

RIAZ AHMAD WITH MARYLAND GOVERNOR LARRY HOGAN AT RECENT FUNDRAISER

See Pages 2-4

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Save the Date & Register for the 2018
Expo, Bull Roast & Awards Dinner

See Pages 6-7

The Benefits of Community Involvement

See Page 9

DRIVER ASSIST
SYSTEMS

See Page 8

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Website: www.wmda.net

Kirk McCauley

**Director of Member Relations
and Government Affairs**
301-390-0900, ext. 114
kmccauley@wmda.net

Debra Webster

Business Manager
301-390-0900, ext. 101
dwebster@wmda.net

Jenise Wray

**Marketing &
Communications Coordinator**
301-390-0900, ext. 113
jwray@wmda.net

Graphic Designer
Frank Lang

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KIRK'S KORNER

Governor Hogan Needs Your Help and All Businesses Need His – Seems Like a Fair Trade to Me

by Kirk McCauley
Director of Member Relations & Government Affairs

Since becoming the Governor of Maryland, Larry Hogan has created over 100,000 jobs, reduced taxes, passed a balanced budget all three years without any new tax increases, and reduced tolls throughout the state.

Governor Hogan has listened to small businesses and balanced their needs with county and state priorities. He has cut red tape and installed Secretaries at Maryland's Department of Labor, License and Regulations (DLLR) and the Maryland Department of Environment (MDE) that understand business. He has worked with Comptroller Peter Franchot in a bi-partisan way to do what is best for all.

On August 2, Mr. Hossein Ejtemai (PMG) hosted a fundraiser for Governor Hogan and I was invited to attend by our

PAC Chairman, Rick Agoris, and our Treasurer, Riaz Ahmad, along with a group of dealers. The one message that came throughout the evening was "yes," Governor Hogan, has very high poll numbers, but you can take nothing for granted.

His opponent in the November elections, Ben Jealous, has been raking in large amounts of money from liberal and socialists outside of the state. He cannot be ignored. He has an experienced, organized campaign and heavy support from outside the state.

I heard one gentleman say Ben Jealous would make former tax man, "what's in your wallet," Governor Martin O'Malley look like a conservative. That is saying something when he raised taxes over 40 times.



WMDA/CAR members and staff with Governor Larry Hogan at the August 2 fundraiser.
Shown above, from left to right, are: Tariq Chaudhry, Zia Ehtsham, Rick Agoris, Kirk McCauley, Riaz Ahmad, Maryland Governor Larry Hogan, Sajid Chaudhry, J.R. Rosenberger, Nasir Cheema and Liaqat Masood.



**Mrs. Hogan and Riaz Ahmad
at the August 2 fundraiser..**

We, as individuals and as business owners, need to do whatever we can to re-elect our current governor. Signs in Montgomery and Prince George's counties would be a very good start. We cannot afford to be bystanders in this election.

Our host made sure he introduced our members to the Governor and the Governor said he would be at our Expo as one of our guest speakers if his schedule allowed. Comptroller Peter Franchot, has also been invited as a speaker at the Awards Dinner. The WMDA/ CAR 2018 Expo and Awards Dinner will be held on October 16, at Martin's West, in Baltimore. This is just a couple of weeks before elections.

I will also start doing station and repair facility inspections early this month at locations nominated for the Customer Service Contest (CSC). Last year the Awards Dinner was sold out, so get your tickets and/or table early. Online registration is now open on our website www.wmda.net. You can also email Debra at dwebster@wmda.net or call her at 301-390-0900, ext. 101.

See our current list of Tabletop Exhibitors on page 5 and find additional information and a registration form on pages 6-7. I look forward to seeing all of you at the 2018 Expo! ♦

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HIGHLIGHTS FROM THE AUGUST 2 FUNDRAISER



Governor Larry Hogan and Liaqat Masood.



Billy Hillmuth and Governor Larry Hogan.



Governor Larry Hogan and J.R. Rosenberger.



Shown above, from left to right, are: Zia Ehtsham, Rick Agoris, Governor Larry Hogan and Tariq Chaudhry.



Shown above, from left to right, are: Fundraiser Host Hossein Ejtemai, Tariq Chaudhry, Governor Larry Hogan and Zia Ehtsham.



Shown above, from left to right, are: Liaqat Masood, Riaz Ahmad, Fundraiser Host Hossein Ejtemai, Sajid Chaudhry, Governor Larry Hogan and J.R. Rosenberger.



Governor Larry Hogan and Athar Chaudhry.

