



## 2<sup>ND</sup> ANNUAL EXPO & AWARDS DINNER A HUGE SUCCESS!

See pages 2-11





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Fax: 301-390-3161  
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

### Member Update

by Kirk McCauley  
Director of Member Relations & Government Affairs

#### 2018-2019 TRAINING SCHEDULE RELEASED

WMDA/CAR has released its 2018-2019 Training Schedule. Classes will be presented by EAST Training (Enhanced Automotive Systems Technology, Inc.) and will be held at Auto Sense in Millersville, MD, Hillmuth Certified Automotive in Columbia, MD, and at the Community College of Baltimore County (CCBC) in Baltimore, MD.

The 8-hour classes at Auto Sense and Hillmuth Certified Automotive will meet on Wednesdays and Thursdays for four hours each evening from 6:00 p.m. to 10:00 p.m. Food will be served prior to each class at 5:30 p.m.

The 6-hour class at CCBC will take place on a Saturday and meet from 9:00 a.m. to Noon and 1:00 p.m. to 4:00 p.m., with lunch served from Noon to 1:00 p.m.

The registration fee for WMDA/CAR members is \$199.00 per class and includes meals.

See the complete 2018-2019 Training Schedule on page 17. A registration form for the first class on November 14-15 is available on page 18.

#### 2018 WMDA/CAR EXPO & AWARDS DINNER WRAP-UP

Let me start by saying thank you to all our members, sponsors, exhibitors, and guests, that spent the afternoon and evening with us on the Expo floor and at the Awards Dinner later that evening. After last year, we expanded the Expo hall by almost half and it worked out perfect. The WMDA/CAR Expo had record attendance, but still enough room to talk to vendors, get something to eat, or catch up with an old friend.

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**Maryland Comptroller  
Peter Franchot**

The Awards Dinner with special guest speaker Maryland Comptroller Peter Franchot was sold out a week ahead of time. The evening went smoothly. The delicious dinner buffet spread was enjoyed by all as they supported honorees and contest winners while they received their prestigious awards. Expo and Award Dinner photo collages are available for you to view on pages 5 and 6.

There were two Friend of the Industry Awards this year and both most deserving. Gary Miller of MTD Services has been a long-time supporter, and always willing to help with events. The other winner was Hossein Ejtemai (Mr. E), owner of Petroleum Marketing

Group (PMG). He started with one station and now owns stations from Florida to Maine, but he still remembers where he came from, a true gentleman and a big supporter of WMDA/CAR.

Also being recognized for their many accomplishments at this year's Awards Dinner were: Hall of Fame Inductee, Frank Eberle; Member of the Year, Sandi Weaver of BA Auto Care; Manager of the Year, Adnan Khan of Marlton Exxon; and Technician of the Year, Richard Garbarino of Auto Sense.

Our Customer Service Contest winners were also recognized in a variety of categories at the Awards Dinner (see photos on pages 7-11). ♦



**Hall of Fame  
Frank Eberle**



**Friend of the Industry  
Hossein Ejtemai  
Petroleum Marketing Group**



**Friend of the Industry  
Gary Miller  
MTD Services, Inc.**



**Member of the Year  
Sandi Weaver  
BA Auto Care**



**Manager of the Year  
Adnan Khan  
Marlton Exxon**



**Technician of the Year  
Richard Garbarino  
Auto Sense**



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Hanagan's Wholesale Tires  
Hunter Engineering Company  
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The Wills Group  
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Committee of Automotive Retailers



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- Spigler Petroleum Equipment, LLC
- Sunoco
- The Wills Group









# CUSTOMER SERVICE CONTEST

## *Suppliers Best – Harry T. Murphy Award*



Landover Hills Exxon  
Kamran Youssefieh  
GlobalPartners



New Hampshire Avenue Mobil  
E&C – Mud Atlantic Ventures  
Petroleum Marketing Group



