

There's Still Time to Register for the 2019 WMDA/CAR Expo & Awards Dinner!

See pages 4-8



WMDA/CAR

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Baltimore (Mainline)
Maryland
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Baltimore (Robinwood)
Maryland
(443) 673-3438

College Park
Maryland
(301) 474-1030

Crofton
Maryland
(410) 721-4477

Frederick
Maryland
(301) 990-1600

Gaithersburg
Maryland
(301) 990-1600

Glen Burnie
Maryland
(301) 681-3602

 **Hanover**
Maryland
(800) 874-8925

***Hyattsville (Kenilworth)**
Maryland
(301) 779-8700

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Maryland
(240) 542-5140

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Maryland
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(410) 769-0833

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Virginia
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(202) 829-6315

***SE Washington D.C.**
Washington, DC
(202) 582-1300



Store Hours

PRESS #9 FOR SPANISH HOTLINE

Monday-Friday 8:00am-6:00pm / Saturday 8:00am-5:00pm / *Sunday 9:00am-3:00pm



www.partsauthority.com | my.partsauthority.com



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KIRK'S KORNER

Member Update

by Kirk McCauley
Director of Member Relations & Government Affairs

IMPORTANT ALERT!

Beginning on October 1, 2019 the Maryland age to purchase tobacco and other tobacco products (OTB) becomes 21 years of age. OTB products not only include e-smoking devices, they also include filters, rolling papers, and liquids used in e-smoking devices, regardless of nicotine content. Retailers need to read the list of products that are included in regulations.

One exception to the 21 years of age law is an active military member that has a photo military I.D. and is 18 years of age or older.

Retailers are also required to post the following sign:

- (1) A LICENSEE SHALL POST A SIGN IN A LOCATION THAT IS CLEARLY VISIBLE TO THE CONSUMER THAT STATES:
"NO PERSON UNDER THE AGE OF 21 MAY BE SOLD TOBACCO PRODUCTS WITHOUT MILITARY IDENTIFICATION".
- (2) THE SIGN REQUIRED UNDER THIS SUBSECTION SHALL BE WRITTEN IN LETTERS AT LEAST ONE-HALF INCH HIGH.

The Maryland Health Department has signs you can download for now and soon will have signs you can order. They will be delivered at no charge ([see Link #1](#)).

You can also go to the wecard website to look over their selection of material ([see Link #2](#)).

I urge all retailers to read the entire bill's contents to fully understand the new regulation. The health department has full authority to enforce this and they will be breathing fire to make examples. In the law, the retailer is fully liable for his employees and responsible for paying any fines. I have attached a link to HB1169 ([see Link #3](#)). Call me with any questions

MONTGOMERY COUNTY/DISTRICT OF COLUMBIA

News reports on vaping related illnesses and deaths have brought vaping legislation to both D.C. and Montgomery County.

The Montgomery County bill would prohibit sales of vape products within a half mile of a school. A hearing is scheduled for November 5. I have included a link to the MOCO press conference with links to the bill ([see Link #4](#)).

Link #1

<https://health.maryland.gov/notobaccosalestominors/Pages/Signs%20and%20Free%20Materials.aspx>

Link #2

<https://www.wecard.org/>

Link #3

<http://mgaleg.maryland.gov/webmga/frmMain.aspx?id=hb1169&stab=01&pid=billpage&tab=subject3&ys=2019RS>

Link #4

https://www2.montgomerycountymd.gov/mcgportalapps/Press_Detail.aspx?Item_ID=23465&Dept=1

Link #5 – Copy and paste link into browser to download pdf file

<https://files.constantcontact.com/b5d4a4c3201/999c4295-21ed-48f5-a4cb-2c624b236770.pdf>

Link #6 – Copy and paste link into browser to download pdf file

<https://files.constantcontact.com/b5d4a4c3201/973b1e4f-bf1a-4ec5-a371-bcc34cba8cfc.pdf>

Link #7

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

The District of Columbia has two bills in legislative review. One would ban the sale of vaping products altogether and one would ban the sale of flavored vape products. [See Link #5](#) for the flavor ban bill.

