



**CUSTOMER SERVICE CONTEST
DETAILS COMING SOON**

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KIRK'S KORNER

Legislative Update

by Kirk McCauley
Director of Member Relations & Government Affairs

MARYLAND 2019 LEGISLATION FINAL, DELAWARE MIDWAY, DISTRICT OF COLUMBIA NEVER ENDS, PLUS VISA/MASTER CARDS SETTLEMENT

MARYLAND

In the April newsletter I listed some bills that matter to our members, Minimum Wage, Workforce Data, Gas Price Clarity, Overtime Managers bill and Age 21 Tobacco was still in committee. The whole legislative session of bills we tracked and testified on are listed on pages 3 and 4.

HB1169 / SB 895 "Age 21 Tobacco" was passed and will go into effect October 1, 2019. The bill was amended to permit persons with military photo I.D. to purchase at age 18. With Virginia, Delaware and the District of Columbia all are at 21 years of age to purchase. The bill also reclassified all Vape products as tobacco.

HB1052/SB703 was the bill aimed at Comptroller Peter Franchot because he didn't follow the Democratic Party line, supported small Maryland craft brewers, and was too close to Governor Hogan on many issues. The bill was to take field enforcement of tobacco, alcohol and motor fuel from the comptroller's office and appoint a 5-member committee to handle field enforcement. The committee would consist of one person from health department, one from law enforcement, one from the alcohol community and two citizens at large with financial/business knowledge.

We succeeded with keeping motor fuel in Comptroller's Field Enforcement Division, but alcohol and tobacco goes over to a commission of five on June 1, 2020. What a disaster that will be!

Age 21 Tobacco bill gives Maryland Health Department the right to enforce tobacco laws and now a commission will oversee field enforcement. Tobacco retailers just became public enemy #1. Start training or retraining your employees now because you are not only responsible for paying their fine, they could put your tobacco license in jeopardy. Sting operations will be substantially increased under the Health Department's direction.

DELAWARE

Delaware Age 21 Tobacco passed and will take effect July 16, 2019.

I was in Delaware on April 16 for two meetings on proposed UST regulations. WMDA members are okay with the tank part and the piping part of proposed regulations. The part we disagree with is the Department of Natural Resources and Environmental Control (DNREC) Air Quality Division wanting to take California CARB standards and putting them in Delaware regulations. This would require every station in Delaware to break up concrete and replace spill buckets with EVR Stage 1 equipment. No state in the area requires this. The cost is estimated to be \$35,000 - \$40,000 per location.

Delaware has now agreed to set up a meeting with stakeholders to address the issue with the first being held on May 8 in New Castle, Delaware. WMDA will attend.

DISTRICT OF COLUMBIA

Not a lot is happening in the District of Columbia, but I will give you a reminder that you should be tracking your payroll in April, May and June. Also, a 0.62% of gross payroll will need to be paid quarterly to the DC family leave fund. For more information go to:

<https://dcpaidfamilyleave.dc.gov>

VISA/MASTERCARD SETTLEMENT

Does the Visa/Mastercard settlement apply to you? Merchants that accepted Visa/Master cards between January 1, 2004 and January 1, 2019 could be eligible if you previously did not participate in a settlement. I am attaching a Federal court directed article ([see link below](#)) that answers questions about the settlement or whether you could be eligible, times and dates. There is \$6.2 Billion dollars at stake, some might belong to you. ♦

ARTICLE LINK – <https://files.constantcontact.com/b5d4a4c3201/b951a260-c9cd-4cfd-a40c-97a9607ceb43.pdf>

Our Legislative Review looks at all Maryland House and Senate bills which WMDA/CAR worked on during session.

To look at the entire bill go to <http://mgaleg.maryland.gov/webmga/frm1st.aspx?tab=home> and type in bill number.

Email kmccauley@wmda.net or call (301) 775-0221, with any questions on bills.

