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SIGNS LOTTERY BILL...** see page 8

**SAVE THE DATE!
WMDA/CAR EXPO,
BULL ROAST &
AWARDS DINNER**

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 Fax: 301-390-3161
 Website: www.wmda.net

Vickie Clancy
 Finance & Member Services
 301-390-0900, ext. 101
 vclancy@wmda.net

Roy Littlefield IV
 Government Affairs Assistant
 301-390-0900, ext. 137
 rlittlefield2@wmda.net

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

Marketing Director
 LaKisha Pindell

Graphic Designer
 Frank Lang

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EDITORIAL

It's Time to Repeal the Unfair Estate Tax

by Roy Littlefield

There are many important issues of concern on the Federal level, but to an independent service station dealer or repair facility operator none may be as important as the proposal to repeal the National Estate Tax.

As we conclude our 2017 area breakfast meetings, this is indeed a very emotional issue for association members.

As WMDA members increasingly purchase their stations and facilities, it is more important than ever to repeal this burden.

One association member told me that he has built his business from the bottom up and his goal is to be able to pass it on to his son, but he knows that his son could never pay the estate tax.

Following decades of hard work and growth, that member believes that his business is "worth" \$32M. Like many small business owners, his business may be worth a certain amount, but that in no way means he has either that much money or anything close to that much money.

To protect his business and to ensure that his son will be able to inherit the business, he has taken out an insurance policy to pay the inheritance tax. His annual insurance policy premium is \$62,000! Talk about an incentive not to grow your business!

The estate tax, in my opinion, is un-American. It challenges the ethics of hard work and success. It needs to be repealed.

President Trump supports repeal of the Estate Tax. WMDA, with SSDA-AT, has worked for decades to repeal the law. With a Republican Congress, the time is right under the tax reform effort to repeal the Estate Tax.

WMDA/CAR/SSDA-AT is a member of the Family Business Estate Tax Coalition (FBETC). This Coalition is dedicated to the full and permanent repeal of the estate tax. In working with Rep. Kevin Brady and the Coalition we were able to pass the Death Tax Repeal Act of 2015 (HR 1105) on a 240-179 vote.

With the 115th Congress, the opportunity for Estate Tax Repeal is greater than ever. HR 63 and S 205 amends the Internal Revenue Code to: (1) repeal the estate and generation-skipping transfer taxes, and (2) make permanent the maximum 35% gift tax rate and the lifetime gift tax exemption. The bill provides for an inflation adjustment to such exemption amount.

WMDA/CAR/SSDA-AT supports the Death Tax Repeal Act of 2017 for the following reasons:

REPEALING THE DEATH TAX WOULD SPUR JOB CREATION AND GROW THE ECONOMY.

Many studies have quantified the job losses caused by the death tax. Last year the Tax Foundation and Heritage Foundation both found that the US could create over 100,000 jobs by repealing the death tax. A 2012 study by the House Joint Economic

Committee found that the death tax has destroyed over \$1.1 trillion of capital in the US economy – loss of small business capital means fewer jobs and lower wages. Lawrence Summers, former Secretary of the Treasury under President Clinton; Alicia Munell, member of President Clinton's Council of Economic Advisors; Joseph Stiglitz, a Nobel laureate for economics; and Douglas Holtz-Eakin, former CBO Director have all published work on the death

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tax's stifling effect on job growth and the economy as a whole.

THE DEATH TAX CONTRIBUTES A VERY SMALL PORTION OF FEDERAL REVENUES.

The death tax currently accounts for less than half of one percent of federal revenue. There is a good argument that not collecting the death tax would create more economic growth and lead to an increase in federal revenue from other taxes. A 2014 Tax Foundation analysis found repeal of the death tax would increase federal revenues by \$3.3 billion per year using a more realistic, "dynamic" economic analysis.

A SUPER-MAJORITY OF LIKELY VOTERS SUPPORT ELIMINATING THE DEATH TAX.

Poll after poll has indicated that a super-majority of likely voters support repealing the death tax. Typically, two-thirds of likely voters support full and permanent repeal of the death tax. People instinctively feel that the death tax is not fair.

THE DEATH TAX IS UNFAIR.

It makes no sense to require grieving families to pay a confiscatory tax on their loved one's nest egg. Often

this tax is paid by selling family assets like farms and businesses. Other times, employees of the family business must be laid off and payrolls slashed. For many family-owned businesses to keep operating after the death of the owner, they must plan for the estate tax. Planning costs associated with the estate tax are a drain on business resources, taking money away from the day to day operations and business investment. These additional costs make it more difficult for the business owner to expand and create new jobs. Protecting family business from the estate tax is important in order to keep these businesses operating for future generations.

