLSA) in a much-needed way to allow certain employees to choose to take paid time off rather than overtime pay when working more than 40 hours in a week.

The Administration supports H.R. 1180 and if it were presented to the President in its current form, his advisors would recommend that he sign the bill into law.

RPM ACT UPDATE

Great news! Support for the RPM Act continues to build, as we have significant progress in adding cosponsors in both houses. U.S. Senator Tammy Baldwin (D-WI) signed on as a RPM Act cosponsor. The Senate bill (S. 203) has 29 cosponsors (7 Democrats) and we are now just one Democrat short of a filibuster-proof majority. On the House side, H.R. 350 has 118 cosponsors (12 Democrats).

WMDA/CAR is urging the House Energy and Commerce Committee (E&C) and Senate Environment and Public Works

Committee (EPW) to schedule action on the bill. We have had good staff meetings with the bill sponsors and E&C and EPW staff, with indications that the legislation is well-positioned for consideration once it can be scheduled.

We look forward to building on the RPM Act's progress and ask for your assistance in pursuing the following Senate Democrat primary targets:

- Sen. Heidi Heitkamp (ND)
- Sen. John Warner (VA)
- Sen. Tim Kaine (VA)
- Sen. Debbie Stabenow (MI)
- Sen. Bob Casey (PA)
- Sen. Sherrod Brown (OH)

WMDA/CAR continues to work closely with SEMA and TIA on this legislation.

WOTC UPDATE

Good news for WOTC supporters is word that Trump's plan will include no "pay-for's," that is, revenue increases to offset tax cuts in the plan. If adopted, this would make it easier to fit permanent WOTC into the tax reform bill.

Under the Trump plan, tax cuts would be funded by revenue



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expected from a sharp boost in economic growth stimulated by tax reform and the President's budget.

The President's plan wouldn't be revenue-neutral under scoring rules in the Budget Act, thus tax reform enacted via budget reconciliation would be limited to 10 years under current law. The Trump team is counting on winning support of Democratic leaders by including robust infrastructure spending and family-friendly measures. In that scenario, tax reform could be passed via regular order rather than reconciliation procedures.

The White House is calling attention to deep spending cuts made by the President's first budget to be introduced in three weeks. Those cuts are touted to hold down the size of the Federal deficit despite tax cuts and increases in defense, immigration, and law enforcement spending.

We are a long way from reconciling the Ryan-Brady plan, the President's plan, and the Senate's plan.

WHITE HOUSE TAX PLAN PRESENTED

Given the titanic struggle brewing between Democrats and Republicans over President Trump's budget for Fiscal Year 2018 (taking effect October 1), tax reform's priority may have to yield to the "must-do" budget fight encompassing 11 major appropriations bills. In our view, it's increasingly likely it'll be next year before tax reform can come up for a vote.

A bare-bones tax reform plan presented at a White House briefing on April 26 ended with the presenters, National Economic Council Director Gary Cohn and Treasury Steven Mnuchin, unable to provide important details, especially regarding business taxation.

Cohn and Mnuchin repeatedly stressed they were working with the House and Senate and talks and "listening" are just beginning, so details will come later.

1. On the question of the target corporate tax rate: "Our goal is to make business rates very competitive." (The 15 percent corporate rate you've been reading about wasn't mentioned – it hasn't gone away because it's long been the President's goal – but, in deference to the House and Senate, it's a number to be negotiated with Congress).
2. On foreign income: "We're moving to a territorial system... there'll be a one-time tax on deferred profits returned to the US." (No tax amount cited, although 10 percent has been mentioned.)
3. On whether tax cuts will be paid for, "there are many

details coming on how it will pay for itself... reductions in tax rates will be offset by significant reductions in other items... the goal is to unleash economic growth of 3% or higher – that will provide billions and billions of dollars in taxes."

4. On taxation of small and medium businesses filing as individuals or partnerships: "those businesses will get the same rate as corporations."
5. On when we'll see details, "As quickly as we can... We're working with the House and Senate and when we reach agreement we'll let you know."