The second bill would ban electronic smoking devices (ESD) unless you have a prescription. Yes, I said a prescription which in effect kills ESD sales from retail stores. [See Link #6](#) to view the ban on ESD.

Based on recent news reports of vaping-related illnesses, I anticipate an onslaught of bills at the state and local level banning vaping and restricting the sale of vaping devices and supplies. WMDA will keep you informed when we have more information and facts.

WMDA will take no position on E-Cigarettes or vaping product safety, leave that to the people that are qualified. Our position is as long as it is a legal product, our retailers should be allowed to sell. Bills to ban sales from our retailers only enhances black market and illicit street sales that we see now in Maryland and the District of Columbia.

BALTIMORE CITY

WMDA was part of a coalition that sat down with the new Baltimore City Police Commissioner on the 25th of September. Businesses that operate within the city limits are required to apply for a late-night permit to sell products other than gas from 11 p.m. until 5 a.m. The Baltimore City Police Department controls this process even though it is the city finance department that issues permits. We had a very good meeting with new Police Commissioner Michael Harrison. Just a start, but I came away with nothing but good impressions. He assigned an officer to liaison with us and follow up on concerns we brought up. This will be a work in progress and WMDA will keep our city members informed.

PRINCE GEORGE'S COUNTY RECYCLING

I have talked to P.G recycling and have been told they have backed off enforcement and are doing educational visits to inform businesses of the law ([see Link #7](#)).

Please let me know of any problems you are having with the recycling enforcement division or any question on recycling. You can email me at kmccauley@wmda.net or call me on my cell at 301-775-0221.

EXPO AND AWARDS DINNER: TUESDAY, OCTOBER 15

There's still time to register for the FREE Expo and also order your table and/or dinner tickets ([see the registration form on page 8](#)). You can also email dwebster@wmda.net, call her at 301-390-0900, ext. 2 or visit our website to register online at www.wmda.net/events. ♦

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Contact Mike Natale
413-478-4272

MARTIN'S WEST
6817 Dogwood Road
Baltimore, MD

Tuesday
October 15, 2019

SCHEDULE

2pm-6pm

TABLETOP EXPO

Meet with exhibitors and
learn about the latest
products and services.

2:30pm-4:30pm

LIGHT LUNCH

Enjoy a bite to eat while
you develop new business
contacts and opportunities.

5pm-6pm

COCKTAIL RECEPTION

Network and build lasting
relationships during the
Cocktail Reception.

6pm-9pm

AWARDS DINNER

Cap off the day with a
Bull Roast and the
Awards Ceremony.



ANNUAL EXPO 2019

REGISTER
TODAY!

(SEE PAGE 8)

WMDA/CAR
301-390-0900

WWW.WMDA.NET

2019 WMDA/CAR EXPO & AWARDS DINNER SPONSORS AND TABLETOP EXHIBITORS

Signature Sponsors

AmeriTrust
Benjamin F. Brown Insurance Agency, Inc.
Carroll Motor Fuels
Ewing Oil Company, Inc.
Global Partners, LP
L.S. Fuel
Petroleum Marketing Group
Star Insurance Company
Sunoco
The Wills Group
Utica National Insurance Group

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Spigler Petroleum Equipment, LLC

Exclusive Lanyard Sponsor

Chevron

Ice Cream Sundae Bar Sponsor

Day, Deadrick & Marshall Insurance, Inc.

Lunch Sponsors

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Crovato BG Products & Services
L.S. Fuel

Cocktail Reception Sponsors

Auto Sense
Hillmuth Certified Automotive
L.S. Fuel

Entertainment Sponsor

(DJ Delights)
MTD Services, Inc.

