

WMDA
CAR

NEWS

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

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KIRK'S KORNER

Member Update

by Kirk McCauley
Director of Member Relations & Government Affairs

LEAD WHEEL WEIGHT COMPLIANCE

Lead wheel weights will no longer be legal to install in Maryland as of January 1, 2020. The law passed in 2017 session and WMDA/CAR was able to amend the bill (chapter 385) to a starting date of 2020.

The warning notice for failure to comply is very liberal and basically gives you another year to comply or then face a \$1,000.00 fine. Parts Authority sells a good replacement for lead as I'm sure others do. Imports started using alternatives years ago and domestic manufactures have followed suit. I know most of our shops are already in compliance.

I have attached a copy of the bill (see pages 4-6).

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MARYLAND MINIMUM WAGE GOES UP JANUARY 1, 2020

Minimum Wage will go to \$11.00 hour with exception being Prince Georges, already at \$11.50 hour and Montgomery already at \$12.50 for small employers or \$13.00 for large employers. **Click on the link for all the details:**

<https://www.dllr.state.md.us/labor/wages/wagehrfacts.shtml>

FEDERAL OVERTIME RULE

Administrative and professional employees (Managers) who do not qualify for overtime will see an increase in minimum salary. They will go from \$455.00 per week to \$684.00 a week under Fair Labor Standards Act (FLSA) starting January 1, 2020.

EMV AT THE PUMP

No, it's not January 1, but it is 10 months away on October 1, 2020 that liability will switch to dealers for fraudulent transactions at the pump or fraudulent activities involving card numbers or pins from transactions at stations that are not EMV.

What does the payment fraud liability shift mean to convenience and gas station retailers?

The liability shift means that in some circumstances, merchants may now be liable for fraudulent transactions. In general, the least sophisticated link in the transaction chain determines liability.

For example, in counterfeit card situations, if a merchant is incapable of accepting a chip card (so the transaction process uses magnetic stripe data) and the card is EMV capable, the merchant would be liable. If the merchant is capable of processing EMV cards, but the card is not EMV (only mag stripe), the card issuer remains liable.

Even though the liability shifts for automated fueling dispensers in 2020, merchants can be held liable for fraudulent transactions immediately if the fraudulent card is from a non-domestic issuer or if the site has experienced excessive fraud.

EMV installations will not get any cheaper as time melts away and equipment is already spoken for and have installers up to their eyeballs in work. You can not afford to accept cards at the pump with no EMV capability after 10/1/2020.

NEW PROPOSED BUILD

Royal Farms on Forest Drive in Annapolis received an unfavorable report from the planning commission and the WAWA approval in Gaithersburg will be tested in circuit court. Will keep you updated as events occur.

PRINCE GEORGES RECYCLING

P.G. will most likely start enforcing their recycling law sometime soon, so that could be another start of the year item. Place recycling bins on islands and in stores or bays with a sign on them you can print off their website. I know it says

dumpsters of equal size to trash dumpsters, but I was told as long as it was labeled and could handle your recycling it would be okay. Maybe one of those 96 gallon rollers and you also must file a plan. **Click on the recycling link below.**

GENERAL MEMBERSHIP MEETING

On January 7, 2020 we will have a General Membership Meeting at Seibel's Restaurant in Burtonsville. We will go over the legislative agenda for this year and get your input. We'll also look at what's happening with the Transportation Climate Initiative (TCI) that has given California a gas price well over \$4.00 a gallon, as well as other subjects important to fuel sellers and repair facilities.

Enjoy FREE breakfast and good company. Register with Debra at dwebster@wmda.net.

Hope you had a good Thanksgiving and wishing you a Merry Christmas! I'm looking forward to seeing you all at Seibel's Restaurant. ♦

Recycling Link – <https://www.princegeorgescountymd.gov/534/Business-Recycling>

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HOUSE BILL 66

M3

(7lr0635)

ENROLLED BILL

— Environment and Transportation/Education, Health, and Environmental Affairs —

Introduced by **Delegate Lam**

Read and Examined by Proofreaders:

Proofreader.