Hunt Valley on the Run  
David Feely  
South Side Oil



Woodcroft CMF  
Parwinder Singh  
Carroll Mototr Fuel



Rockville Liberty  
Mansoor Anvari/Kamran Youssefieh  
Ewing Oil



Maryland House Sunoco  
Fazal Sirhandi  
Sunoco



MVA Dash-In  
Biruk Regassa  
SMO/Wills Group



# CUSTOMER SERVICE CONTEST

## *Contemporary Convenience Stores – Award of Excellence*



John Hopkins Exxon  
Mansoor Anvari



BP Travel Center & Truck Stop  
Ather Chaudhry



Chesapeake House Sunoco  
Fazal Sirhandi



Peg Road Shell  
Ehtibar, Laila & Emran Hussain



Harwood Exxon  
Ather Chaudhry



Bryans Road Shell Dash-In  
Rana Birinder & Jery Singh



# CUSTOMER SERVICE CONTEST

## *Legacy Convenience Stores – Award of Excellence*



Walkersville Liberty  
Sam Hudhud



Hospital Drive Sunoco  
Waheed Tufail



Coventry Way Exxon  
Rubina Iqbal



Olney Sunoco  
Kenneth Wilhelm

## *Gas & Go – Award of Excellence*



Oleana Street Sunoco  
Sultan Mahmood



U.S. Fuel Berwyn Heights  
Liaqat Masood

## *Unbranded – Award of Excellence*



# CUSTOMER SERVICE CONTEST

## *Bayed Stations – Award of Excellence*



Aspen Hill Shell  
J.R. Rosenberger



Flower Hill Liberty  
Chuck Parcelles



Old Greenbelt BP  
Yong Hwang



River Hill Sunoco  
Kenneth Wilhelm



St. Barnabas Shell  
Ehtsham Zia



Foulk Road Automotive  
Chirag Dewan

## *Bayed Stations – Robert Eastham Award*



Darnestown Liberty  
Alex Diaz & Aldo Carbonaro



# CUSTOMER SERVICE CONTEST

## *Highest Rated Repair Shop*



Auto Stream Car Care – Clarksburg  
Rick Levitan & Doug Grills

## *Repair Shops – Award of Excellence*



BA Auto Care  
Sandi Weaver



Hillmuth Certified Automotive, Inc.  
Doug, Billy, Scott & Billy Hillmuth III



Choisser Import Auto Service  
Robert Choisser



Rising Sun Motors  
Mike Warshauer





## CAR TALK

### Say What?

by Ken Quasney  
Auto Sense & CAR Committee Chairman

Every so often I read an article about how independent repair shops will be a thing of the past. **"I'M SICK OF IT!"** I've been hearing this for over 30 years. I think someone or some group is trying to brainwash us. Can you imagine this entire industry going away? I can't, not in the near future anyway. I do think unless you are a proactive shop you will not survive. Independents are going to have to change the way we think.

**BACK IN THE DAY:** When I first started in this business in 1974, I started at a dealer. I really liked working on cars and was on fire for more training and to be the best. The boss would ask, "Who wants to go to a training class?" I would always raise my hand. I remember wanting to learn automatic transmissions. I was sent to Richmond Virginia to the Chrysler Training Center for two days. When it was done, I knew the Chrysler automatics. They went through the entire transmission to teach us how to test and repair them. I went to every class my boss would send me to. I worked my way through the ranks to Shop Foreman and eventually Service Director before buying my own place.

**HOW THE INDUSTRY HAS EVOLVED:** I remember when I started working on cars professionally; we fixed things. The only way we replaced a component was if someone had stolen it off the car. We rebuilt just about everything – starters, alternators, transmissions, calipers, engines, differentials, and more. Today, we diagnose and replace. What is the difference? We understood how that component worked; we had to.

Today, the alternator is the round thing that recharges the battery. How? Most young techs don't know the answer. The starter is the gizmo that spins the engines until it fires up. Electronics and scopes, they're not new. We used them to a lesser degree 40 years ago. Electronic modules – yes, we had them and they weren't as dependable as they are now; lots of intermittent problems. I agree things are more complicated than they used to be, but they are still components.

What I see as the major problem is understanding how things work – simple things, like how to understand a wiring diagram, voltage drops, simple uses for a Digital Volt Ohm Meter (DVOM), understanding data on a scan tool, etc.

**CULTURE SHOCK:** I remember when I first went into business

for myself. The local parts salesman stopped by to introduce himself and to make us aware of a "training class." Like in years past, I said "hell yes, I'll go." A couple of weeks later, I was going to class after work (yuk). When the class was over I thought to myself, "What the HELL was that?" The class had about a 150 people in it and I could hardly hear the instructor. It was more of a seminar than a training class. What a culture shock for me. Asking around, I found out that's pretty much the training in the aftermarket. I discovered later I learned more from the school of hard knocks than any training class in the aftermarket.