YOU CAN MAKE A DIFFERENCE!

In early 2018 dealers and repairs facility operators nationwide will come to Washington, DC, to meet with their legislator to support the effort to repeal the Estate Tax.

If you own your own facility, or if you plan to buy, you have a vested interest in this issue. If you want your business to stay in your family, come and tell your story. Remember, nobody can tell your story as well as you can.

This is our best opportunity to repeal the Estate Tax. With your help, it will happen! ♦

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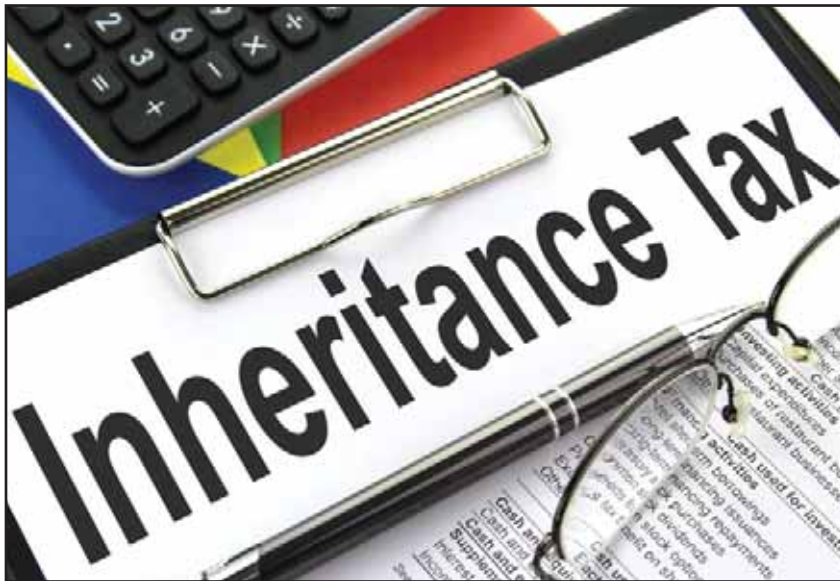
LEGISLATIVE UPDATE

Federal Update

by Roy Littlefield IV
Government Affairs Assistant

ESTATE TAX

Recently, WMDA/CAR attended a Family Business coalition meeting to discuss the Death Tax Repeal Act of 2017 and other tax reform initiatives. It appears repealing the estate tax will be part of comprehensive tax reform and part of a larger package.



Congress is expected to begin focusing most of its time on tax reform. WMDA/CAR spoke with Congresswoman Kristi Noem (R-SD) who is the lead sponsor of the Death Tax Repeal Act of 2017 and she believes that the prospects for passage are strong and there is interest in Congress to move quickly on this issue. Her bill currently has 59 co-sponsors.

WMDA/CAR will continue efforts on Capitol Hill to gain support for repealing the estate tax once and for all.

SBLC TAX AND REGULATIONS UPDATE

Last month, the Small Business Legislative Council (SBLC) (we are in the leadership), testified at the House Small Business Committee hearing entitled "Cafeteria Plans: A Menu of Non-Options for Small Business Owners." The purpose of the hearings was to spotlight how owners of pass-through entities are NOT able to participate in these advantageous employee benefit plans.

Currently the law discriminates against sole proprietors, partners, and any Sub-S stockholder with more than 2% of stock, as well as that person's

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family members, and a member of an LLC that has chosen to be treated for tax purposes as a partnership, by not allowing them to participate in cafeteria plans. Cafeteria plans allow employees to select among a choice of employee benefits including flexible spending accounts (FSAs), dependent care, contributions to HSAs, group term life insurance, vision and dental insurance, and supplemental health insurance programs (like those offered by Aflac).

In the testimony, we requested a halt to this blatant discrimination which also hurts the employees of these businesses since it is a hard sell to convince owners to adopt a plan that will generate some administrative expense and burden when they are

excluded from the benefits of the plan. Additionally, we asked for an increase to the absurdly low dollar limits on FSAs and the dependent care benefit (currently \$2,500 and 5,000 respectively). Finally, we asked for long term care insurance to be included as a permissible benefit.

Later in the month, WMDA/CAR participated in an SBLC legislative summit to discuss the current prospects of healthcare reform, tax reform, the debt ceiling, transportation funding, and other pending issues Congress plans to address in 2017. We remain an outspoken leader and contributor to SBLC and often join them in lobbying efforts.