Proofreader.

Sealed with the Great Seal and presented to the Governor, for his approval this

_____ day of _____ at _____ o'clock, _____ M.

Speaker.

CHAPTER _____

1 AN ACT concerning

2 **Environment – Lead and Mercury Wheel Weights – Prohibited**

3 FOR the purpose of prohibiting certain persons from using, allowing to be used, or selling
4 certain lead or mercury wheel weights after ~~certain dates~~ a certain date; requiring
5 the State to ensure that no vehicle ~~is purchased for~~ the State fleet after a certain
6 date is equipped with certain lead or mercury wheel weights ~~after a certain date~~;
7 prohibiting a tire on a vehicle in the State fleet that is balanced or replaced after a
8 certain date from being equipped with certain lead or mercury wheel weights;
9 requiring lead and mercury wheel weights removed and collected to be properly
10 recycled; providing for the enforcement of this Act, including the required issuance
11 of a warning for an initial violation; and generally relating to the prohibition against
12 the use or sale of lead or mercury wheel weights in the State.

13 BY adding to

14 Article – Environment

EXPLANATION: CAPITALS INDICATE MATTER ADDED TO EXISTING LAW.

[Brackets] indicate matter deleted from existing law.

Underlining indicates amendments to bill.

~~Strike out~~ indicates matter stricken from the bill by amendment or deleted from the law by amendment.

Italics indicate opposite chamber/conference committee amendments.



Section 6–501 to be under the new subtitle “Subtitle 5. Lead and Mercury Wheel Weights”

Annotated Code of Maryland
(2013 Replacement Volume and 2016 Supplement)

SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF MARYLAND,
That the Laws of Maryland read as follows:

Article – Environment

SUBTITLE 5. LEAD AND MERCURY WHEEL WEIGHTS.

6–501.

(A) (1) A MOTOR VEHICLE OR TIRE MANUFACTURER, WHOLESALER, OR RETAILER, MOTOR VEHICLE REPAIR FACILITY, OR ANY OTHER PERSON WHO INSTALLS WHEEL WEIGHTS MAY NOT USE, ALLOW TO BE USED, OR SELL AN EXTERNALLY ATTACHED LEAD WHEEL WEIGHT THAT IS COMPOSED OF GREATER THAN 0.1% LEAD BY WEIGHT OR GREATER THAN 0.1% MERCURY BY WEIGHT DURING THE FIRST TIRE INSTALLATION, REPLACEMENT, OR BALANCING AFTER:

~~(I) JANUARY 1, 2019, FOR ALL USED VEHICLES REGISTERED IN THE STATE; AND~~

~~(II) JANUARY 1, 2020, FOR ALL NEW AND USED VEHICLES REGISTERED IN THE STATE.~~

(2) THE STATE SHALL ENSURE THAT NO VEHICLE ~~IN PURCHASED FOR THE STATE FLEET AFTER JANUARY 1, 2019,~~ IS EQUIPPED WITH AN EXTERNALLY ATTACHED LEAD WHEEL WEIGHT THAT IS COMPOSED OF GREATER THAN 0.1% LEAD BY WEIGHT OR GREATER THAN 0.1% MERCURY BY WEIGHT ~~AFTER JANUARY 1, 2019.~~

(3) EACH TIRE ON A VEHICLE IN THE STATE FLEET THAT IS BALANCED OR REPLACED AFTER JANUARY 1, 2018, MAY NOT BE EQUIPPED WITH A LEAD WHEEL WEIGHT THAT IS COMPOSED OF GREATER THAN 0.1% LEAD BY WEIGHT OR GREATER THAN 0.1% MERCURY BY WEIGHT.

(B) LEAD AND MERCURY WHEEL WEIGHTS REMOVED AND COLLECTED SHALL BE PROPERLY RECYCLED.