On individual income taxes, briefers offered more substance:

1. "Goal is largest-ever tax cut for the American people, especially low and middle income families."
2. Aiming for three brackets of 10, 15, and 25 percent.
3. Standard deduction for a married couple to be doubled to \$24,000; in effect, first \$24,000 won't be taxed.
4. Establish deduction for child and dependent care.
5. Repeal alternative minimum tax.
6. Phase out the inheritance tax over one year.
7. Set 20 percent tax rate for capital gains and dividends.
8. Retain deductions for home ownership, retirement savings, and charitable donations – eliminate all other personal deductions.



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Self-Driving Cars and the Future of Repair Shops

by Kevin Rohlwing
WMDA Staff

When the market value of Tesla passed Ford and General Motors last month, everyone in the automotive industry was forced to recognize that driverless cars are coming to a highway near you at some point in the future. Ford announced that it is on track for a fully autonomous vehicle by 2021 while Daimler and Bosch have formed a partnership to develop a self-driving car. It's no longer a matter of "if" they are going to happen.

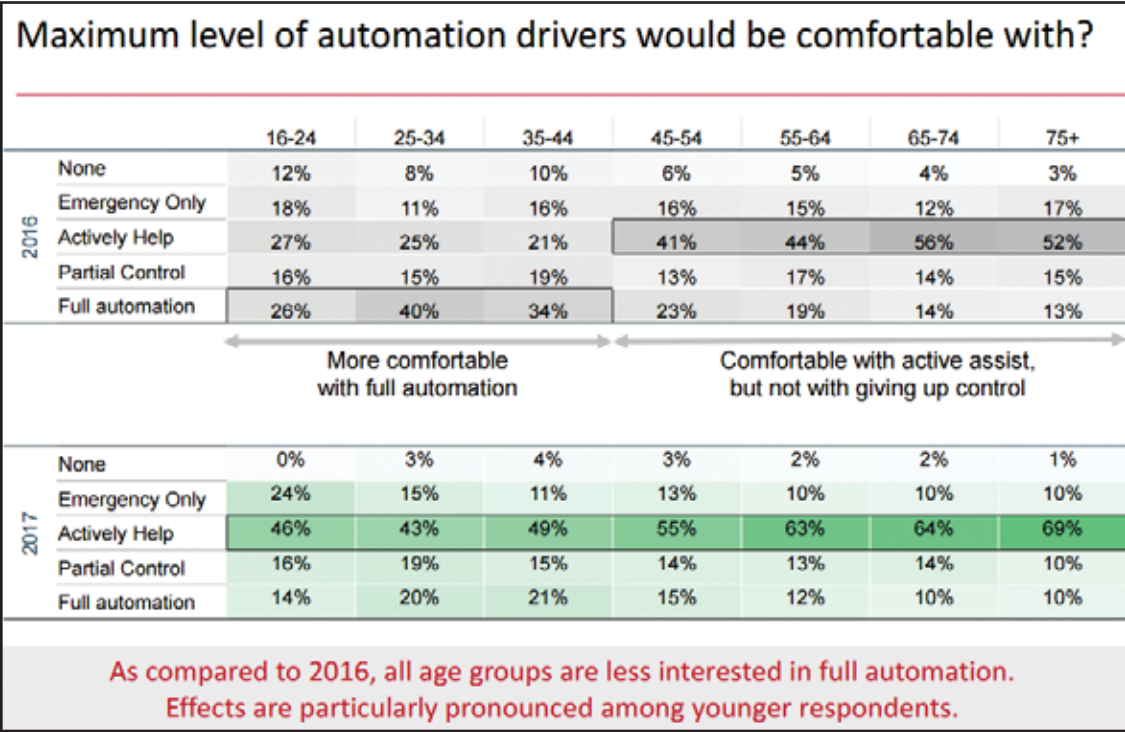
That being said, the disruption will be not limited to the automotive industry. Everything from the revenue generated by parking tickets and moving violations to insurance claims, body shops and personal injury lawyers will be affected by self-driving cars. Even hotels will feel the pain as more people will be able to sleep in their cars on overnight road trips when the interior switches over to sleeping mode. It certainly looks like we are on the cusp of a sea change in the automotive industry that no one can predict.