WMDA/CAR 2019 Maryland Legislation Review			
Bill	Bill Description	Position	Outcome
HB038 SB328	Non-Compete and Conflict of Interest Clauses Amended for proprietary -customer list and others	Opposed	Passed
HB109 SB285	Polystyrene ban on food service product (containers) 7/1/19	Opposed	Passed
HB126	Small Business Tax Relief Credit	Supported	Defeated
HB150 SB174	More Opportunities For Marylanders Act	Supported	Defeated
HB151 SB168	Clean Cars Act of 2019	Opposed	Defeated
Hb157 SB173	State Gov. Regulations Impacting Small Business	supported	Defeated
HB166 SB280	Minimum Wage to \$15.00 - was able to amend some penalties and Fees out and extend implementation. 6/1/19	Opposed	Passed
HB277 SB249	Regional Transportation and Climate Act of 2019 6/1/19	Opposed	Passed
HB300 SB83	Ban on sale or distribution of Trichloroethylene (Brake Clean)	Opposed	Defeated
HB341	Family and Medical Leave insurance program - Time to Care Act	Opposed	Defeated
Hb499 SB100	Civil Action - Interstate Pipe Line Liability Act	Opposed	Defeated
HB634 SB738	Wage History and Wage Range - What you could Ask When Hiring	Opposed	Defeated
HB972 SB329	Maryland Wage Payment and Collection Law	Opposed	Defeated
HB1040	Overtime Pay for Managers - Overtime Modernization Act Non Overtime Employees - Minimum \$49,000 Year	Opposed	Defeated
Legislative Review continued on page 4			

Maryland Legislative Review (continued)

HB1128	Work Force Data Act 2019	Opposed	Defeated
SB493			
HB1169	Age 21, Vape Product Classified as Tobacco, Health Dept. Rights	Opposed	Passed
	10/1/2019		
HB1180	MD Energy Administration - Plug in Electric Vehicles	Opposed	Defeated
HB1235	Healthy Climate Initiative	Opposed	Defeated
SB702			
HB1244	Diaper Changing Facilities	Opposed	Passed
SB330	OK after amended 10/1/19		
HB1246	Clean Cars Act of 2019	Opposed	Passed
HB1285	Gas Price Clarity Act - Post Highest Price for Regular	Opposed	Defeated
SB453			
SB316	Reserved Parking Spaces for Electric Vehicle	Opposed	Defeated
SB500	Family and Medical Leave Insurance Program-Employer Paid	Opposed	Defeated
	Administered by State		
SB703			
HB1052	Alcohol, Tobacco and Motor Fuel Commission	Opposed	Passed
	Amended to Exclude Motor Fuel. Tobacco and Alcohol will be		
	Enforced by a Commission of Five - 1 from Health Department,		
	1 from Law Enforcement, 1 from Alcohol Industry, 2 from the		
	Public that are knowledgeable & experienced in Fiscal Matters		
	6/1/2020		
SB1031	Maryland Oil Disaster Containment and Clean up Fund	Supported	Passed
	Ongoing Bill that funds programs for MDE Oil Containment and		
	Clean Up. Sunsets every 3 years - Started in 1992 7/1/19		

PROFESSIONAL SERVICE NETWORK

(See related information on pages 5 & 6)

You can now get rebates through Ford when you buy Motorcraft, Omnicraft and Ford Blue Box Parts. Doesn't matter where you buy Motorcraft, Omnicraft or Ford Parts from **YOU CAN GET REBATES.**

Many of you may know, Parts Authority bought Quality Automotive, formerly a Motorcraft Distributor. So, if you buy Motorcraft or other Ford Parts from the Dealer or Parts Authority you can get rebates from the Professional Service Network!

Click on the link in the flyer attached and sign up. If you need help call Scott Pollard at 804-564-6303.