WMDA/CAR joined more than 150 other organizations and associations on letters to Senate Homeland Security and Government Affairs Chair James Lankford and House Small Business Committee Chair Steve Chabot in support of the Small Business Regulatory Flexibility Improvements Act. The bill would amend the Regulatory Flexibility Act to help better ensure that small business interests and impacts are considered in the rulemaking process.

LIFO UPDATE

In April, WMDA/CAR attended a Save LIFO coalition meeting. As tax reform discussions begin to heat up, so do the possibilities

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of repealing LIFO. With the border adjustability proposal facing backlash, there is a possibility it could be off the table, with all other areas of revenue back on the table, including reforming or eliminating the LIFO system.

It is expected that repealing LIFO could bring the federal government \$70-105 billion on a one time hit. We will remain active in the coalition and in tax reform discussions in Washington.

TRANSPORTATION FUNDING

In April, we attended a Highway Users board meeting, where Roy Littlefield serves as Treasurer. In the meeting, we discussed



the options for funding if Trump were to put forth a robust infrastructure plan.

If he wants to propose a \$1 trillion bill, all funding options are back on the table including many aimed at the tire industry. We will continue to be active players in transportation funding discussions.

There will be much disagreement on some major issues such as motor fuel taxes – state governors are almost united in their support of a major motor fuel tax increase. The U.S. Chamber of Commerce and the powerful road builders lobby all support a major increase (and indexing the tax to inflation so that it goes up in future years without having to go through Congress).

WMDA/CAR will take the following positions:

- | | |
|-----------------------------------------|---------|
| (1) Five-Year+ Federal Aid Highway Bill | Support |
| (2) Motor Fuel Tax Increase | Oppose |
| (3) Privatization of Highways | Oppose |
| (4) Weight-Distance Tax | Oppose |
| (5) Vehicle Miles Driven Tax | Oppose |
| (6) FET on Tread Rubber | Oppose |
| (7) FET on Passenger Tires | Oppose |
| (8) Increase FET on Truck Tires | Oppose |



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KIRK'S KORNER

Legislative Update

by Kirk McCauley
Director of Member Relations & Government Affairs

GOVERNOR SIGNS LOTTERY BILL INTO LAW

The background on this will explain why we decided to have a bill introduced. Four years ago the lottery and gaming commission decided they were going to put traditional lottery on line. We found out that approval was not needed from legislators and Governor Martin O'Malley was not going to stop this from happening.

Our agents heard all the hype about how an online lottery was not going to hurt our lottery agents and, in fact, it would help by creating more interest. One look at brick and mortar stores that have succumbed to pressure from online retailers was proof enough. Agents were being fed a line of baloney from lottery and gaming. We were able to do an end-around and stop the

move to online thanks to a senator that is small business friendly and looked at the move by the head of lottery as a disaster for our agents and to small business in general.

Governor Hogan was elected and appointed a new director of the lottery and gaming commission, Gordon Medenica. In 2016, a 10-year contract was put out to bid for lottery services. Within the contract was a requirement that the winning company have the capability to develop online lottery sales.

WMDA had a meeting with Mr. Medenica and was told he had no plans of putting the lottery online. He also thought he had to prepare for any possibility since it was a 10-year contract. Gordon Medenica has always been straight forward and honest with WMDA and so has the assistant director of the lottery, John



Shown above during the Lottery Bill signing are:

(standing from left to right) Cailey Locklair Tolle – President, Maryland Retailers; Ellen Valentino – Executive Director, Mid-Atlantic Petroleum Distributors Association; and Kirk McCauley – WMDA/CAR Director of Member Relations & Government Affairs; (seated from left to right) Mike Miller – President of Senate; Larry Hogan – Governor of Maryland; and Michael Busch – Speaker of the House.

Martin. I believe both are sincere and were just doing their due diligence.

WMDA and their partner trade associations felt we had to do our due diligence. Therefore, we had a bill introduced that would take the decision away from the Maryland Lottery and put it in the hands of the legislators and the governor. Senator Conway and Delegate Bromwell were the sponsors of the bill and we thank them for their sponsorship.

Governor Hogan signed the bill on May 4, 2017 – SB438 and HB813. The bill says the State Lottery and Gaming Control Agency will not establish any system or program that allows a person to purchase a state lottery ticket through an electronic device that connects to the internet, such as a personal computer or mobile device.

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

For more information, the schedule of events, dinner menu and current list of exhibitors, see pages 10 and 11.

AREA MEETINGS CONCLUDED

Our three area meetings are complete and we had good participation. All were breakfast meetings that were free to attendee's thank to the generosity of our sponsors. A special "Thanks" goes out to Benjamin F. Brown Insurance Agency, PPC Lubricants/Castrol and Spigler Petroleum Equipment.