But before we throw our hands up in the air and buy into the "doom and gloom" projections, it's important to remember that the ultimate decision lies in the hands of consumers. A recent study by the Massachusetts Institute of Technology (MIT) surveyed approximately 3,000 people to gauge their interest in self-driving cars. Almost half of the respondents said they would never purchase a vehicle that completely drives itself mainly because they weren't comfortable with the loss of control or the dependence on technology. In fact, the same study was conducted last year and the results showed a decline across the board on fully automated driving, even with young people (see chart).

On the other hand, the MIT study showed a significant increase in the interest level of driver assistance systems like automatic emergency braking, lane-keeping, and auto-park features. While people are not willing to put their lives into the hands of technology, they are showing an increased willingness to let it actively help them when it comes to the safety and control of the vehicle. Similar studies from J.D. Power and the University of Michigan reflect the same drop in consumer confidence when it comes to self-driving cars but an increased level of comfort with automated features.

A 2013 report on semiconductors in the automotive industry from PwC estimated that by 2020, 35% of the total car cost will be electronics and by 2030, that number will climb to 50% of the total manufacturing costs. According to Rick Clemmer, the President and CEO of NXP Semiconductors at the time of the report:

We believe that a very significant portion of the growth in the industry will continue to come from the desire of car makers, Tier 1 suppliers and semiconductor companies to





create and capture more value by offering innovations that will improve the overall driving experience.

All signs are definitely pointed towards a future vehicle that is more connected, more complicated, and more dependent on electronics than ever before. The questions are how much more connected, how much more complicated and how much more dependent on electronics? Without any answers or a crystal ball to see what vehicles will look like in five years, the automotive repair and maintenance industry must be prepared for a new era with new challenges created by new technology. Here are just a few examples of issues that may confront the people who service the cars of tomorrow:

Alignments – A lot of the lane-assist technology will be dependent on proper wheel alignment. Expect alignment machines to become more expensive/complicated since they will likely require some degree of recalibration and reprogramming with the on-vehicle sensors.

Brakes – Like alignments, it's reasonable to assume that there might be some calibration required after replacing the brakes on a vehicle with automatic emergency braking systems. Additionally, the system itself will probably be linked to the ABS and the corresponding ECU.

Entertainment – In-car Wi-Fi, telematics and related entertainment systems require a higher level of diagnostic tools and training. Consumers will want them repaired when they don't work so aftermarket repair shops must adapt or be willing to send that business back to the new car dealer.

Steering/Suspension – Like alignments, any repairs to

the steering or suspension systems will probably need to be recalibrated with the lane-assist, emergency braking, or automated driving electronics.

Despite the optimism of investors as evidenced by the market value of Tesla, I'm willing to bet that we are at least a decade away from fully automated driverless cars on a significant level. The dot-com bubble of 2000-2002 proved that the stock market is not an accurate indicator of future success when it comes to new technology. And while some companies fulfilled their potential (like Amazon), others failed miserably leaving investors with huge losses. Tesla appears to be on the right track, but the three letters "AOL" prove how quickly consumers will abandon the hottest thing right now for the next big thing down the road.

Regardless, now is the time to start asking questions when talking with your equipment and tool suppliers. How will driver assistance technology affect things like alignments, brakes, suspension and steering? Some of these systems are already on the market so what will it take to repair them in the present and future? About a decade ago the industry learned a valuable lesson with tire pressure monitoring systems (TPMS) when everyone ran out and bought the relearn tool that shops had to have to service the tires. Those same tools were obsolete within a few years and now have a permanent spot in the bottom drawer or back cabinet.