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 Meadowbrook Insurance Group
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 MTD Services, Inc.
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 Net Driven
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ACKNOWLEDGEMENTS & HARRY T. MURPHY
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REGISTER ON-LINE AT WMDA.NET



**Martin's West
6817 Dogwood Road
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**Tuesday,
October 16, 2018
2:00 p.m. – 9:00 p.m.**

Schedule of Events

TABLETOP EXPO

2:00 p.m. - 6:00 p.m.

LIGHT LUNCH (Expo floor)

3:00 p.m. - 5:00 p.m.

COCKTAIL RECEPTION (Expo floor)

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

**BULL ROAST &
AWARD PRESENTATIONS**

6:00 p.m. - 9:00 p.m.



The WMDA/CAR Expo

is designed as a place to meet with exhibitors, learn about the latest products and services, develop new business opportunities, network, and build lasting relationships.

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Bar-B-Que Pork Ribs
Bar-B-Que Chicken
Steamed Shrimp
Fresh Fried Fish
Italian Meatballs (all beef)
Baked Ziti (vegetarian)

SIDES

Corn on the Cob
Macaroni & Cheese
Rice
String Beans

DESSERTS

Assorted Cakes
Fresh Fruit
Ice Cream Sundae Bar

BEVERAGES

Mixed Drinks and Wine
Ice Cold Draft Beer, featuring Blue Moon, Coors Light, & Natty Bohemian
Assorted Soft Drinks, Iced Tea, Regular & Decaf Coffee

Menu Subject to Change

FREE EXPO ADMISSION (2:00 p.m. – 6:00 p.m.)

Free admission is restricted to owners and personnel of service stations and repair shops only.

☐ I will attend the Expo.

No charge to attend the Expo for Members in good standing. Please list names below:

Primary Contact: _____ Guest Name: _____

Guest Name: _____ Guest Name: _____

Please Note: Requests submitted by suppliers not exhibiting in the Expo, will not be accepted. An Expo pass is available for a fee of \$75. Soliciting on the Expo floor is prohibited, and is strictly enforced. Violators will be removed, and registration fee will be forfeited.

CONTACT INFORMATION

Company: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

BULL ROAST TICKETS (6:00 p.m. – 9:00 p.m.)

☐ Individual Tickets\$55.00 x # _____ = \$ _____

☐ Table of 10\$500.00 x # _____ = \$ _____

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Website:
www.wmda.net

Questions?
Debra Webster
301-390-0900, ext. 101
dwebster@wmda.net



CAR TALK

Driver Assist Systems AKA Autonomous Drive Systems: Changing Times

by Sandi Weaver
BA Auto Care, Inc.

We've all read about autonomous vehicles; the good, the bad and the ugly. After the unfortunate death of a pedestrian in March, it seems things have slowed down a bit, at least in the news. When these vehicles do become mainstream the whole idea of vehicle ownership will change. We'll go from owning vehicles to ordering one when we need it, like Uber but driverless. Whether we want autonomous vehicles to become the norm or not, they are coming and they will still need maintenance, repairs and everything vehicles do now except oil changes. So how is this affecting us now?

All vehicles being manufactured now have driver assist systems designed to keep us safe and reduce accidents – and boy are there a lot of them. Here is a list of Driver Assist Systems currently on vehicles:

- Parking and Backing Assistant
- Rear Cross Traffic Alert (RCTA)
- Forward Collision Alert (FAC)
- Intelligent Brake Assist (IBA)
- Collision Mitigating Braking System (CMBS)
- Tailgating Alert
- Forward Automatic Braking (FAB)
- Front Pedestrian Braking (FPB)
- Side Blind Zone Alert (SMZA)
- Lane Change Alert (LCA)
- Lane Departure Warning (LDW)
- Lane Keep Assist (LKA)
- Lane Keeping Assist System (LKAS)
- Vehicle Stability Assist to Electronic Stability Control (VSA)
- Active Cruise Control
- Automatic Main Beam Headlamp System
- Pedestrian Ahead Warning System

These systems will only continue to multiply and change, but they are what will keep us in business. Computers, sensor and monitors fail and we need to be the ones to fix them. Soon we will be hiring apprentices/technicians who are in the IT field and not the auto repair field. They will have to know how all the computers and sensors work on a vehicle, not how to change the oil or how to "R & R" an engine. Am I getting ahead of myself? Probably, but we still need to understand the systems that are currently on the vehicles being sold now.



Here are two examples of the driver assist systems that have malfunctioned. The first is a BMW we had in our shop for service. During our full body scan, two driver assist codes showed up in pending codes. Why? The owner had put two stickers on the windshield behind the rearview mirror. The rearview mirror is a prime piece of real-estate in vehicles. It's the ideal location for cameras and sensor for the front of the vehicle. All the stuff on top of these autonomous vehicles has to be incorporated into the vehicles and what better place than the rearview mirror?