**HOW WE LEARN:** For the most part, many of the things we learn are based off watching or being directed by someone in a shop (mentor). Your education or training depends on that person knowing how to fix or diagnose the correct way. To find a good mentor is like finding hen's teeth. What winds up happening is technicians learn how to survive and not how to fix. Yes, they can get by until that nightmare comes through the door and Identifix doesn't have any information or pattern failures about what you're looking for. **IT'S NOT THEIR FAULT.** They are only following the direction we set for them.

Imagine what the technician has to go through. In most independent shops, they work on most everything that comes through the door. They are asked to get it diagnosed in about an hour and to get it right 100% of the time. What? Then, they get to work against the clock (flat rate), buy their own tools (\$30,000.00 or more) for a paycheck. Let's get real here. Then we wonder, "Why can't I find a Tech?" Read above, there's your sign.

**BOTH SIDES:** Like many of you, I've been on both sides of this. I started out as a helper, then line tech, Shop Foreman, Service Director at a large dealership, and finally Shop Owner hoping to retire someday and turn the business over to my son (lol). Two things remain a constant. One: You can't make money if you don't have cars coming through the door (marketing and customer service). Two: You can't make money if you can't fix cars or trucks. Everything else is icing on the cake.

For years I have been advocating a change in the way we operate in the aftermarket. I don't claim to have all the



answers, but I do recognize the problem and that's a good start. The problem is people not willing to listen or do anything claiming they're too busy. OK, for the most part. Shop owners are predominantly ALFA males. We didn't go into business to listen to someone else. It's hard to get a room full of ALFA males or females for that matter in the same room to listen to any new ideas. We all think we know everything. Right? For the most part we have done pretty well for ourselves. However, could we do better and with less aggravation?

**THE FRONT:** I know I don't have to explain to most of you the importance of profit, more to the point – gross profit. This is another evolution that has taken place over the years. Shop owners are learning one thing. How to make the front end of the business to work on profits. That's pretty much due to those who have been with ATI (Automotive Training Institute) all these years.

Part of this equation is how to buy properly. Years ago, we used to call the buying power by the color of the sheets the supplier said they would sell to us at, that's gone. Remember Green Sheets? This has always been an issue, how to structure your buying power. A store that buys \$100,000.00 in parts a month will get a better price than a shop that buys \$10,000.00 a month. **THAT IS A FACT.**

You may or may not know that a while back we formed a

buying structure for Parts and Oil through a couple of suppliers. I would urge everyone to look into those programs. For more information call Kirk McCauley at WMDA (301) 390-0900, ext. 114, for contact information. Again, I would like to point out, ***the more we buy the better the price gets.***

**TO BEGIN WITH:** I would like to start with a mindset change. Instead of referring to Technician Training as such, I would like to change the terminology to **SHOP TRAINING**. Our shops need to operate like an orchestra – front to back, beginning to end; how managers relate to technicians and how technicians relate to managers, how everyone relates to each other within our shops, how to embrace solutions, better training programs. One or two people cannot accomplish such a monumental task.

I would like to know your thoughts. We have formed a Training Committee to help with these issues. If interested in offering your thoughts please contact me by email at [kquasney@aol.com](mailto:kquasney@aol.com). Please put '*My Thoughts*' in the subject line. This is where the rubber meets the road.

I would like to leave you with one last thought. We have one thing working for us in the Independent Auto Repair Industry. We are part of the community and ***no one can beat us at relationships with our customers as long as we get it right.*** You can and have taken that to the bank. ♦

## SAVE THE DATE FOR WMDA/CAR TRAINING DAY 2019



**Saturday, March 9, 2019 • 9:00 a.m. – 4:00 p.m.**

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# SUCCESSION PLANNING TIPS FOR ALL PARTIES

## Don't Be Afraid to Put the SUC(K) in Succession

by Scott Steinbach  
Caton Auto Clinic



For a number of years, my father and I would attend our Mastermind group meetings and my father and another owner would share notes on how ready the sons were to take over the company and how they could leave for a week and

the shop ran great. Many of you would say, "Wow that's great succession planning" and "What a great thing to leave the second-in-command for a week or two to get them on-the-job training." I can tell you now, those statements couldn't be further from the truth. For us, it took that other owner passing away unexpectedly and watching their business spiral, to realize that I was not ready – that true succession and learning had not yet occurred.

True succession involves hard work, sacrifice, and patience for all parties involved. It is by no means a quick process. Quite honestly, it should take several years!

Owners, think back to when you started out; did you know everything you know today? Did you even know 1% of what you know today? Wouldn't you agree that your second-in-command is starting from the same point? With that being the case, how do we give ourselves the best chance for a successful transition?