I agree with the MIT study and believe that driver assistance is the wave of the future so repair shops must be prepared to service, repair and recalibrate these systems. If someone pays for auto-park, then they want it to work and when it doesn't, they will want it fixed. The growing dependence on electronics plays right into the hands of the new car dealers since they will have the factory tools and software to diagnose/repair the problem. While independent repair shops will be at an even bigger disadvantage, so will the equipment and tool suppliers that depend on them, which means we are all in this together. It won't be cheap, it won't be easy, and it will definitely require an investment in tools, equipment and training.

Membership in WMDA/CAR is a great way to stay connected with developing technology and the growing demands on independent repair shops. As we start the initial planning for Training Day 2018, we are always looking for ideas or suggestions on topics for the seminars. If you have any subjects that are of interest, send a quick note to admin@wmda.net so we add them to the list. Our goal is to make sure that the seminars for next year reflect trends in the industry like driver assistance, so let us know how we can help you prepare for the future of automotive maintenance and repair. ♦



KIRK'S KORNER

Membership Update

by Kirk McCauley
Director of Member Relations & Government Affairs

GOVERNOR VETOES SICK LEAVE BILL

Governor Hogan has kept his promise to small business and on May 25 he vetoed HB1/SB230 sick leave bill. He called on all legislators to work out a compromise for next year. He said he would sign executive orders to form a task force to study ways to make sick leave affordable to small business. Kelly M. Schulz, Secretary of the Department of Labor, will lead a group to study the impact on small business.

Governor Hogan said the bill he vetoed was a "deeply flawed, job-killing, paid leave bill."

Now the bad news from House Speaker Michael Bush is, "this will be our top priority to overturn the veto of HB1/SB230." Three-fifths of both houses are required to override a veto. The

house would override easily, but the senate is another story. Our small business coalition will be engaged in informing borderline senators why this bill is bad for Maryland and why the Governor's bill or something similar would be better. My best guess is we need to pick up 4-5 votes to defeat the override. Hopefully this is not necessary and the governor and legislators can work out a compromise, at the same time we work on a plan to gain those votes by educating legislators.

Senators and Delegates have to buy gas and have their cars serviced just like everyone else. This is where our members can engage them in conversation and explain why this bill is bad for small business and bad for Maryland. All the bills that we worked on are on our website in the legislative section and you can click on a bill number to access a copy of the bill. Any questions? Contact Kirk at 301-775-0221 or email kmccauley@wmmda.net.



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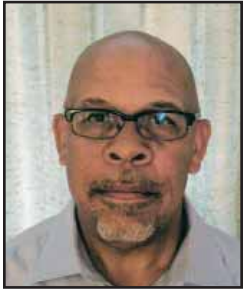
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ERVIN MURFREE JOINS MEMBER RELATIONS STAFF



Ervin (Erv) Murfree has joined the WMDA/CAR staff. Erv will focus his efforts primarily on new membership and member retention. He is in the process of learning about WMDA/CAR, its members and associates.

Please give Erv all the help you can to make WMDA/CAR stronger and more effective to service its members in Maryland, Delaware and the District of Columbia. Pass any leads you may have on membership or questions on programs to Erv at 301-390-0900, ext. 115 or email emurfree@wmda.net.

WEBSITE UPDATE

WMDA/CAR is in the process of upgrading and adding features to the membership part of our website to make it easier for members to access member only information, easier to pay dues online and send out timely notices for dues. Any problems in accessing the member section of the website, payment of dues or receiving rack pricing, should be addressed to Vickie Clancy at 301-390-0900, ext. 101 or by email at vclancy@wmda.net.

SAVE THE DATE

The WMDA/CAR Expo, Bull Roast & Awards Dinner will take place on Wednesday, October 11, 2017 at Martin's West, 6817 Dogwood Road, in Baltimore.

The day's activities will include a Tabletop Trade Show with light snacks and beverages provided on the Show floor. A Cocktail Reception will precede the Bull Roast and Awards Dinner.