(C) (1) THE DEPARTMENT SHALL SEND A WARNING NOTICE TO A PERSON THAT VIOLATES THIS SECTION.

(2) IF THE PERSON CONTINUES TO FAIL TO COMPLY WITH THIS SECTION 1 YEAR AFTER RECEIPT OF THE WARNING NOTICE, THE PERSON IS SUBJECT

1 TO A CIVIL FINE NOT EXCEEDING \$1,000 FOR EACH SUBSEQUENT OFFENSE AFTER
2 THE WARNING PERIOD.

3 SECTION 2. AND BE IT FURTHER ENACTED, That this Act shall take effect
4 October 1, 2017.

Approved:

Governor.

Speaker of the House of Delegates.

President of the Senate.



WHY SOME PEOPLE VOLUNTEER

by Rick Agoris
Brunswick Crown

Jerry Coyne was a very interesting gentleman who lived a life of service and wanting to make things better for any one he could.

In the time I knew him it seemed like everywhere we would go or talk to in Garrett County MD, he knew their family or their friends or their neighbors and maybe all the 2.8 million residents of West Virginia. And all these connections seemed to be associated with a couple of little towns he grew up in along the Ohio River near Wheeling, WV.

It was amazing; I used to call it 6 degrees of separation from Jerry Coyne, although I'm not sure if he caught the Kevin Bacon reference. We shared boat docks and some common property and spent many hours in work and conversation in the 9 years we were neighbors "fixing things." First thing about any conversation Jerry had with me started with, "you work way too hard. I used to be like you. You've got to learn how to take it easy." Followed by, "I used to get up early like you, but now I don't," The next sentence would invariably be, "you know we have to finish this project and that project and don't forget about getting the last project we agreed to complete done."

I would usually just shake my head and go to work on "our" projects, but once when I was under more of a deadline than normal I just had to ask him, "Jerry you do know I work 60-80 hours most weeks at my businesses?" He said, "yes." Then I asked, "well how am I supposed to take it easy if you keep adding to "our" to do list?" He'd just smile and suggest I retire.

Now his idea of retirement was to run the Dairy Queen franchise owners association and the buyers co-op that the group had. If the weather was decent I would see him out on his deck overlooking the lake with a land-line phone in one hand and his cell in the other hand at 7:30-8:00 am. Turns out he was trying to help a franchisee who was having problems, offering real-estate advice, or negotiating a supply agreement of cups, napkins, spoons, or other items that would help save that Dairy Queen owner money.

His phone rang almost as much as mine with emails, phone calls and messages from everyone who needed his advice or help. He never got mad about the constant interruptions and just said, "I'm glad I don't have employees to worry about anymore."

He would tell me stories of some of the inequities and seemingly unfair practices that these franchises would have to endure and how the association he started had tried to address these issues. (I just sat and listened and thought of how some of the Oil Companies treated their dealers and wondered did all large chains have the same playbook towards the people that were the face of business? I thank heaven for the people who founded WMDA/CAR and have kept it running for 80+ years.)

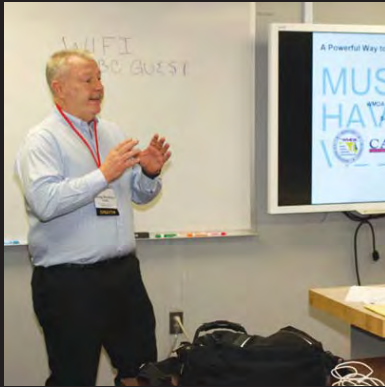
He also shared that they had achieved some concessions in the negotiations that allowed their franchises with less than optimal sites to survive and continue to serve many of the small rural communities that had a Dairy Queen. He did all this as a volunteer who was retired and "took it easy."

My lesson from all this is live life as much as you can, try to help others as often as you can and take it easy by surrounding yourselves with folks you enjoy no matter how hard you work. The answer to the question, "Why do people volunteer?" is – everyone has their own reason, I am just grateful that they do.