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	Plus, Ford PSN Elite level benefits include discounts on Ford vehicles, Rotunda tools and software, Dell, HP and Identifix products, and more!		
2. GROWTH	Meet your purchase* Growth Target and earn 1% back on purchases in the following quarter	✓	✓
3. POWER STROKE[®] DIESEL PRIDE	Earn up to 4%* back on any diesel product for 6.0L, 6.4L or 7.3L applications, including diesel parts for F-650 and F-750	✓	✓
			
4. REBATES	<ul style="list-style-type: none"> • Rebates may be redeemed multiple times • Visit the Ford PSN Dashboard for current rebates 	✓	✓

www.FordPSN.com

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PROFESSIONAL SERVICE NETWORK



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APRIL 1 – JUNE 30, 2019 | WWW.FORDPSN.COM

\$150 OFF UNLIMITED REDEMPTIONS One (1) New or Remanufactured Ford Gas Engine Assembly 	\$50 OFF UNLIMITED REDEMPTIONS One (1) New or Remanufactured Ford Transmission Assembly 	\$250 OFF REDEEM UP TO 12 TIMES One (1) Remanufactured Genuine Ford 6.0L, 6.4L OR 7.3L Diesel Engine Assembly 	\$50 OFF REDEEM UP TO 10 TIMES One (1) Cylinder Head Gasket Kit with Studs <ul style="list-style-type: none"> • ARP Stud Kit • Cylinder Head Gasket • Case to Head Tube • Spring Dowel Pin • Stepped Dowel Pin 	\$15 OFF REDEEM UP TO 10 TIMES One (1) Cylinder Head Gasket Kit without Studs <ul style="list-style-type: none"> • Bolts (varies by part number) • Cylinder Head Gasket • Case to Head Tube • Spring Dowel Pin • Stepped Dowel Pin 	\$25 OFF REDEEM UP TO 10 TIMES One (1) Genuine Motorcraft® Fuel Injector Control Module (FICM) 
\$5 OFF REDEEM UP TO 12 TIMES One (1) Gallon of Motorcraft® Diesel Cetane Additive 	\$20 OFF REDEEM UP TO 12 TIMES One (1) Motorcraft® Remanufactured 3.5L Turbocharger 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Motorcraft® Hub 	\$25 OFF REDEEM UP TO 12 TIMES Twelve (12) Motorcraft® Diesel Filters (6.0L, 6.4L, 7.3L) 	\$5 OFF REDEEM UP TO 12 TIMES One (1) 6.7L Diesel Filter and 3.0L F-150 Diesel Filter 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Alternator 
\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Fuel Delivery Module 	\$10 OFF REDEEM UP TO 12 TIMES Two (2) Omnicraft™ Coated Brake Calipers 	\$10 OFF REDEEM UP TO 12 TIMES Two (2) Omnicraft™ Brake Rotors OR Drums 	\$5 OFF REDEEM UP TO 12 TIMES One (1) Set of Omnicraft™ Brake Pads (One Axle Set) or Shoes 	\$15 OFF REDEEM UP TO 12 TIMES Two (2) Omnicraft™ Loaded Struts 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Starter 
\$8 OFF REDEEM UP TO 12 TIMES Sixteen (16) Omnicraft™ Spark Plugs 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Compressor 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Condenser 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Accumulator/Receiver Drier 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Evaporator 	\$25 OFF REDEEM UP TO 12 TIMES Four (4) Omnicraft™ TPMS Sensors 
\$15 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Master Cylinder 	\$20 OFF REDEEM UP TO 12 TIMES Four (4) Omnicraft™ Fuel Injectors 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ Water Pump 	\$10 OFF REDEEM UP TO 12 TIMES One (1) Omnicraft™ O2 Sensor 		

FOR FULL LIST OF ELIGIBLE PART NUMBERS, LOG IN AT WWW.FORDPSN.COM



CAR TALK

Invoices

by Sandi Weaver
BA Auto Care, Inc.