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AmeriTrust
Star Insurance Company
Utica National Insurance Group



Tabletop Exhibitors

AmeriTrust
Automotive Training Institute
B & B Financial Services
Benjamin F. Brown Insurance Agency, Inc.
Bolt On Technology
Brad's Fuel Filtering
Broadly
Carroll Motor Fuels
Cato Oil Company
Century Distributors, Inc.
Chesapeake Automotive Equipment
Chester's International
Crompco LLC
Crovato BG Products & Services
Cummins/1-800 RADIATOR
Day, Deadrick & Marshall Insurance, Inc.
Eco Heating Systems Inc.
Empire Petroleum Partners LLC
Ewing Oil Company, Inc.
FCAR Tech USA
First Merchant Services
Global Partners, LP
Intelicom, Inc.
Jones & Frank
Marion Miller & Associates
Maryland Department of Agriculture

Maryland Department of Environment
(Weights & Measures)
Mitchell 1
MTD Services, Inc.
Net Driven
Oasis Scientific, Inc.
Parts Authority
Patriot Capital
Petro Supply, Inc.
Petroleum Marketing Group
Premier Waste Group
Reit Lubricants Co.
Saratoga Insurance Brokers
Service Station Vending Equipment
Sirius XM
Spigler Petroleum Equipment, LLC
Sprague Operating Resources
Star Financial
Star Insurance Company
Sunoco
The Wills Group
Utica National Insurance Group
WildcoPES
WMDA

As of 10/1/2019

2019 WMDA/CAR EXPO

VENDOR SPOTLIGHT

B&B Financial Services – Booth 141

B&B Financial has over 15 years of experience effectively managing a growing fleet of ATMs throughout the East Coast. We currently manage a network of more than 1,500 ATMs with regional clients that include: M&T Bank, Carroll Fuels, Highs Dairy Stores, the Baltimore Ravens, the Buffalo Bills, the Ram Group, Live Nation, Hershey Entertainment, Baltimore Office of Promotions and Arts, SMG Property Management, the Royal Farms Arena and many more.

B&B Financial's Mobile division manages the installation and removal of more than 1,000 ATMs each year. Many of our events have more than 50,000 visitors daily who withdraw more than \$750,000.00 from our ATMs.

Bolt On Technology – Booths 126 & 127

Bolt On Technology equips the automotive repair and maintenance aftermarket with award-winning technology tools to improve customer communication. The company's technology instantly transmits photos, videos, and text messages to communicate automotive repair details, thereby increasing customer trust, boosting sales, and empowering shops to build long-term customer relationships. Along with ongoing training and support, Bolt On's mobile and digital tools also reduce problems inherent in the service process, while increasing shop productivity, revenue, and customer satisfaction.

Brad's Fuel Filtering – Booth 139

In 1986, Brad started the first fuel filtering company in the Mid Atlantic. For the past 33 years, he's filtered and treated fuel for every major Oil Company, Fleet, Hospital, Marina, Data Center, Pump and Tank Company and Generator Company in the area. Customers extend from the White House to Camp David, the FBI, CIA, NSA, the Pentagon, the State Department, and numerous military bases and facilities and extend to the state and local levels throughout the region.

Broadly – Booth 131

Broadly makes it easier for auto shops to attract and retain customers. Broadly's automated review platform helps shops generate great customer reviews on Google, Facebook, and other review sites. Broadly includes web chat for more efficient connections with customers, convenient communication via text messaging, and automatic review requests. Visit Broadly at Booth 131 to learn more!

Chester's International – Booth 147

Chester's has been a leader of quick-serve restaurant (QSR) concepts for more than 50 years. Today, Chester's is the largest Alabama franchise with over 1,290 locations. Chester's offers high quality, great-tasting products at convenient locations. Chester's has locations in convenience stores, truck stops and supermarkets.

Chester's uses fresh chicken that is specially marinated and double-breaded using a proprietary family recipe. Chester's menu includes bone-in, tenders and potato wedges as well as breakfast, home-style sides and marvelous deserts. For more information, visit Chester's at www.chestersinternational.com.

Day, Deadrick & Marshall Insurance, Inc. – Booth 128

Day, Deadrick & Marshall Insurance is excited to be back at the WMDA Expo this year. We specialize in insurance programs for the garage/auto repair, C-store and gas station industry and have been very competitive with pricing on all lines of coverage. We have also been writing a lot of Small Group Health Plans to compete with ever-increasing individual prices. Come stop by our booth for some free giveaways and to chat about your business!