Gerald "Jerry" Coyne, 81, passed away on Friday, September 27, 2019. Born on May 3, 1938 in Wheeling, West Virginia to the late Thomas Regis Coyne and Martha L. Coyne.

He leaves behind his loving companion of 20-plus years, Justina Gabbert, and brothers George Coyne, Richard Coyne (Janet), Timothy Coyne (Nancy), and sister Agness "Renee" (Coyne) Wilkins.



SAVE THE DATE

**WMDA/CAR TRAINING DAY
IS COMING
FEBRUARY 29, 2020!**

*Watch your email and future editions
of this newsletter for more details.*





CAR TALK

They're Just Like Us... Kinda

by Sandi Weaver
BA Auto Care, Inc.

Last week my son had an appointment at the orthodontist to get braces put on. While speaking with his orthodontist, who happens to be the same one I went to as a kid, he mentioned Invisalign and how it can't compare to what Orthodontists can do with braces. He went on to tell me that regular dentists are usually the ones to fit them for their patients and they only get six hours of training. Most dentists know about orthodontics but haven't been to the extra schooling needed to specialize in it. Reminds me of the quick lube shops where they train their employees to change oil and a few other "easy" things. An orthodontist doesn't just straighten teeth, they do so much more including bite alignment, teeth coming in the correct places, jaw can open and close correctly, expand palates and much more that I don't know about. Just like quality auto repair shops, they look at the whole picture.

So this got me thinking, what other industries have the same challenges as us? Restaurants are an obvious one; fast food vs. fancy sit-down restaurant. You get what you pay for; cheap and quick vs. quality and service. Going to a quick lube shop to have your oil changed is like getting a burger and fries from McDonalds. It fills you up and doesn't cost much, but it isn't good for your whole body. A sit-down restaurant, while they have food that isn't good for you, they do have healthy options and more than one course including appetizers, main dish and dessert, all while a waiter/waitress serves you.

Mattresses are another good example. You can't directly compare mattresses from one store to the next even when they stock the same brands. Just like calling different shops to get pricing on a repair can change from shop to shop because each shop has a different approach to doing jobs, among other things. Take brakes, for example. Some shops just replace brake pads while another shop will look at the whole brake system including calipers, rotors, fluid and such.

What about the companies that give free estimates? Most contractors from flooring to roofing give free estimates. They give free estimates as their "loss leader." It gives them the chance to get in front of the customer and show them their company. We use our oil change as a "get to know us" service. Sometimes it leads to other work and sometimes it doesn't, but at least we get a chance to show them who we are and why they should choose us over the quick lube shops and dealerships.

While there are many industries that have similarities to auto repair, none seem to have all of these. What we do have is far superior, it's a passion to do right by our customers and the skills to do it right. ♦

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LEGISLATIVE UPDATE

Senate, House and Administration Agree on Plan to Pass Appropriations by December 20

by Roy Littlefield IV

SSDA-AT has been very active in Washington on a variety of fronts. Speaker Nancy Pelosi, Treasury Secretary Steven Mnuchin, and top Republican and Democrat appropriators of the House and Senate met recently and agreed to:

- resolve issues holding up passage of FY 2020 funding, the main obstacle being Democrats' objection to the Senate's budget allocations among Federal agencies; and
- finish passing FY 2020 appropriations bills by December 20th.

If they follow this agenda, there's a good chance extensions of WOTC and other expired, or soon-to-expire, tax provisions can be enacted on one of the appropriations bills, such as the H.R. 3055 minibus which has already passed the Senate.

Staffs are still finalizing the agreements reached at the Pelosi/Mnuchin meeting.

It appears the deal allows Defense and Homeland Security appropriations to be enacted without riders on these bills that would draw a veto.

Wall funding is available at FY 2019 level during the continuing resolution, so any problem arising must be resolved in December.