Our image speaks to who we are. Mechanics have a bad image in the eyes of the consumer. Most good shop owners are doing everything in their power to improve how people view them, us as an industry. We are honest, knowledgeable and trust worthy. We update our waiting rooms to appeal to show we aren't grease monkeys, we take the time to educate our customers to further their trust in us and we go above and beyond when we can to make every customer feel appreciated. Are we missing the obvious? Our invoice!

The customer invoice is the one thing a customer takes with them to know what was performed on their vehicle. The one thing they can SEE as most of the work we do can't be seen. Are you putting your best foot forward? I'm not sure my shop is.

One thing that always bothered me when I had to take my car to the dealer for warranty work was "customer states" and a fraction of what I said was typed into the computer. I don't really know why "customer states" bothers me so much as I did "state" what they wrote but I also "stated" a lot more. Writing down what the customer says is very important and changing what they said to what you think they meant can be the difference between fixing their concern and wasting time trying to find what we thought they meant. Typing in what the customer is saying is a good start, having a list of standard questions to ask takes it a step further and experiencing what the customer said is gold. Taking the time to listen and reproduce the concern can save our techs time and our customers money. Plus, when a customer sees you wrote what they actually said it shows you were listening.

Another issue with the customer invoice is shop talk. We tend to abbreviate everything we possibly can because we want to limit the amount of words we type and the length of the invoice. We all know ATF is Automatic Transmission Fluid and maybe some customers do too, but many don't. And what about the A/F sensor? I'm sure even less people will know it's an Air Fuel Ratio Sensor, I know the vast majority of our customers don't have a clue what that is. Let's not limit this discussion to abbreviations and include the fragments of sentences too. "Check O2 sensor. Tested good. First off, does the customer need to know what was checked? In some cases – yes, but in most it's so far beyond their understanding it becomes just a bunch of useless words. When typing up a

customer's invoice take a second to read it, really read it and see if it makes sense to someone who has no knowledge of vehicles. Can they understand what they are paying for? If not, take a minute to change the wording and add the rest of that sentence so it makes more sense. It should read like a story with a beginning, middle and end.

Lastly, how is the information on the invoice arranged? Are parts and labor separate or are jobs grouped together? Not every software out there allows us to pick how we want our invoices to be display and we might have to deal with whatever we have but for those that have a choice, pick the easiest to understand, which is usually job based.

Invoices are such a small part of what we do but it is the only thing the customer walks out the door with, the only thing they have to show what was done and the only thing they have to refer to in the future. Let's put our best foot forward by showing our customers we want them to understand what was done on their vehicle in plain, professional English. ♦

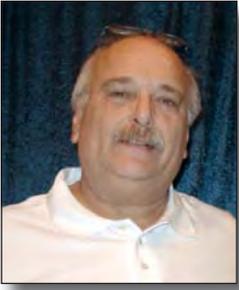
STATION RENEWALS DUE BY JUNE 30

Authorized Vehicle Safety Inspection stations in the state of Maryland must renew their station licenses annually as part of the Vehicle Safety Inspection Program. Stations must use the Maryland State Police Automotive Safety Enforcement Division Online Services to renew their license. Paper renewal applications and checks will not be accepted for renewal and will be returned.

A \$50.00 renewal fee per station (plus service fee: \$1.50 Credit Card or \$3.00 eCheck) will be applied when using this method.

If you do not renew your station license by June 30th, a \$100 re-application fee will be applied. Renew early and save.

If you have already renewed your station license, please disregard this message. If you have questions, please be sure to contact your ASED representative.