Empire Petroleum Partners LLC – Booth 149

Empire Petroleum LLC is a fuel supplier of branded and unbranded fuel. We currently service over 1,500 retailers in 31 states. Empire can also provide equipment purchase options that will meet the needs of today and into the future. Please stop by Booth 149 to discuss your needs with us.

Ewing Oil Company, Inc. – Booths 110 & 111

For over 50 years, Ewing Oil Company has strived to live up to its reputation as "the dealer's distributor." Ewing has created the Liberty brand which has given independent dealers the tools to compete with even the hyper-marketers. With an eye catching patriotic image, and extremely competitive prices, the success experienced by Ewing's Liberty dealers has been truly remarkable. Combining the strength of Liberty's image and pricing with our cost saving credit card program we believe will give your station a distinct competitive advantage.

Please visit us at Booths 110 & 111 to discuss the latest technological changes in the petroleum industry including, EMV, managed network security and PCI Compliance. We look forward to meeting with you at the WMDA EXPO!

2019 WMDA/CAR EXPO

VENDOR SPOTLIGHT

First Merchant Services – Booth 102

First Merchant Services provides ELECTRONIC COMMERCE SERVICES for all types and sizes of merchants and organizations. FMS offers:

- 1) Credit & Debit Card Processing
- 2) Customized Electronic Gift Card Program
- 3) Check Recovery, Authorization, and Guarantee
- 4) Processing Equipment, Software, and Support
- 5) ATM Sales, Service, and Processing

FMS CAN MAKE SURE YOU ARE NOT BEING OVERCHARGED FOR CREDIT CARD PROCESSING.

Marion Miller & Associates – Booth 146

Marion Miller & Associates is proud to have the opportunity to provide consultation on your business insurance needs. Clients of Marion Miller & Associates are carefully selected so that we can keep a personal touch with our clients, specializing in the auto service industry. While providing superior coverage to our clients, we also provide several other services that we deem necessary for the best possible agent-client relationship. We provide:

- Individual Business Insurance Consultation Unique to your business
- Assigned your own Account Manager that is accessible at all times
- In-house Loss Control and Risk Management
- Driver Safety and Work Comp Programs
- Agent Claim Management
- Host Records and Information
- Mid-term Payroll / Revenue Review
- Access to over 100 carriers
- Relationships with Claims Adjusters, Law Team, Commercial Financiers, etc.
- Advertising on our social media pages to your prospective patrons
- Proactive Renewal
- New proposal from best package available from all carriers annually

Net Driven – Booth 104

Founded in 2007 by a third-generation independent tire dealer, Net Driven provides results-driven digital marketing solutions to thousands of independent automotive businesses throughout North America. Working exclusively within the tire and automotive space, Net Driven has become the most trusted digital marketing solution provider and has over 60 different partnerships with major manufacturers, wholesale distributors, and trade associations. Net Driven's mission is to help independent businesses thrive in the digital age.

Parts Authority – Booths 107, 108 & 109

Parts Authority is the WMDA/CAR preferred parts supplier. Founded in 1972, we are a leading national distributor of automotive replacement parts, tools/equipment and transmissions. We have more than 200 locations for servicing our customers. Parts Authority's catalog of over 3 million parts ensures our customer partners of receiving the parts they want, when they want them.

Parts Authority carries the best brands in the business for domestic and import vehicles. OUR TEAM of professionally trained, experienced countermen are ready to assist you in finding the right parts and the right brand for each application.

Premier Waste – Booth 105

Premier Waste is the leading Waste and Recycling Management company based in Maryland with a national footprint. Premier Waste will review your needs and then buy out your current Contract while saving you a minimum 15% off your monthly invoice, and then lock a great flat rate from year to year. Premier Waste handles all the paperwork and communication with your current service. We do all of this at no financial expense to you.

Reit Lubricants Company – Booth 103

Reit Lubricants is the WMDA/CAR endorsed Oil Buying Program. For the very best in commercial, industrial, and automotive lubricants, Reit Lubricants Co. is your first choice. Additionally, Reit Lubricants Co. offers coolants, diesel exhaust fluids & other miscellaneous products.