For more information, the schedule of events, and dinner menu, see pages 12 and 13. ♦

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There's still time to reserve a tabletop if you're interested in exhibiting. Sponsorship opportunities are also available.

Contact LaKisha Pindell at lpindell@wmda.net for details.

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!

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Wednesday, October 11, 2017

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Watch for more information to come!

Wednesday, October 11, 2017

**Save
the
Date!**

*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)



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SALADS

Cucumber Salad

Garden Salad
Tomato & Mozzarella Salad

Macaroni Salad

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Rice

String Beans

DESSERTS

Assorted Cakes

Ice Cream Sundae Bar

Fresh Fruit

BEVERAGES

Ice Cold Draft Beer, featuring Blue Moon, Coors Light, and Natty Bohemian
Assorted Soft Drinks

Iced Tea

Regular & Decaf Coffee

Cash Bar for Wine & Cocktails

Menu subject to change



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

AUTO PARTS SUPPLIER



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

CASTROL BUYING PROGRAM – BULK OIL AND PREMIUMS



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

CONVENIENCE STORE PRODUCTS



Century Distributors, Inc.
15710 Crabbs Branch Way
Rockville, MD 20855-2620
www.centurydist.com
Tel: 301-212-9100 • Fax: 301-212-9681

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

CREDIT CARD PROCESSING



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

ELECTRICITY PROGRAM



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

INSURANCE – MEDICARE, LONG TERM CARE, FINAL EXPENSE



HTA Financial Services
Medicare - LTC - Final Expense

HTA Financial Services
Tracy Russo, CLTC
610-430-6650
Fax: 610-430-6652
Email: trusso@HTAfinancial.com

INSURANCE – UNDERGROUND STORAGE TANK



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

LEGISLATIVE & REGULATORY INFORMATION



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

TRASH/DUMPSTER BROKER



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

WEBSITE DESIGN & MANAGEMENT



Net Driven
1-877-860-2005
Email: sales@netdriven.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!

2016-2017 WMDA/CAR BUYERS' GUIDE

AIR COMPRESSORS & ACCESSORIES

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

MTD Services, Inc.

10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmler@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

AIR CONDITIONING SERVICE EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

ALIGNMENT & WHEEL BALANCING EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

Hunter Engineering Company

8576 Doncaster Road
Easton, MD 21601
Pete Loglisci
Phone: (215) 431-6118
Email: ploglisci@hunter.com

MTD Services, Inc.

10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmler@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

AUTOMOTIVE PARTS SUPPLIER

Parts Authority

6335 Chillum Place, N.W.
Washington, DC 20011
Pedro Leyton
Phone: (202) 829-0315
Email: pleyton@partsauthority.com
Website: www.partsauthority.com

WMDA/CAR
Endorsed Program

AUTOMOTIVE SERVICE EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

ATM MACHINES

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

WMDA/CAR
Endorsed Program

Intelicom, Inc.

P.O. Box 4504
Leesburg, VA 20177
Larry Shapero
Phone: (703) 777-4025
Fax: (703) 777-4024
Email: intelicom@verizon.net

WMDA/CAR
Endorsed Program

BODY & FRAME EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

BRAKE DRUMS & DISC LATHES

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

BUSINESS MANAGEMENT SERVICES

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

CAR WASH CHEMICALS

Maryland Pump & Tank, Inc.

2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com

CAR WASH EQUIPMENT

Maryland Pump & Tank, Inc.

2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com

MTD Services, Inc.
10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

CHECK ACCEPTANCE & GUARANTEE SERVICE

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

WMDA/CAR
Endorsed Program

CONVENIENCE STORE WHOLESALER

Century Distributors, Inc.