Finance and Ways and Means tax staffs continue working on tax extenders midst a flow of lobbyists for programs seeking renewal.

When Senator Grassley and Chairman Neal last spoke on the subject a little over a week ago, the offer from Grassley was





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9am to 11am

General Membership Meeting

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Everyone understands all or most FY 2020 appropriations bills must be passed by December 20 – a further Continuing Resolution till next year means budget chaos and WOTC expiration, likely to late February.

to make almost all extenders permanent. In reply, Chairman Neal urged making expansions of the Child Credit, EITC, and Child and Dependent Care credit permanent as well.

Senator Grassley balked at Neal's proposal, saying extenders and welfare credits were apples and oranges: the extenders are established policy and will be well received by the Senate; expanded Child Credit, etc., are new policy which the Senate may not approve.

Since then, the two leaders have focused on other matters:

- Senator Grassley is beating the drum for the bi-partisan prescription drug pricing bill he's negotiated with Senator Wyden, the ranking Democrat on Finance. Grassley and Wyden are still clearing this bill with their colleagues.
- Chairman Neal has a full plate: he must be ready to bring the Ways and Means prescription drug pricing bill, H.R. 3, "Lower Drug Costs Now Act" to the floor because Speaker Pelosi has made it a priority; he's meeting with committee members to re-cast energy tax extenders in line with the Green New Deal championed by around

20 ultra-progressives (House Democrats can't afford to lose 17 votes on any bill Republicans unite against;) and he's working with committee Democrats on a way to ease the burden of the SALT deduction, which was capped by TCJA.

While the two chairman continue working, Congress will pass another Continuing Resolution to December 20th so we'll be going down to the wire to get WOTC and company onto the last train to leave the station.

Everyone understands all or most FY 2020 appropriations bills must be passed by December 20 – a further Continuing Resolution till next year means budget chaos and WOTC expiration, likely to late February.

At present, we're optimistic Congress will get the job done, but it will take work on our part.

From now till we get an appropriations bill passed that the President will sign, we need to act. We've been in touch with our lobbying targets these past two and a half months, so our job comes down to continuing those contacts personally via e-mail, phone, or fax, or with staff on the Hill or local offices.

As decisions are made in Congress, we'll inform you of developments.

We urge Congress to permanently reauthorize WOTC, the VOW To Hire Heroes Act veterans credits, Empowerment Zone employment tax credit, and Indian employment tax credit, along with our several recommended improvements for the WOTC program. ♦



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EDITORIAL

Infrastructure Funding

by Roy Littlefield

On November 8, SSDA-AT affiliate leaders met in the Las Vegas Convention Center for the Annual SSDA-AT Meeting and unanimously agreed on a position to strongly supporting President Trump's national infrastructure proposal so long as it is financed with fair and reasonable funding levels. SSDA-AT members were attending the SEMA, GTE, and APPEX automotive aftermarket conventions and trade shows.

Currently there are two infrastructure proposals on Capitol Hill, with over 40 bills introduced on how to fund them.

Bills are being considered in the Senate and the House of Representatives to address the pending insolvency of the Highway Trust Fund. The Fund which provides the financing structure for the nation's roads, bridges, and transit projects, will run out of money by the end of 2020. The Highway Trust Fund finances about 25 percent of the nation's spending. Because the Federal motor fuel tax has not been raised since 1993 and gasoline revenues may dwindle with a changing fleet makeup, lawmakers have struggled to achieve a consensus for long-term funding sources.

The bipartisan America's Transportation Infrastructure Act would direct the largest amount of money of funding for the nation's highways, bridges, and mass transit in history. HR 3904 would authorize \$287 billion over 5 years. No taxes have been raised under this bill. The additional revenue would come from the General Fund.