We offer the best in integrated lubricant sales and service, and lubrication equipment, backed by an extremely knowledgeable staff that provides fast, friendly customer service. With a full service fleet, Reit Lubricants Co. offers quick delivery turnaround, delivering products within 3 business days of in stock products. Stop by our Booth 103 and learn how you can start saving money with our products.



2019 EXPO & AWARDS DINNER REGISTRATION

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: _____ Business Name: _____

Guest Name: _____ Guest Name: _____

Please Note: Requests submitted by suppliers not exhibiting in the Expo, will not be accepted. Non-exhibiting suppliers/vendors will not be admitted to the Expo floor.

CONTACT INFORMATION

Company: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

AWARDS DINNER TICKETS (6:00 p.m. – 9:00 p.m.)

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

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

PAYMENT INFORMATION

☐ Check Enclosed ☐ Visa ☐ MasterCard ☐ American Express

Zip Code of Billing Address for Charge Card _____

Account # _____

Expiration Date _____ CVW Code _____

Total Amount Due\$ _____

Account Name (print) _____

Signature _____

☐ Checking box is my electronic signature and payment authorization

Mail to:
WMDA/CAR
1532 Pointer Ridge Place, Suite F
Bowie, MD 20716

Fax to:
301-390-3161

Email to:
dwebster@wmda.net
or ssripada@wmda.net

Website:
www.wmda.net

GIVING BACK TO THE COMMUNITY

PARTS AUTHORITY



Parts Authority is honored to have the opportunity to work with two great organizations this year. With your help, we will raise over \$50,000 to donate to Reed Foundation for Autism and Sunflower Bakery. Members from both foundations will be joining us at the Technician Expo (see page 11).



<https://reedfoundationforautism.org/>

The REED Foundation for Autism is committed to providing individuals with autism the opportunity to learn, live, work and thrive at every stage of their lives.



<https://www.sunflowerbakery.org/>



Sunflower Bakery is one-of-a-kind and the only inclusive training program in Maryland that prepares young adults with learning differences for employment success in pastry arts, baking or related industries. A community-based social enterprise focused on expanding job training and employment opportunities, workforce skills learned at Sunflower Bakery and Café Sunflower are marketable and transferable.



WMDA/CAR TEAMS UP WITH REIT LUBRICANTS

by Sandi Weaver
BA Auto Care, Inc.



As many of you know, WMDA/CAR teamed up with Reit Lubricants Co. to bring back the great oil deals you've come to expect as a WMDA/CAR member. Reit Lubricants is the local distributor for Chevron/Havoline oil products, an oil company dating back to 1904. They offer a full line of top quality oils, coolants, fuel system cleaners and more at amazing prices and with top of the line customer service.

Have you met Jamie yet? He's been out to all WMDA/CAR members in person to share and answer any questions you have about the new oil program. Haven't had a chance to sit down with Jamie and you want to, give him a call 443-309-9929. He's always open to sharing any information you can possibly think of about Chevron/Havoline products. I know this because we wanted a lot of information before making the switch.

Being a Castrol only shop for 15+ years we were very hesitant to switch to a different oil, no matter how great the price or customer service. Jamie was there to answer all our questions plus he put together detailed information about Havoline, direct comparisons between Castrol and Havoline oils and other information we requested to make sure we made an informed decision.

The oil program was WMDA/CAR's first programs offering member exclusive pricing. Nine years ago Clyde McLaughlin, former owner of Chesapeake Import Services, asked "why can I go to Walmart and buy oil cheaper than from a distributor?" With that question the Endorsed Supplier program was born. WMDA/CAR now offers many products and services with exclusive member pricing. ♦



From our very beginning in 1904, Havoline has understood that protecting your vehicle is about protecting your family, your journeys, getting to and from your job and your loved ones – all of the things that matter in your life.

That's why we have always sought to deliver the most technologically advanced protection in every motor oil, transmission fluid and other product we make. And in the process, we've literally changed the way the world drives.

If you had a car back before Havoline launched in 1904, it probably would have spent the winter idle in the barn, because cold weather could cause waxy motor oils to thicken into a sluggish mass. Havoline engineers overcame this problem by inventing an exclusive filtration process that helped to rid the oil of its waxiness.