Owners, everything starts with dedication and sacrifice. You must be willing to do the absolute hardest thing ever, trust someone to run your business that you have built with your blood, sweat, and tears! Even harder still, you have to remain committed to the process when this person messes up! Your transition is from being "the guy" at your shop to being "the mentor" for your second-in-command. Some things to keep in mind:

- You should expect your successor to "suck" at parts of your job! If it were easy to come in right away you would not be the leader your shop recognizes you to be!



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- Your successor doesn't possess even 1% of your knowledge! Be patient as they learn!
- If you solve all of your successor's problems for them, then they will never learn! Challenge them to bring you the business problem and their solution. Let them try it and succeed or fail (as long as it's not catastrophic) and then coach them afterwards!

Future owners, everything you do must start with respect. Understand that your owner has given his life to his business and is now sacrificing time, money, and frustration in order to build you a future. Your owner should not be told just verbally of your respect for their position and sacrifice, they should see it in your work ethic and your demeanor. Some things to keep in mind:

- You have never been in this position before. It is okay not to know, and to make mistakes. However, do not make the same mistake twice; take time to learn from your mistakes!
- Your owner has made the ultimate business sacrifice to make you successful, so show them the respect they deserve.
- The best CEOs make half of their decisions wrong. However, there is something worse than a wrong decision and that is – inaction! Make the best decision you can and attack any business problem!
- Do anything to increase your knowledge base! This may include industry groups, research, or classes!

For both parties, remember succession is a process and a journey. It will be hard and there will be numerous failures – but, with the right support, trust, and work – you both can help each other to get to the next level! ♦



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# CARROLL MOTOR FUELS CO-HOSTS SERIES OF CHARITABLE GIVING EVENTS

Contact: Meghan Harris  
Carroll Motor Fuels  
(410) 261-5411  
meghan.harris@carrollfuel.net

Baltimore, Maryland (October 2018) – The Giving Committee at Carroll Motor Fuels proudly partners with many of their operators within their station dealer network to co-host charitable giving events. Most of the events are hosted in Baltimore City, and include but are not limited to a back to school event and a community clean-up event.

Carroll Motor Fuels employees worked alongside various community members recently to clear a large lot behind the Hilton Marathon Station, located on West Baltimore Street in Baltimore. This event was organized in hopes of eventually building a playground for the youth in the community or otherwise developing the site for community use.

This event followed a back to school event hosted at First Mount Calvary Baptist Church. The back to school event was held the weekend before kids went back to school. Carroll



Motor Fuels partnered with the Operators of the Golden BP on North Monroe Street in Baltimore to contribute backpacks, water and other essentials to children in the neighborhood. Three students who achieved overall excellence during the last school year also received a refurbished laptop courtesy of the BP Operators.

The Corporate Giving Committee at Carroll Motor Fuels and High's Dairy Stores are dedicated to working with the community and will continue to work closely to assist those in need. We are very proud to work with community associations throughout the city.



Carroll Motor Fuels is a 4th generation family owned business based out of Baltimore, Maryland. Carroll offers a multitude of services including commercial fuel sales, pump and take sales, motor fuel transportation, and branded/unbranded fuel services.

The image shows a promotional graphic for Carroll Motor Fuels. At the top is the company logo, which consists of a stylized 'CF' in a blue circle followed by the words 'CARROLL MOTOR FUELS' in red and blue. Below the logo is a list of services: 'DEALER FRIENDLY', '24/7/365 FUEL DELIVERY', 'GAS STATION &amp; C-STORE DESIGN', 'SITE INVESTMENT OPPORTUNITIES', 'ENVIRONMENTAL COMPLIANCE MANAGEMENT', 'STATION BUSINESS OPPORTUNITIES', 'COMPETITIVE BRANDED &amp; UNBRANDED PRICING', 'STATION MAINTENANCE &amp; CONSTRUCTION SERVICES', 'COMPLETE SITE BRANDING', and 'ROBUST DEALER PORTAL'. Below the list are logos for several fuel brands: 'CARROLL MOTOR FUELS', 'SUNOCO', 'CROWN', 'bp', 'MARATHON', and 'CITGO'. At the bottom, there is a red and blue swoosh with the phone number '877-235-0223' and the website 'WWW.CARROLLBRANDEFUELS.COM'.