The President has proposed a major infrastructure/jobs bill to the level of \$1.5 trillion to \$2.5 trillion with money raised from the highway community (by raising existing taxes, increased tolling, and large scale privatization of Federal highways). The President's sweeping infrastructure proposal includes (but is not limited to): bridges, dams, airports, trains, mass transit, sewage and drinking water pipes, transition and distribution power lines, power plants, electric grids, inland waterways, levees, local and national parks, hospitals, schools, municipal solid waste systems, and roads and bridges.

Currently 32 percent of the urban roads and 14 percent of the rural roads are determined to be in poor condition.

Thus far, all funding proposals for the wide ranging infrastructure proposal focus on the highway users community. Only a small percentage of these new funds would go to highways.

President Trump supports both a reauthorization to the Highway Trust Fund as well as a new and unique massive infrastructure bill.

Returning to Washington from the GTE/SEMA Show, SSDA-AT representatives took the membership message to Capitol Hill. Last week we met with:

- Members of Congress:
 - Senator Tom Carper (D)
 - Congressman Sam Graves (R-MO)
 - Congressman Garret Graves (R-LA)
 - Congressman Dan Lipinski (D-IL)
 - Congressman Earl Blumenauer (D-OR)
- Federal, State, and Local Leaders:
 - Brittney Kohler, Legislative Director, Transportation and Infrastructure, National League of Cities
 - Jim Tymon, Executive Director, American Association of State Highway and Transportation Officials
 - Helen Zyblikewicz, Staff Director, Highway and Transit Subcommittee, House Transportation and Infrastructure Committee
 - Richard Russell, Staff Director, Senate Environment and Public Works Committee
- Industry Leaders:
 - Bruce Hamilton, Managing Director, Roadway Safety Foundation
 - Jeff Davis Senior Fellow and Editor, Eno Transportation Weekly
 - Dave Schwietert, Interim CEO and President, Alliance of Automobile Manufacturers
 - Laura Perrotta, President and CEO, American Highway Users Alliance

The Association is supporting the America Transportation Act as it is moving through Congress. We support the goals of the President's infrastructure proposal but we oppose raising all industry taxes, raising significantly the Federal motor fuel taxes, and privatizing the majority of the Federal highways. ♦

SUPPORT YOUR WMDA/CAR PAC FUND



What do the Bog Turtle and the Delmarva Fox Squirrel have in common with small businesses in the state of Maryland?

Thanks to the entrenched majority and their leadership in Maryland's House of Delegates and Senate, all are now endangered species. While the above two animals have the state's help to try to increase their habitat and population, it seems that the two aforementioned legislative bodies are doing everything they can to hurt and eliminate small businesses.

A change is needed in Annapolis and this is going to need funding.

Your WMDA/CAR PAC FUND contributions will go towards helping elect people that understand the responsibility of making a weekly payroll and having all your families' assets, hopes and future tied up in the value of their business.

Suggested Contributions:

1 Location	\$150.00 or more
2-5 Locations	\$300.00 or more
6-10 Locations.....	\$500.00 or more
10 + Locations	\$1000.00 or more

This is going to be a multi-year project and we will join with other likeminded organizations to get the most bang for the buck.

Thank you,

WMDA/CAR PAC Committee



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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
732-440-0031
Fax: 732-440-0039
Email: tgussen@spragueenergy.com

INSURANCE – LIABILITY, WORKERS' COMP

*Benjamin F. Brown
Insurance Agency*



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

LEGAL SERVICES



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

OIL BUYING PROGRAM



REIT Lubricants Company
Chevron/Havoline
Jamie Atkinson
800-423-3624
443-309-9929 cell
Email: jatkinson@reitlube.com

TRASH/DUMPSTER BROKER

Premier Waste

Premier Waste Group
Bob Gluth
Office: 410-921-3660
Direct: 443-988-3889
Rich Good (New Accounts)
Direct: 443-534-5961
Email: customerservice@premierwastegroup.com

WEBSITE DESIGN & MANAGEMENT



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

WMDA/CAR LEGISLATIVE & REGULATORY INFORMATION



WMDA/CAR
Kirk McCauley
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