As refining advanced, so did additive technologies. In 1946, Havoline introduced its "New and Improved Havoline Motor Oil," which for the first time featured additives that inhibited corrosion, provided detergent and dispersive action, reduced piston ring wear at both low and high temperatures, and protected against engine rust. These innovations have continued, year after year, and rigorous field tests have proven time and again that Havoline motor oils offer unbeaten performance.

Havoline motor oils have always been associated with outstanding performance, and today's Havoline products are no different. Havoline motor oils with Deposit Shield technology feature an advanced formulation with science that protects your engine from harmful deposits to help protect engine performance and the investment in your vehicle, as well as maximizing fuel economy to help protect the environment.



REGISTER NOW!

Electronics in the Modern Automobile

Module 1 & Module 2 Training Classes



Presented by
EAST Training

Wednesday & Thursday – October 9 & 10, 2019

Electronics in the Modern Automobile – Module 1

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

Electronics in the Modern Automobile – Module 2

This course builds on Module 1, and covers additional electronic components and systems used in automobiles. We will delve deeper into the use of semiconductors – transistors, photoelectric devices – photocells & photoresistive components. We will construct more complex circuits on electronic trainer boards. We will cover transistor gain and build circuits to demonstrate and measure gain. Case studies will demonstrate how your new found knowledge of transistor operation will allow you to diagnose and 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.

Both classes will be held at Hillmuth Automotive Columbia,
6810 Oak Hall Lane, Columbia, MD 21108 (410-381-1124).
Food will be served at 5:30 p.m.
Classes meet for 4 hours each day from 6:00 p.m. to 10:00 p.m.

REGISTRATION FORM..... M1 M2

Attendee #1 _____ ☐ ☐

Attendee #2 _____ ☐ ☐

Attendee #3 _____ ☐ ☐

Attendee #4 _____ ☐ ☐

Business _____

Contact _____

Address _____

City/State/Zip _____

Phone _____

Email _____

REGISTRATION FEES

(price is for 2 days of training & includes dinner both days)

Exclusive Member Rates: \$199.00 per Technician

Non-Member Rates: \$299.00 per Technician

Module 1

Member Technicians _____ x \$199.00 = Amount \$ _____

Non-Member Technicians _____ x \$299.00 = Amount \$ _____

Module 2

Member Technicians _____ x \$199.00 = Amount \$ _____

Non-Member Technicians _____ x \$299.00 = Amount \$ _____

Module 1 + Module 2 Total Amount Due \$ _____

PAYMENT OPTIONS

☐ Check enclosed (payable to WMDC) and mail to:

WMDC, 1532 Pointer Ridge Place, Suite F, Bowie, MD 20716

Charge my: ☐ Visa ☐ MasterCard ☐ American Express

Name on Card _____

Card # _____

Expiration Date _____

CVV Code (on back of card) _____

Billing Zip Code _____

Signature _____

☐ Checking this box represents my electronic signature

3 EASY WAYS TO REGISTER

MAIL Completed Registration Form and Check to WMDC 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.



LEGISLATIVE UPDATE

Fall Congressional Outlook

by Roy Littlefield IV

After a long summer recess, Congress is back and ready to address a variety of issues in the limited amount of time they will have to do so before the end of the year. WMDA/CAR being represented by SSDA-AT on the national level will be involved in several issues aimed at the service station and automotive repair industries.

The biggest issue we can expect to see legislation and movement on is government funding and 12 appropriation bills. Congress also plans to address trade and we may see a NAFTA 2.0 bill. We also expect to see action on tariffs. On the healthcare front, there has been talk about surprise billing legislation to protect those hit with high medical costs in addition to legislation aimed at cutting high prescription drug prices.

SSDA-AT plans to be heavily involved in legislation that looks to standardize online sales and make it fair for brick and mortar businesses. There are over 7,000 tax jurisdictions in the United States, and they are administering the taxation of online sales in different ways and in many cases not at all. Since the Wayfair v. South Dakota Supreme Court case,

states can now collect sales tax from online purchases. SSDA-AT would like to see a uniform and fair system, and, in the past, we have supported the Marketplace Fairness Act. We will continue to monitor legislation addressing online sales.