# 2018-2019 WMDA/CAR TRAINING SCHEDULE



Presented By  
**EAST Training**  
**Enhanced Automotive Systems Technology, Inc.**

**Wednesday & Thursday – November 14 & 15, 2018**  
**211 Electricity, Electronics and Meter Diagnostics**  
Auto Sense, 8209 Cloverleaf Dr., Millersville, MD

**REGISTER NOW!**  
See Page 18

This class reviews electrical concepts-atomic structure, charges, magnetism, and Digital Multi-Meter use. Circuits are examined and analyzed. The student will participate in practical application of Ohm's and Kirchhoff's laws. Students will discover many advanced uses for the digital meter. This is a hands-on class, each student will need to bring their own meter. Hands-on testing will be performed by the student on electrical circuit training aids, and on vehicles.

**Wednesday & Thursday – January 23 & 24, 2019**  
**214 O2 Air Fuel Sensor & Catalytic Converter Diagnostics**  
Hillmuth Automotive Columbia, 6810 Oak Hall Lane, Columbia, MD

Learn to pinpoint driveability and emission problems by looking at the O2 sensor's output. Learn how to detect exhaust gas levels by looking at the O2 sensor's waveforms. Compare the O2 signal to the computer's fuel command to narrow down your search for the problem. Learn about the different types of catalytic converters including: pre-cats, two way, three way, dual bed and dual bed with supplemental air. How to test catalytic converters using many different methods and tools. Learn how to comply with government regulations when replacing catalytic converters. Bring your DVOM or DSO.

**Saturday – March 9, 2019 (WMDA/CAR Training Day)**  
**216 OBD-II Scan Tool Operation & Diagnostics**  
Community College of Baltimore County (CCBC),  
800 South Rolling Road, Baltimore, MD  
Pre-Registration required at [www.wmda.net](http://www.wmda.net)

Learn OBD-II regulations and the J-1930 terminology. Learn the advancements in OBD-II. See how advanced computer monitoring can detect EGR, catalytic converter and emission faults. See how the PCM can detect misfires. Learn to perform an OBD drive cycle. See what a readiness code is, and how to set it. Bring your scan tool.

**Wednesday & Thursday – April 17 & 18, 2019**  
**223 Ford Electronic Control Diagnostics**  
Auto Sense, 8209 Cloverleaf Dr., Millersville, MD

Understanding the Ford EEC system diagnostics – see how the EEC system evolved and where it is going. This course picks up where the OBD-II course left off. We will cover system Evolution – EEC-I, II, III, MCU. Diagnostic Capabilities, DLC connectors, Diagnostic tools and Equipment, Definition of system tests, Self tests, KOEO, KOER. Continuous monitoring, FMEM, Adaptive strategies, Re-learn Procedures, Code terminology- Slow codes, Fast codes, Fault codes. Diagnostic test flow, Scan data. This is a hands-on class. Bring your scan tool.

**Wednesday & Thursday – May 8 & 9, 2019**  
**235 Evaporative Systems OBD-II Monitoring**  
Auto Sense, 8209 Cloverleaf Dr., Millersville, MD

Enhanced and Non-enhanced evaporative systems will be included on Asian, European, and domestic vehicles. Includes comprehensive coverage of operational theory, system components, and component monitoring strategies on systems with and without leak detection pumps. Evaporative system diagnosis and DTC repairs will be covered. Fuel cap testing principles and procedures will also be included. The latest Natural Vacuum Leak Detection systems are covered.

**Wednesday & Thursday – October 9 & 10, 2019**  
**131 Electronics in the Modern Automobile**  
Hillmuth Automotive Columbia, 6810 Oak Hall Lane, Columbia, MD

Application of electronic components in the automobile. Semiconductors, barrier voltage, diodes, for rectification, circuit protection, current control, zener diodes for voltage regulation. LED's, transistors NPN, PNP, Darlington pairs, SCR's (Silicon Controlled Rectifiers), open collector transistors – construction function and testing. Resistors and condensers in automotive circuits. Several types of automotive electronic circuits will be evaluated and explained. Schematics will be presented describing construction of several useful shop diagnostic tools, which can be assembled using knowledge learned in this course. Students are asked to bring their DVOM/DMM.

**Wednesday & Thursday – October 23 & 24, 2019**  
**131B Electronics in the Modern Automobile Update**  
Hillmuth Automotive Columbia, 6810 Oak Hall Lane, Columbia, MD

This course builds on Electronics Module 1. We will cover additional electronic components and systems used in the automobiles of today and tomorrow. We will delve deeper into the use of semiconductors – transistors, photoelectric devices – photocells and photoresistive components. We will be constructing more complex circuits on our electronic trainer boards. We will cover transistor gain and build circuits to demonstrate and measure gain. Case studies will be included which will demonstrate how your new found knowledge of transistor operation will allow you to diagnose and actually repair failed components. We will explain and demonstrate the use of Logic probes and Logic pulsers. This is a hands-on class. Students are asked to bring their DVOM/DMM.