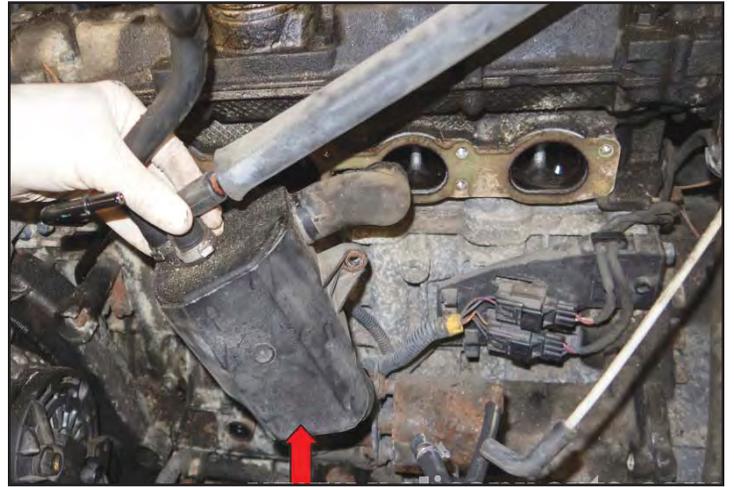


TECH TIP

by Ken Quasney
Auto Sense

Recently we had a customer concern about a loud howling noise – on deceleration only. The vehicle was a 2007 Volvo V70, 164,000 miles. The car had been taken to several shops, with no diagnosis. At first, we couldn't duplicate the condition until we drove the vehicle for 30 minutes. Sure enough it was howling. We could only get the condition to occur driving highway speeds and on a long deceleration. The noise was apparent between the Engine and Transmission. We suspected the noise was related to a crankcase breathing issue. We attached a vacuum gauge to the dipstick tube and had zero vacuum at idle. However, driving down the road at highway speeds on a long deceleration, vacuum went to 12 inches of vacuum. Upon inspection we found the oil breather hoses and passages were restricted and the oil trap weighed twice its normal weight. The rear main oil seal was acting as a reed when air was being pulled through the rear seal

making a howling noise. We replaced the Oil Trap and hoses. Checked vacuum to crankcase (all good). Noise Gone. ♦



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Enhanced Automotive Systems Technology, Inc.

MAY 8 & 9, 2019

Course 235 – Evaporative Systems OBD-II Monitoring

Class will be held at Auto Sense, 8209 Cloverleaf Drive, Millersville, MD 21108 (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

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.

REGISTRATION FORM

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

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

Exclusive Member Rates \$199.00 per Technician
 Total number of Technicians _____ x \$199.00 = **Amount Due \$** _____
Non-Member Rates \$299.00 per Technician
 Total number of Technicians _____ x \$299.00 = **Amount Due \$** _____
Total Amount Due \$ _____

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Check enclosed (payable to WMDA) and mail to: WMDA, 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) _____
 Signature _____ Billing Zip Code _____

Checking this box represents my electronic signature

<h2 style="margin: 0;">3 EASY WAYS TO REGISTER</h2>	<p>MAIL Completed Registration Form and Check to WMDA at the address shown above.</p> <p>FAX Completed Registration Form with Credit Card information to 301-390-3161.</p> <p>CALL Debra Webster at 301-390-0900, ext. 101.</p>
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2019 WMDA/CAR TRAINING SCHEDULE

Presented By EAST Training (Enhanced Automotive Systems Technology, Inc.)

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.

REGISTRATION FEE: Registration fee of \$199 for member technicians and \$299 for non-member technicians covers both days and includes food and drink.

FOR MORE INFORMATION: Visit www.wmda.net or email Debra Webster at dwebster@wmda.net or call 301-390-0900, ext. 101.

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email: mnatale@petromg.com



WMDA/CAR Golf Outing & Fundraiser Sponsorship Opportunities & Registration

Tuesday, June 25 2019



Renditions Golf Course, 1380 Central Avenue, Davidsonville, MD
Shotgun Start at 10 a.m. (4-Man Scramble Format)

50% of our net proceeds will be donated to the Alzheimer's Association!