With funding for the current highway funding bill expiring at the end of 2020, SSDA-AT will be involved in infrastructure funding discussions. Just recently, the leadership of the Senate Environment and Public Works (EPW) Committee – Chairman John Barrasso (R-Wy.), Ranking Member Tom Carper (D-De.), Transportation Subcommittee Chairman Shelley Moore Capito (R-WVa.) and Ranking Member Ben Cardin (D-Md.) – introduced their bipartisan agreement to co-sponsor America's Transportation Infrastructure Act of 2019 (ATIA). ATIA's main features are a significant funding increase over a stable 5-year period and several new formula and grant programs focused on safety, bridges, and resiliency. This bill is a reauthorization of the FAST Act – not to be confused with the 10-year Trump-proposed infrastructure bill, which in theory would include both highway and non-transportation project funding.

35 Years of Dedicated Services

Are YOU Tired of Broken Machines, Angry Customers or Missing/Late Commissions...

**We Buy IT
We Install IT
We Maintain IT
You Share the Revenue**

**NO Cost
NO Maintenance**

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The most urgent, time-sensitive, provision addressed by the EPW bill is Section 1509, which repeals a legislatively-required rescission of highway funding set to take effect in 2020. While the ATIA bill will take longer to progress, this rescission repeal needs to be considered on separate "must-pass" legislation that must be enacted before the fiscal year ends on September 30th. The rescission, if it takes effect, would sharply reduce the "baseline" level of funding budgeted for the reauthorization, which makes new funding much more difficult to include in future

budgets. The EPW Committee has jurisdiction over highway and environmental policy.

The Committee bill sets overall funding levels for each highway program and various policies that direct the Federal Highway Administration's administering and regulation of the program. Before the FAST Act reauthorization bill can proceed to the Senate floor, other committees must also write sections of the bill that deal with public transit, vehicle and behavioral safety programs, motor carrier safety, and the taxes and revenue needed to address the ailing Highway Trust Fund (HTF) which faces a looming shortfall in 2021. Also, the House of Representatives must develop its own bill and the Constitution requires all bills that raise revenue to be initiated in the House. In a stakeholder meeting, the EPW Committee staff stated that authorized funding levels in ATIA are approximately 27% higher than under the 2015-2020. The total distributed to States by formula is reduced from approximately 95% to 90%, in order to make room for more discretionary grant programs, which would be administered by FHWA.

The bill also makes the first changes to the "State-by-State" formula. The new formula requires a 95% guarantee return based on the estimated tax payments from attributable to highway users into the HTF (highway account) in the most recent year for which such data is available associated with taxes in effect on July 1, 2019 and only up to the rate those taxes were in effect on that date. In addition, annual apportionments must be at least 2% greater than the FY20 apportionment and at least 1% greater than each previous fiscal year. We will provide more details and analysis when it becomes available.

Finally, SSDA-AT received an update on tax and employee benefits from Charles Jeane, Assistant Chief Counsel for the SBA Office of Advocacy. At the meeting we also discussed the Corporate Transparency Act (HR 2513) and Retirement Plan legislation. Both issues that could impact WMDA/CAR members.

Recently, H.R. 2513, The Corporate Transparency Act of 2019 was favorably reported out of the House Committee on Financial Services. It is our understanding that House Financial Services is requesting this legislation be brought to the House floor.

On the Senate side, the Banking Committee held two hearings on the topic on May 21, 2019 and June 20, 2019.

The Senate Judiciary Committee also held a hearing on the topic on June 19. Shortly before the June 20 hearing Senators Warner, Cotton, Jones, and Rounds floated the draft ILLICIT CASH Act which is very similar to the Corporate Transparency Act from the House. We are expecting this Senate group of four to formally introduce the ILLICIT CASH Act. SSDA-AT will continue to monitor this legislation and we welcome your input.

This fall SSDA-AT will also be working to repeal the Estate Tax, monitor over 40 infrastructure proposals, expand the Work Opportunity Tax Credit, work to pass the RPM Act, and work with the FTC for strong enforcement of the Magnuson-Moss Warranty Act.