**PLEASE NOTE:** Wednesday/Thursday classes meet 4 hours each day from 6:00 p.m. to 10:00 p.m. Food will be served at 5:30 p.m. The Saturday WMDCAR Training Day class meets for 6 hours from 9:00 a.m. to Noon and from 1:00 p.m. to 4:00 p.m. Lunch is served at Noon.

**FOR MORE INFORMATION:** Visit [www.wmda.net](http://www.wmda.net) or email Debra Webster at [dwebster@wmda.net](mailto:dwebster@wmda.net) or call 301-390-0900, ext. 101.





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# REGISTER NOW!

## Electricity, Electronics and Meter Diagnostics Training Class

Presented by EAST Training  
Enhanced Automotive Systems Technology, Inc.



**NOVEMBER 14 & 15, 2018**

### 211 Electricity, Electronics and Meter Diagnostics

Class will be held at Auto Sense, 8209 Cloverleaf Dr., Millersville, MD  
Phone: 410-761-1599

Food will be served at 5:30 p.m. Class meets for 4 hours each day from 6:00 p.m. to 10:00 p.m.

### Class Description

This class reviews electrical concepts – atomic structure, charges, magnetism, and Digital Multi-Meter use. Circuits are examined and analyzed. The student will participate in practical application of Ohm's and Kirchhoff's laws. Students will discover many advanced uses for the digital meter. This is a hands-on class, each student will need to bring their own meter. Hands-on testing will be performed by the student on electrical circuit training aids and on vehicles.

### REGISTRATION FORM

Attendee #1 \_\_\_\_\_ Attendee #2 \_\_\_\_\_  
Attendee #3 \_\_\_\_\_ Attendee #4 \_\_\_\_\_  
Business \_\_\_\_\_ Contact \_\_\_\_\_  
Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

### REGISTRATION FEES

Member Rate \$199.00 per Technician      Total number of Technicians \_\_\_\_\_ x \$199.00 = **Total Amount Due \$** \_\_\_\_\_

### PAYMENT OPTIONS

☐ Check enclosed (payable to WMDA) and mail to: WMDA, 1532 Pointer Ridge Place, Suite G, Bowie, MD 20716

Charge my: ☐ Visa   ☐ MasterCard   ☐ American Express

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Expiration Date \_\_\_\_\_ CVV Code (on back of card) \_\_\_\_\_  
Signature \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

**3 EASY WAYS  
TO REGISTER**

**MAIL** Completed Registration Form and Check to WMDA at the address shown above.  
**FAX** Completed Registration Form with Credit Card information to 301-390-3161.  
**CALL** Debra Webster at 301-390-0900, ext. 101.





## EDITORIAL

### Qualified Business Income Deduction

by Roy Littlefield

SSDA-AT, representing WMDA/CAR and state and regional service station and repair associations nationwide, has submitted comments to the Internal Revenue Service (IRS) on the agency's proposed regulations on the Qualified Business Income Deduction (RIN 1545-B071).

Starting from the broadest perspective, SSDA-AT is concerned with the overall complexity of the proposed regulations. While clarity is certainly necessary for small businesses to navigate the new 199A regulations, the last thing small business service stations and automotive repair facilities need are more highly complicated rules that they can only navigate with the guidance of outside counsel. This rings particularly true then contrasted with the relatively straightforward tax rate cuts that were afforded to C-Corporations under the Tax Cuts and Jobs Act.

As the IRS moves forward to incorporate public comments and prepare the final rule, SSDA-AT urges the IRS to be mindful of the real-world concerns and constraints that face the small businesses to whom the rule will apply. It would be counter to congressional intent for the final 199A rules to be so complex that any savings that small businesses might have enjoyed will be eaten up in professional fees associated with complying with the rules.

Taking a deeper dive, SSDA-AT is particularly concerned that the provisions of the proposed regulations that relate to the definition of a Specified Service Trade or Business will further expand to disparity between C-Corporations and pass through entities and run counter to the intent of 199A.

It is no secret that Section 199A was included in the Tax Cuts and Jobs Act as a way of trying to bring pass through entities to the same, or a similar, point (albeit for a limited period of time) as C-Corporations would be in after that new corporate tax cut. The more pass through entities that are excluded from the new 199A deduction, the greater the overall divide between the treatment of C-Corporations and pass throughs. Given that the vast majority of small businesses are formed as pass throughs, this would largely translate to a significant gap in tax rates between the treatment of small businesses and larger businesses.