LEGENDS OF GOLF SPONSORSHIP PACKAGES (Please check desired sponsorship package)

<input type="checkbox"/> THE TIGER WOODS – \$2,500	<input type="checkbox"/> THE JACK NICKLAUS – \$1,800	<input type="checkbox"/> THE ARNOLD PALMER* – \$1,500
<ul style="list-style-type: none"> • One Free Foursome Team • Signs at Registration & Awards Lunch • 18th Hole Sponsorship 	<ul style="list-style-type: none"> • One Free Player • Signs at Awards Lunch • 9th Hole Sponsorship 	<ul style="list-style-type: none"> • One Free Player • Signs at Awards Lunch • Sponsorship of Hole <input type="checkbox"/> 6 <input type="checkbox"/> 7 or <input type="checkbox"/> 8

* Three Arnold Palmer Sponsorship Packages are available. Sponsors may choose from holes #6, #7 or #8. These 3 holes are replicas from the Master's Tournament at Augusta National.

ADDITIONAL SPONSORSHIP OPTIONS (Please check desired sponsorship)

- Lunch Sponsor – \$1,000
- Awards Trophies Sponsor – \$300
- Longest Drive Sponsor – \$200
- Breakfast Sponsor – \$500
- Awards Signs Sponsor – \$300
- Closest to Pin Sponsor – \$200
- Goodie Bag Sponsor – \$500
- Mid-Course Grill Sponsor – \$300
- Best Score Team Award Sponsor – \$200
- Beverage Cart Sponsor – \$500
- "Around the World" Sponsor – \$200
- Hole Sponsors (excluding 9 & 18) – \$150

REGISTRATION INFORMATION

Registration and Continental Breakfast begins at 8 a.m. with a Shotgun start at 10 a.m. Refreshments will be available on the course. Team and individual golf awards, along with a Southern Hospitality picnic lunch, will take place at 2 p.m. WMDA/CAR will assist in pairing individual registered golfers to make a foursome if requested.

\$150 per golfer before May 24/ \$169 per golfer after May 24

Golfer #1: _____
 Golfer #2: _____
 Golfer #3: _____
 Golfer #4: _____

CONTACT INFORMATION

Contact Person: _____
 Company Name: _____
 Mailing Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ E-mail: _____

PAYMENT INFORMATION

Check (Payable to WMDA) Charge my credit card: Visa MasterCard American Express Exp.Date: _____
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Registration Total: \$ _____ Account # _____ CVV Code: _____
Total Amount Due: \$ _____ Account Name (print): _____
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 or Checking this box is my electronic signature and payment authorization

PLEASE RETURN WITH PAYMENT NO LATER THAN JUNE 14, 2019.
Fax form to: 301-390-3161 or Email form to: ssripada@wmda.net
or Call: Debra Webster at 301-390-0900, ext. 101

SAVE THE DATE

FOR THE 2019 WMDA/CAR EXPO, BULL ROAST & AWARD PRESENTATIONS

FEATURING INDUSTRY ACKNOWLEDGEMENTS &
THE HARRY T. MURPHY CUSTOMER SERVICE CONTEST

Martin's West
6817 Dogwood Road
Baltimore, MD

Tuesday,
October 15, 2019
2:00 p.m. – 9:00 p.m.



Schedule of Events

TABLETOP EXPO

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

LIGHT LUNCH (Expo floor)

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

COCKTAIL RECEPTION (Expo floor)

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

BULL ROAST & AWARD PRESENTATIONS

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



The WMDA/CAR Expo

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



LEGISLATIVE UPDATE

Working for Members on the Federal Level

by Roy Littlefield IV

WMDA/CAR working through SSDA-AT has been involved in a variety of issues thus far in 2019 on the federal level.

SSDA-AT is a member of the USA Workforce coalition. We recently attended the press conference for the introduction of the USA Workforce Tax Credit Act by the lead sponsor Congressman Lloyd Smucker (R-PA). This bill amends the Internal Revenue Code to allow tax credits for charitable contributions to certain nonprofit organizations with the exclusive purpose of providing: (1) workforce development and apprenticeship training, or (2) scholarships for elementary and secondary education expenses of students from households with income that does not exceed 200% of the median gross income. The bill limits the credits to specified amounts for individuals and corporations. It also: (1) imposes a tax on workforce development, apprenticeship training, and scholarship granting organizations that fail to distribute a specified portion of their receipts; and (2) establishes a \$2 billion annual volume cap for the tax credits allowed under this bill. SSDA-AT is supporting the bill and we are working to get more co-sponsors on the legislation.