And for those interested, I would like to invite you to the next SSDA-AT annual meeting in Las Vegas in conjunction with the SEMA show on Friday, November 8, 2019. This is a great opportunity to find out what "your voice on the national level" is up to and what upcoming events we have in store for 2020. The SSDA-AT meeting will take place in the Las Vegas Convention Center Room S116 beginning at 9 a.m. on November 8th. Contact me for more details, information, and an agenda. ♦

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EDITORIAL

Right to Repair – Round 2

by Roy Littlefield

In 2012 the Auto Care Association and Coalition for Auto Repair Equality (which included the Service Station Dealers of America and Allied Trades, the Tire Industry Association, WMDA/CAR, the New England Service Station Association, and the New England Tire and Service Association) successfully moved the “Right to Repair” law through the Massachusetts legislature.

Once the bill was signed into law, in 2013 the Coalition was successful in developing the Right to Repair Memorandum of Understanding (MOU) that “required equal access for independent repairers to the same service information, tolls, and software that manufacturers provide to their franchised dealers.”

The legislation and subsequent Memorandum of Understanding

were major victories for the independent automotive repair industry. The results have been relatively successful for the independent service station and repair community.

The coalition now is preparing for round 2 in this ongoing challenging effort. New challenges, as daunting, are quickly surfacing. The new challenge you face is that automobile manufacturers are attempting to lock down access to the onboard diagnostics in the name of “cyber security.”

According to coalition advocate Tom Tucker, an example of the problem independent repairers face is the Fiat Chrysler Automobiles (FCA). Its model year 2018 requires shops, the technicians, and the tools to be authorized by Chrysler before anyone can access the OBD system for many bi-directional repairs.

Other manufacturers are contemplating following Chrysler's lead. Some are developing their own approach to cyber security. All of these developments could force independent repair facilities to access diagnostic data through the manufacturer's “cloud.”

Using “security” issues as an excuse, we could see in a relatively short period of time the inability of a technician to plug into the data necessary to fix the car.

Automobile manufacturers are arguing that a secure vehicle requires a locked down port. Repairers are keenly aware that the control of the data is market power.

Beyond the repair facility sector, this security strategy would give the manufacturers the power to control data on customers such as fleet owners, car rental companies, and insurance companies. These larger customers could become beholden to the automaker for the data they would need for their operations.

Imagine a fleet of vehicles forced to rely on the carmaker to obtain the logistics and health data for the vehicle they own.

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Yes, cyber security clearly is an important issue. But the independent repair community must unite to stop manufacturers from controlling their access to that vehicle for the life of the vehicle.

The Coalition of Auto Repair Equality asserts that the issue of cyber security be addressed in a manner that is standards-based and insures that the control of data necessary for repair is with the owner of the vehicle.

The Auto Care Association believes that this can be done through the Secure Vehicle Interface (SVI). SVI has a common language and set of interfaces for communicating car information to third parties. For more information on SVI, check the Auto Care Association website.

The Auto Care Association, the Service Station Dealers of America and Allied Trades, the Tire Industry Association, and other members of the Coalition for Auto Repair Equality are now working with the Massachusetts Right to Repair coalition (including the SSDA-AT and TIA member and regional associations) to introduce legislation in Massachusetts that would amend the right to repair law to require that the vehicle

owner has a right to control where the repair data on the car would be sent.

The proposed legislation will also challenge the FCA actions to lock down the OBD port by prohibiting automakers from restricting access to the onboard diagnostic system unless access is standardized across all makes and models, and that control over access is independent of the auto manufacturer.

It is crucial that we get these assurances for the independent automotive sector. Access to this information will be crucial to allow out members to continue serving the motoring public.

The legislative battle is on to block manufacturers from controlling a vehicle's repair data needed to access onboard diagnostic systems to do what you have always done best: provide effective, professional, reliable, convenient automobile repairs at an honest, fair, and affordable rate.

Like right to repair, access to vehicle data is a battle for the independent repair industry's future. ♦

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