In delineating which businesses fall into the category of Specified Service Trade or Business, with a few exceptions, the intent, or at least the trend of the proposed regulations, seems to be focused on making the definition of Specified Service Trade or Business as expansive as possible. Taking just one example among many, under the proposed regulations, bookkeeping services, which do not require professional training or a license, would be treated like an accounting service and bookkeepers (depending on their income levels) would be largely excluded from the new deduction as being part of a Specified Service Trade or Business. Again, if the intent of 199A is to strive for (at least on a temporary basis) parity between C-Corporations and pass throughs, the regulations should narrowly define Specified Service Trade or Business within the scope of the Tax Cuts and Jobs Act and should not expand the definition beyond what was expressly contemplated by Congress.

The proposed regulations' definition of what it means to have a situation where the principal assets of the trade or business is the reputation or skill of one or more of its employees or owners is an example of the type of carefully crafted and limited exception that SSDA-AT hopes to see across the 199A regulations. Rather than creating a catch-all provision, the IRS has expertly threaded the needle by creating a narrow and carefully drafted definition which the SSDA-AT applauds.

Along a similar vein, SSDA-AT is concerned by the way the proposed regulations treat businesses or commonly controlled entities in which part of the business falls under the definition of a Specified Service Trade or Business and part does not. Specifically, that part of the business which is not a Specified Service Trade or business should be eligible for the 199A deduction and the whole business or group of businesses should not be tainted by the fact that one part is a Specified Service Trade or Business. Any part of the business that is not a Specified Service Trade or Business should be eligible for the 199A deduction. Again, expanding the Specified Service Trade or Business exclusion as proposed in these regulations drives more pass throughs to a point where their treatment is far from on par with their C-Corporation counterparts. ♦





## LEGISLATIVE UPDATE

### Working for WMDA/CAR on the Federal Level

by Roy Littlefield IV

The Service Station Dealers of America and Allied Trades (SSDA-AT) continues to serve as the voice of WMDA/CAR on the federal level in Washington.

In 2018, SSDA-AT has increased its presence on Capitol Hill and in the regulatory agencies on industry-related issues. SSDA-AT has been focused on a variety of other issues in the 115th Congress including tax reform, WOTC, repealing the estate tax, infrastructure proposals, efforts on tax extenders, changes to healthcare, and efforts to form the White House Conference on Small Business.

SSDA-AT 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. SSDA-AT 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. In 2018, we have met with members of SBA, OSHA, NHTSA and DOL.

SSDA-AT publishes a weekly legislative update and a monthly newsletter on state legislative issues. This is available to all WMDA/CAR members at no cost. Let me know if you would like to be added to the email list for these newsletters.

Earlier this year, SSDA-AT hosted a Lobby Day in Washington for members from around the country. Members from all sectors of the industry spoke to their legislators on the issues of repealing the Estate Tax, Infrastructure Funding, Online Sales, Health Care, LIFO Repeal, Tariffs, Work Opportunity Tax Credit, Lawsuit Abuse, Retroactive Liability Provisions Superfund, Scrap Tires and Used Oil, National Energy Bill,



Urge Strong Enforcement of the Magnuson-Moss Warranty Act, Support the Motor Vehicle Owner's Right to Repair Act, Comp Time, and RPM Act.

We began the day with a federal agency briefing from Anthony Bedell, Deputy Assistant Secretary for Intergovernmental Affairs for DOT, George Riccardo, Senior Congressional Affairs Officer for DOT, Brian Barnard, Director of Governmental Affairs for NHTSA, Lisandra Garay-Vega, PhD, Chief, Vehicle Dynamics Division, Office of Crash Avoidance Standards for NHTSA, and Mary Versailles, Acting Director, Office of International Policy, CAFE & Consumer Program for NHTSA. We hope that this briefing leads to an open dialog about safety inspections and other industry issues.

Attendees then visited with their Congressional offices in a series of personal meetings to discuss industry specific issues impacting their businesses.

SSDA-AT then hosted a luncheon in the U.S. Capitol Visitor Center with several speakers including: a Magnuson Moss Warranty Act Update from Tom Tucker, State Relations Director, ACA; an Estate Tax Repeal update from Alex Ayers, Executive Director, Family Business Coalition; and a look at the 2018 Elections from Jim Hobart, Partner at Public Opinion Strategies.