Another person was driving during bad winter weather, including freezing rain. Every time the vehicle came to a stop, the Pedestrian Warning System came on. It wasn't until they had parked the car in the garage that they realized the sensors were covered in ice.

These two examples are pretty easy to diagnose and fix, but what happens when one truly malfunctions? Will we have the knowledge and tools available to fix them? If we want to stay in business we will have to invest in the equipment and education for our technicians.

I can see it now, my kids (4-years and 8-years-old now) saying to their kids, "Back when I was your age, my parents used to actually drive their own cars."

Keep an eye on this column for more training information coming from WMDA/CAR. ♦



THE BENEFITS OF COMMUNITY INVOLVEMENT

by Joe Parsley
Frederick Shell Carwash

Are you involved in your community at your service station? If not, you should be. There are probably many neighborhood service stations, convenience stores and carwashes in your community. How you differentiate yourself from these other businesses could make a big difference in your profitability.

I've operated my business, Frederick Shell Carwash, for 34 years. During this time, I realized that to succeed I needed to be a part of my community. Most of my customers around my location would shop at my gas station and carwash because of a good price on gasoline, a clean location and a great car wash. Smiling employees have also helped in keeping customers coming back. However, the competition was and is trying to do the exact same thing!

How do you differentiate yourself from your competitors? I realized that to be more successful and stand out, I needed to GIVE BACK to my community. I decided the best way to do this was by holding fundraisers at my station with my carwash.



Over the years we have hosted numerous fundraisers for many different causes using my carwash as a means to generate new business and build loyalty. I was able to team up with our local radio station to have live remote broadcast onsite during many of these events. I traded gasoline and car washes for advertising with the local remotes, greatly reducing my out of pocket costs for these events.

I have hosted fundraisers for sports teams, The Frederick County Foster Parent Association, Rotary, school groups, Big Brothers Big Sisters, and so many other causes. I have people contacting me to do fundraisers for their groups because they



know they will be successful. Sometimes I donate a portion of the proceeds of the car wash to the group and other times I'll donate the whole day's worth of proceeds to the group. Having the radio station team up with me on a lot of these fundraisers has been extremely helpful with reaching out to a larger audience.

The goodwill and loyalty that these events and donations have created have enabled me to compete in an otherwise very, very competitive market with many of the new marketers in the region like Sheetz, Wawa, and Royal Farms. I suggest you find your way of giving back to your community and see for yourself how the loyalty and goodwill created will benefit your business.

This applies to all facilities – service stations, convenience stores, and repair facilities. A win-win for all. ♦





LEGISLATIVE UPDATE

Mid-Year Government Affairs Federal Update

by Roy Littlefield IV

Since the passage of the robust tax reform bill, WMDA/CAR has been focused on a variety of other issues in the 115th Congress, including infrastructure proposals, efforts on tax extenders, and changes to healthcare.

At the beginning of 2018, WMDA/CAR distributed our updated position papers to all members of Congress, the membership, and the trade press.

WMDA/CAR, through SSDA-AT, has increased its presence on Capitol Hill and in the regulatory agencies on industry-related issues.

WMDA/CAR remains a strong voice in Washington through a variety of coalitions and organizations centered around government affairs efforts.

We continue to be an active member of the Small Business

Legislative Council (a coalition of 60 national small business associations), a strong member of the American Highway Users Alliance, and the National Capital Area Transportation Federation.

WMDA/CAR serves on coalitions for highway legislation, estate tax repeal, healthcare, product liability reform, save LIFO coalition, and small business tax issues.

We also take part in OSHA/SBA roundtables which aim to tackle issues of OSHA inspections and burdensome regulations. We have met with members of SBA, OSHA, NHTSA and DOL thus far in 2018.

We continue efforts to form the White House Conference on Small Business. We are pleased to report that within the last month we worked to introduce legislation and are now asking for members of Congress to act on the bill. Legislation

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is necessary in the near-term to ensure that small business issues remain at the forefront of policy discussions and to ensure small business has a voice at the highest levels of the American government.

SSDA-AT publishes a weekly legislative update and a monthly newsletter on state legislative issues.

We continue to expand and improve our legislative

newsletters making sure as many as possible in our industry are reading them. The distribution list continues to grow on a weekly basis.

There will be more legislative and regulatory battles in 2018 on both the state and federal levels and we ask that you remain engaged and keep up-to-date with our newsletters.

Please reach out if you ever have questions or concerns. ♦

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Peter Gunst
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Email: pgunst@agtlawyers.com

Lynott, Lynott & Parsons, P.A.
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301-424-5100
Email: jparsons@llplawfirm.com

LEGISLATIVE & REGULATORY INFORMATION



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

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"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