15710 Crabbs Branch Way
Rockville, MD 20855
Lori Rodman
Phone: (301) 212-9100
Fax: (301) 212-9681
Email: lrodman@centurydist.com
Website: www.centurydist.com

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CREDIT CARD PROCESSING

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

WMDA/CAR
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ELECTRICITY SUPPLIER

Sprague Operating Resources LLC

6 Industrial Way
Eatontown, NJ 07724
Tom Gussen
Phone: (732) 440-0039
Fax: (732) 518-5202
Email: tgussen@spragueenergy.com
Website: www.spragueenergy.com

EQUIPMENT LEASING & FINANCING

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjnoneill@verizon.net
Website: www.chesautoequip.com

INSURANCE – EMPLOYMENT PRACTICE LIABILITY

Benjamin F. Brown Insurance Agency, Inc.

304 Compton Avenue
Laurel, MD 20707
Benjamin F. Brown
Berry Brown
Phone: (301) 604-7788
Fax: (301) 604-0044
Email: benfbrown3@aol.com

WMDA/CAR
Endorsed Program

INSURANCE – PROPERTY LIABILITY

Benjamin F. Brown Insurance Agency, Inc.

304 Compton Avenue
Laurel, MD 20707
Benjamin F. Brown
Berry Brown
Phone: (301) 604-7788
Fax: (301) 604-0044
Email: berry@benbrown-ins.com

WMDA/CAR
Endorsed Program

INSURANCE – UNDERGROUND STORAGE TANKS

DANA Insurance & Risk Management

9-B West Ridgely Road
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

WMDA/CAR
Endorsed Program

INSURANCE – WORKERS' COMPENSATION

Benjamin F. Brown Insurance Agency, Inc.

304 Compton Avenue
Laurel, MD 20707
Benjamin F. Brown
Berry Brown
Phone: (301) 604-7788
Fax: (301) 604-0044
Email: berry@benbrown-ins.com

WMDA/CAR
Endorsed Program

JOBBER/DISTRIBUTOR – DIESEL, GASOLINE, HEATING OIL & KEROSENE

Carroll Motor Fuels

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

Astrachan Gunst Thomas

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@lercheearly.com
Website: www.lercheearly.com

Lynott, Lynott & Parsons, P.A.

11 North Washington Street, Suite 220
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

MTD Services, Inc.
 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

Chesapeake Automotive Equipment
 P.O. Box 1030
 Chesapeake Beach, MD 20732
 Pat O'Neill
 Phone: (800) 604-9652
 Fax: (410) 414-3784
 Email: pjnoneill@verizon.net
 Website: www.chesautoequip.com

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 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

LUBRICATION EQUIPMENT

Chesapeake Automotive Equipment
 P.O. Box 1030
 Chesapeake Beach, MD 20732
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 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

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

MTD Services, Inc.
 10939-B Philadelphia Road
 White Marsh, MD 21162
 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

MARYLAND SAFETY INSPECTION EQUIPMENT

MTD Services, Inc.
 10939-B Philadelphia Road
 White Marsh, MD 21162
 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

MOTOR OIL DISTRIBUTORS

PPC Lubricants/Castrol
 305 Micro Drive
 Jonestown, PA 17038
 Gene Nace
 Toll Free: (800) 772-5823
 Phone: (717) 215-7253
 Fax: (866) 772-5823
 Email: gnace@ppclubricants.com
 Website: www.ppclubricants.com

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OVERHEAD DOORS

MTD Services, Inc.
 10939-B Philadelphia Road
 White Marsh, MD 21162
 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

PETROLEUM HANDLING EQUIPMENT – PUMPS, TANKS & NOZZLES

Maryland Pump & Tank, Inc.
 2512 Erick Street
 Baltimore, MD 21230
 Mike Schammel
 Phone: (410) 837-0770
 Fax: (410) 547-0373
 Email: mjschammel@mdpumpandtank.com
 Website: www.mdpumpandtank.com

MTD Services, Inc.
 10939-B Philadelphia Road
 White Marsh, MD 21162
 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 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

PIPE BENDERS

Chesapeake Automotive Equipment
 P.O. Box 1030
 Chesapeake Beach, MD 20732
 Pat O'Neill
 Phone: (800) 604-9652
 Fax: (410) 414-3784
 Email: pjnoneill@verizon.net
 Website: www.chesautoequip.com