SAVE THE DATE

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

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During the meetings, we discussed state and federal legislative issues and the outcome of Maryland's legislative session. HB1/SB230 was the hot topic, and even with the amendments, it is still a bad bill for small business. Now we are waiting to see if the Governor's veto will be forthcoming. I have heard both yes and no (sounds like my wife) but we will know by May 27, which is the last day he can veto the bill.

WMDA testified in 39 hearings, oral and written. We will have all on our website. Contact me if you have any questions. ♦

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Based on your overwhelming feedback, the WMDA/CAR Convention & Trade Show will no longer be held in Ocean City.

That being said, a meeting venue in close proximity, with networking and socializing opportunities, remains an extremely important priority for you.

MARK YOUR CALENDARS & SAVE THE DATE!

**WMDA/CAR will be hosting a
One-Day Expo, Bull Roast & Awards Dinner**

Wednesday, October 11, 2017

**Martin's West
6817 Dogwood Road
Baltimore, MD**

Watch for more information to come!

Wednesday, October 11, 2017



**Save
the
Date!**

*Don't Miss the
WMDA/CAR Expo,
Bull Roast & Awards Dinner*

SCHEDULE OF EVENTS

Wednesday, October 11, 2017

Tabletop Trade Show Hours 2:00 p.m. - 6:00 p.m.

Light Snacks & Beverages 2:00 p.m. - 5:00 p.m.
(show floor)

Cocktail Reception 5:00 p.m. - 6:00 p.m.
(show floor)

Bull Roast & Awards Dinner 6:00 p.m. - 9:00 p.m.
(see Menu on next page)



ALL YOU CAN EAT BULL ROAST

SOUPS

Homemade Beef Vegetable Soup

Homemade Soup du Jour

SALADS

Cucumber Salad
Macaroni Salad

Garden Salad
Tomato & Mozzarella Salad

ENTREES

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Chef Carved Turkey
Chef Carved Ham
Bar-B-Que Beef
Bar-B-Que Pork Ribs

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

SIDES

Corn on the Cob
Rice

Macaroni & Cheese
String Beans

DESSERTS

Fresh Fruit
Assorted Cakes

Ice Cream Sundae Bar

BEVERAGES

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

Assorted Soft Drinks
Iced Tea
Regular & Decaf Coffee

Cash Bar for Wine & Cocktails

Menu subject to change



TABLETOP EXHIBITORS

(as of April 10, 2017)

Automotive Training Institute - ATI
Benjamin F. Brown Insurance Agency
Carroll Motor Fuels
Century Distributors, Inc.
Chesapeake Automotive Equipment
Crompco LLC
DANA Insurance and Risk Management
Day, Deadrick & Marshall Insurance, Inc.
Eastern Shore Coffee & Water
Eco Heating Systems Inc.
Ewing Oil Company, Inc.
First Merchant Services
Hunter Engineering Company
Intelicom, Inc./PAI
Jones & Frank
Meadowbrook Insurance Group
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NAPA Auto Parts
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2017 CarMD[®] Vehicle Health Index[™]: Just What the Doctor Ordered

by Kevin Rohlwing
WMDA Staff

We live in an information age. To some, it probably seems like information overload because we are constantly bombarded with statistics, studies and surveys. To others, those statistics, studies and surveys are roadmaps to success because they use the information to make better decisions. The recent 2017 CarMD Vehicle Health Index provides a wealth of data that automotive repair facilities can use to make sure that the right services are being offered and most importantly, at the right price.

On the surface, the Index provided some good news as the industry saw a 2.7% increase in the average repair costs after two years of no growth. The overall 4.7% increase in labor and 1.4% increase in parts costs were also welcome news in a tough market. The CarMD Vehicle Health Index also breaks it out by region and for whatever reason, the Mid-Atlantic is considered the south (see [South Region Chart on page 13](#)) where there was a 2.9% increase in the total average repair costs for 2016. While that is slightly better than the national average, it still trails the Midwest where the increase was 5.7% for 2016.

Besides measuring the most common repairs, the Index also looked at the age of vehicles that reported a check engine light problem. According to CarMD, the average age of a vehicle with a check engine light was 11.9 years old. Considering the average age of vehicles in the U.S. is 11.6 years based on IHS Markit data, it makes sense that the 2005 model year was the most likely at 10.7%, 2006 was next at 10% and 2004 was the third most likely model year to experience a check engine light at 9.25%. IHS Markit started tracking the average age of vehicles in 2002 and according to their data, the oldest vehicles on the road are growing the fastest. In fact, IHS research estimates that vehicles 16 years and older will grow 30% from 62 million vehicles in 2016 to 81 million vehicles in 2021. Again, this is good news for the automotive repair, service and maintenance industry.