Last month, SSDA-AT took part in an Occupational Health and Safety Administration (OSHA) roundtable meeting hosted by Small Business Administration SBA. At the meeting, we received an update about OSHA enforcement. OSHA inspections have been a huge issue for SSDA-AT members. OSHA is constantly conducting thousands of inspections on the industry and issuing severe fines. This remains a big concern for members. To review some of the statistics from the meeting, last year OSHA conducted 31,202 inspections nationwide. This was a similar number to the previous year. Of those inspections conducted, only 28% of sites were in full compliance. The average fine per violation in 2018 was \$5,016. That number being almost double from the year before. We have learned that OSHA is rarely giving breaks on fines and are issuing large sums for small violations. We are seeing warnings used very rarely. We will continue to raise the concerns of our members to OSHA.

SSDA-AT along with ASA and ACA hosted a webinar on safety inspections. During the program, SSDA-AT discussed the safety inspection legislation we are facing in a variety of states. We remain concerned with legislation in Missouri and Texas which would eliminate the inspection programs. Studies have shown that the most prevalent type of defect related to fatal crashes is slick or defective tires. Currently there are only 15 states with some form of inspection. SSDA-AT hopes this webinar and other efforts will regenerate efforts for a national

safety inspection program.

Also last month, SSDA-AT participated in the DRIVE Safe Act Coalition meeting. At the meeting we met with Connor Lentz, Office of Rep. Trey Hollingsworth (R-IN). The "Developing Responsible Individuals for a Vibrant Economy Act", or the "DRIVE-Safe Act" would allow employers to provide CDL holders below the age of 21 with an extensive apprenticeship program that will prepare them to be able to drive in interstate commerce. The DRIVE-Safe Act will help refill the ranks of our nation's truck drivers, get Americans jobs, and aid any viable infrastructure initiative. SSDA-AT supports the Act and will be helping to find co-sponsors.

At the end of the month, SSDA-AT participated in a White House Conference on Small Business (WHCSB) conference call. In the 116th Congress, we urge Representatives to pass the "White House Conference on Small Business Act of 2019." This legislation is necessary in the near-term to ensure that small business issues remain at the forefront of policy discussions and to ensure small business has a voice at the highest levels of the American government.

As a final note, we successfully killed HB 1142 in Maryland, which would have classified tires and crumb rubber as hazardous waste. The bill would have rejected landfills from accepting tires and would have made burning tires in the state illegal as well. SSDA-AT testified on the bill, met with the bill sponsor, and worked with committee members to kill the bill before it was able to leave the committee! ♦

**THERE'S STILL TIME TO
SUBMIT AN AD FOR
THE MEMBERSHIP
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BUYERS' GUIDE.**



Email inquiries to jwray@wmda.net
or call 301-390-0900, option 3 by May 13th



EDITORIAL

Bipartisan Bill Introduced to Make Work Opportunity Tax Credit Permanent

by Roy Littlefield

U.S. Senators Rob Portman (R-OH) and Sherrod Brown (D-OH) - along with Ben Cardin (D-MD), Roy Blunt (R-MO), Bill Cassidy (R-LA), and Bob Menendez (D-NJ) - introduced bipartisan legislation - the Work Opportunity Tax Credit & Jobs Act - to make permanent the Work Opportunity Tax Credit (WOTC), which encourages employers to hire individuals who face significant barriers to employment.