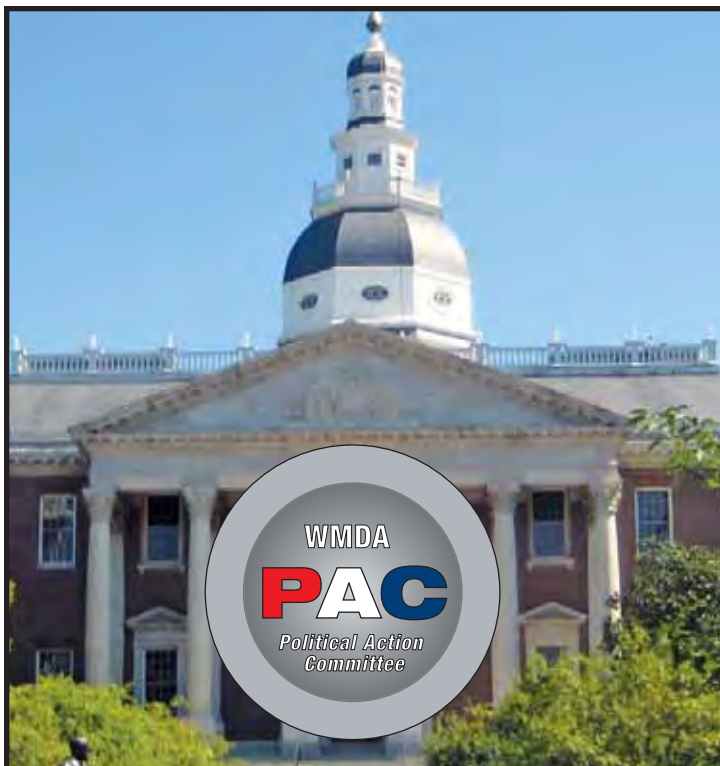
Following the lunch, SSDA-AT hosted an "Industry Issues Seminar" in the Rayburn House Office Building where some Members of Congress led a discussion on the current state of the industry and the prospects of infrastructure funding. Congressman Earl Blumenauer (D-OR-3) and Congressman

John Garamendi (D-CA-3) addressed the group and called on Congressional action to solve some of the lingering transportation issues. Catherine McCullough from the Intelligent Car Coalition also joined in the panel to share her thoughts. The day wrapped up with a reception in the Transportation and Infrastructure Committee Room of Rayburn where WMDA/CAR and SSDA-AT members mingled with a variety of Senators, Congressman, and staff that attended. The keynote address was given by Democratic Whip Congressman Steny Hoyer (MD-5).

A big thank you to all those who attended; together we made a difference! Your voice was heard!

SSDA-AT meets periodically throughout the year to discuss association issues and legislation with the other state associations. SSDA-AT will meet again in Las Vegas this year at the GTE/SEMA show. The SEMA/GTE show runs from Tuesday, October 23 through Friday, November 2, 2018 in the Las Vegas Convention Center. The SSDA-AT meeting will take place on Friday, November 2, 2018 in the Las Vegas Convention Center, South Hall, S-116. It would be great to have some WMDA/CAR members there representing Maryland, Delaware, and Washington, D.C. It is important that we maintain alliances with other state associations to learn about industry trends and to compare experiences. If you have an interest in attending, please reach out to me and I can provide you with further details on getting registered and a meeting agenda.

We encourage all WMDA/CAR members to bring their national issues to the attention of SSDA-AT so that we can better represent you on the federal level. ♦



## **WMDA PAC**

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**for the Service Station & Automotive Repair Industry**

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# 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.

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### INTELCOM, INC.

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Email: mground@partsauthority.com

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Email: dcohen@firstmerchant.us

## ELECTRICITY PROGRAM



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Fax: 732-440-0031  
Email: tgussen@spragueenergy.com

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

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Benjamin F. Brown Insurance Agency/  
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Ben Brown or Berry Brown  
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Email: berry@benbrown-ins.com

## LEGAL SERVICES



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Peter Gunst  
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Email: pgunst@agtlawyers.com

Lynott, Lynott & Parsons, P.A.  
James L. Parsons, Jr.  
301-424-5100  
Email: jparsons@lplawfirm.com

## LEGISLATIVE & REGULATORY INFORMATION



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

## TRASH/DUMPSTER BROKER

### Premier Waste

Premier Waste Group  
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**CAR**  
Council of Automotive Repair  
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**- 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**







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