CarMD reported that the 5 most common check engine light problems nationally are faulty oxygen sensor (8%), catalytic converter (6.75%), ignition coil and spark plugs (6.23%), loose fuel cap (4.16%), and mass air flow sensor (3.84%). Repairs that experienced the biggest drop in frequency were replace thermostat at number 9 (down from number 5), replace the

evaporative emissions canister vent solenoid at number 14 (down from number 13), replace engine coolant temperature sensor at number 21 (down from number 18) and replace the intake manifold gasket(s) at number 23 (down from number 17). Replace the evaporative emissions vent control valve (number 22) and replace the crankshaft position sensor (number 25) were new to the list. [The Top 10 Most Common Check Engine Vehicle Repairs in the Southern U.S. in 2016 are shown on page 13.](#)

Perhaps the most valuable piece of information in the CarMD Vehicle Health Index is the total average repair cost for parts and labor. The chart shows the top 10 most common check engine light repairs for the southern U.S. in 2016 as well as the average cost. While independent automotive repair shops want (and need) to be competitive, it's money lost when prices are too cheap and repeat business lost when prices are too high. This data is extremely valuable when assessing the costs for the most common repairs since many consumers will have access to this information. To illustrate this, I did a simple Google search on "replace oxygen sensor" and quickly discovered that the \$259.46 average cost reported by CarMD was consistent with other estimates from YourMechanic and Edmunds. In an age where most consumers are going to use the Internet to see if they are getting a good deal, the importance of quoting prices that are in line with the various industry websites cannot be understated.

WMDA/CAR exists so independent automotive repair shops in the Mid-Atlantic have access to resources like the CarMD Vehicle Health Index. We are constantly looking for information that our members can use to improve the profitability of their businesses and provide better value to their customers. The entire CarMD Vehicle Health Index can be accessed and downloaded from the WMDA website (www.wmda.net) after clicking on the CAR tab located on the main menu. WMDA/CAR members are encouraged to download the entire report and use the information to make sure their prices are competitive when quoting customers on common repairs that are easily searchable on the Internet. This information is out there for anyone to see and companies who use it will definitely have an advantage over those who do not. ♦

2017 CarMD® VEHICLE HEALTH INDEX™

REPAIR COSTS & REGIONAL DATA

The Top 10 Most Common Check Engine Vehicle Repairs in the Southern U.S. – 2016

Rank	Vehicle Repair	Total Average Repair Cost (Parts & Labor)	% 2016 Southern U.S. Repairs	Change In Southern Rank Since 2015
1	Replace Oxygen Sensor(s) (O2S)	\$259.46	7.40%	3 - 
2	Replace Catalytic Converter(s) with new OE Catalytic Converter(s)	\$1,185.80	6.98%	1 - 
3	Replace Ignition Coil(s) and Spark Plug(s)	\$404.94	6.57%	2 - 
4	Inspect for Loose Fuel Cap and Tighten or Replace as Necessary	\$16.70	4.20%	No Change
5	Replace Mass Air Flow (MAF) Sensor	\$379.32	3.86%	6 - 
6	Replace Ignition Coil(s)	\$242.87	3.56%	5 - 
7	Replace Spark Plug Wires and Spark Plugs	\$339.69	3.18%	8 - 
8	Replace Thermostat	\$223.57	3.11%	7 - 
9	Replace Evaporative Emissions (EVAP) Purge Control Valve	\$176.64	2.91%	No Change
10	Replace Evaporative Emissions (EVAP) Purge Solenoid	\$194.98	2.42%	No Change

(Top 10 most common vehicle repairs in the Southern U.S. are based on 2,094,649 repairs in 2016 in AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, TN, VA, SC, TX and WV. This data applies to roughly 85% of cars, light trucks, minivans and SUVs on the road in the U.S. – foreign and domestic. Source: CarMD.com Corp.)




2.9%

\$399.95

Average cost to repair a vehicle's check engine light problem in the Southern U.S. in 2015.



Chart courtesy of 2017 CarMD® Vehicle Health Index™
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Fax: 610-430-6652
Email: trusso@HTAfinancial.com

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Sarah Lewis
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Email: slewis@benassurance.com

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Email: eric@dana-ins.com

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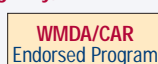
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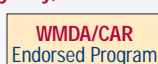
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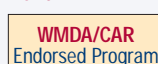
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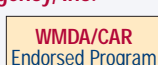
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 Gary Miller
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 Phone: (410) 335-6262
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 Website: www.mtdservicesinc.biz/contact-us.html

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