Currently, the WOTC, which expires on December 31, 2019 provides an employer tax credit of between \$1,200 and \$9,600 per employee for hiring and retaining individuals that are part of certain targeted groups representing populations that have a difficult time finding work or are often out of the labor force altogether. The credit amount is based on the qualified wages paid to those employees within the targeted groups. These targeted groups include: veterans, long-term unemployed, ex-felons, the disabled, summer youth employees, and Temporary Assistance for Needy Families, Supplemental Nutrition Assistance Program, and Supplemental Security Income recipients.

“Our economy is creating jobs and increasing wages, and that’s good news, but we have much more work ahead to help those individuals who are in the shadows and struggling to find meaningful employment,” said Senator Portman.

“Encouraging employers to hire those who have the most trouble finding work is good policy, and that’s why we should make the Work Opportunity Tax Credit permanent.”

“Hard work doesn’t pay off like it used to, with too many workers trying but struggling to get ahead,” Senator Brown said. “People can and want to contribute to their communities, and they deserve a fair shot. The WOTC provides that opportunity, and awards companies for investing in their greatest asset - the American worker.”

WMDA/CAR supports the legislation.

Early introduction of this bill, with powerful co-sponsors, sends a strong signal to Congress and the White House that it’s time for WOTC permanency.

At this point, we don’t have majority support in the Finance Committee, particularly among Republicans who’ll cast the deciding votes.

Here are the Finance Committee senators who’ve supported

WOTC in the past or leaned toward supporting; if you have connections to these senators, if your headquarters is in their state, or if you have significant operations in their state, by all means reach out to them about WOTC and urge them to co-sponsor the Portman-Brown bill to make WOTC permanent:

REPUBLICANS

- Charles E Grassley (IA),
Chairman
- Pat Roberts (KS)
- John Cornyn (TX)
- Richard M Burr (NC)
- Johnny Isakson (GA)
- Patrick J Toomey (PA)
- James Lankford (OK)
- Steve Daines (MT)

DEMOCRATS

- Ron Wyden (OR),
Ranking Member
- Debbie Stabenow (MI)
- Maria Cantwell (WA)
- Thomas R Carper (DE)
- Michael Bennet (CO)
- Mark Warner (VA)
- Sheldon Whitehouse (RI)
- Maggie Hassan (NH)
- Catherine Cortez Masto (NV)

Sometime soon, the Ways and Means will mark up a tax extenders bill, and we may have a stand-alone bill for permanent WOTC introduced by our supporters in the House.

Though only a short-term extenders bill may be marked up, we want our supporters on the Committee to note that WOTC will expire at year-end and making it permanent should be one of the Committee’s top priorities. It’s a good time to reach out to Ways and Means members.

We’re nine months away from decision on 2020 WOTC and beyond, and the legislative whirlpools are daunting. Democrats have made their first offer on budget caps, setting the stage for a deal.

The White House wants two bills, one to raise the budget caps and fund the government, another to deal with debt limit. A “no deal” result on caps or debt ceiling could stymie legislation.

Under current law, budget caps don’t drop to punishing sequester levels till January. The two parties stand to lose support by carrying their battle into the opening months of an election year, and this fact is in our favor – it makes it likely everything will be decided by Christmas.

WMDA/CAR thanks Senator Cardin for his support of this legislation, which is widely used nationwide by small business service station dealers and repair facility operators. ♦



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Parts Authority
Michael Ground
202-829-6315
Email: mground@partsauthority.com

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15710 Crabbs Branch Way
Rockville, MD 20855-2620
www.centurydist.com
Tel: 301-212-9100 • Fax: 301-212-9681

Century Distributors, Inc.
Lori Rodman
301-212-9100
Email: lrodman@centurydist.com

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First Merchant Services
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Email: dcohen@firstmerchant.us

ELECTRICITY PROGRAM



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LEGAL SERVICES



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

LEGISLATIVE & REGULATORY INFORMATION



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

TRASH/DUMPSTER BROKER



Premier Waste Group
Ian Djuric
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Email: premierwaste6@gmail.com

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Net Driven
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