SERVICE STATION MAINTENANCE & REPAIR

Maryland Pump & Tank, Inc.
 2512 Erick Street
 Baltimore, MD 21230
 Mike Schammel
 Phone: (410) 837-0770
 Fax: (410) 547-0373
 Email: mjschammel@mdpumpandtank.com
 Website: www.mdpumpandtank.com

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Fax: (410) 335-4488
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

STATE INSPECTION BAY EQUIPMENT

Chesapeake Automotive Equipment
P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjnoneill@verizon.net
Website: www.chesautoequip.com

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Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

TANK LEAK TESTING & MONITORING EQUIPMENT

Maryland Pump & Tank, Inc.
2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com
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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

TANK REMOVAL & ABANDONMENT

Maryland Pump & Tank, Inc.
2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com

TIRE CHANGERS

Chesapeake Automotive Equipment
P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjnoneill@verizon.net
Website: www.chesautoequip.com

TIRE SUPPLIER

Tire Distributors Inc.
11503 B Pocomoke Court
Middle River, MD 21220
Don Schroeder
Phone: (800) 339-8464
Email: dons@tire-distributors.com

TOOL BOXES & WORK BENCHES

Chesapeake Automotive Equipment
P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjnoneill@verizon.net
Website: www.chesautoequip.com

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Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

TRASH & RECYCLING SERVICE

Premier Waste Group
P.O. Box 851
Annapolis, MD 21404
Ian Djuric
Phone: (410) 490-3769
Email: premierwaste6@gmail.com



VACUUM & AIR MACHINES

MTD Services, Inc.
10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

WASTE OIL HEATERS

MTD Services, Inc.
10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

WEBSITE DESIGN & MANAGEMENT

Net Driven
201 Lackawanna Avenue
Scranton, PA 18503
Phone: (877) 860-2005
Email: sales@netdriven.com
Website: www.netdriven.com





CAR
Council of Automotive Repair
A Division of the WMDA



A Passion for Service, The Power of Solutions.

PPC Lubricants is proud to bring you the ONLY ENDORSED OIL PROGRAM by WMDA and CAR — one designed specifically to help put thousands of Dollars in Dealers Pockets!!!

- ♣ **Offering High Quality products for all of your Lubricant needs at prices and service you won't beat anywhere**
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- ♣ **Great Brands with Great Prices & Products**
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- ♣ **Every Castrol Service Center will Receive:**
 - ♣ **Marketing Support**
 - ♣ **Professional Training**
 - ♣ **Best Pricing Structure (Members)**
 - ♣ **Unmatched Service**



"PPC Lubricants give me a great price on Premium Castrol branded products and a bulk program that will knock your socks off and then I get this check in the mail for a quarterly rebate...What's not to like?" - Ken Quasney Auto Sense

"I have hear it before, best price, largest selection, good service and a quarterly rebate, but I said 'what the hell... WMDA did the homework, I will give it a try'. Boy I am glad I did! PPC Lubricants delivered in spades, plus a big check!"

- Dave Taggart Superior Auto Service

"We work on a lot of high end cars and needs a supplier that we can depend on, not only for service but a broad range of quality products. PPC not only supplies that product, but they supply it at a price that makes sense. The quarterly rebate and the amount was a complete surprise!"

- Clyde McLaughlin Chesapeake Import Service

**Call Gene Nace
Today!
717-215-7253**





Creating dynamic partnerships
through powerful brand experiences

Since 1926, we've been providing our customers with quality products and services, getting them where they need to go and making memories along the way. Today, our comprehensive portfolio of brands offers the perfect blend of solutions to maximize sales and profitability.

With a long history of financial strength, our partners benefit from sophisticated accounting systems, professional marketing campaigns, top-tier training programs and extensive operational and financial support. Learn by emailing Tim Edwards directly at tedwards@twgi.net

