

BEWARE OF PRICE-OFF GAS APP

See Page 2

ALSO IN THIS ISSUE:

Date and Location for
2018 Expo, Bull Roast &
Award Presentations Announced

See Page 5

**REGISTER NOW FOR
FEDERAL LOBBY DAY
SEE PAGES 8-9**



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KIRK'S KORNER

Member Update

by Kirk McCauley
Director of Member Relations & Government Affairs

BEWARE OF PRICE-OFF GAS APP

In our area there is an App for your phone to claim money back on gas purchases. You sign up for the App at no cost and you can search for a station near you with the best offer. The amount of return to you depends on how much the fuel retailer is offering (if there is one in your area). I did not call this a discount because you pay the full amount at the pump with either a credit or debit card and then you claim your return by sending a copy of your receipt via smart phone to the gas App. The purchaser gets paid their cash back by PayPal or check.

You notice I did not call these App users customers because they are shoppers for the best price and will drop you in a N.Y. second for a better price. The only way this program can live is for retailers to join the program. My advice is to look long and hard at how this program is going to do anything but drive your pool margin down. Are you better off financially with this program? Do you think if you are taking volume away from your neighbor they are not going to react? Will inside sales and volume increase overcome money you are giving away? This program is 100% paid for by the retailer, plus a percentage for the App provider.



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Unless a station owner can answer all these questions the answer to join or not to join should be obvious. This program is no different than green stamps were back in the 60's. Stations bought the stamps, which could be redeemed for products in a catalog and customers earned stamps based on gas purchases (yes, I'm that old). Eventually all stations were giving them away and they had no value as a volume builder and they cost retailers a ton of money. History seems to repeat itself and, in this case, not in a good way.

Hopefully our suppliers will see this as a short term gain in volume, if any, and a financial loser for the dealer who is already under tremendous pressure now. We have enough competition on the street now – DTW, rack plus, management fees, commission agents, box stores, Wawa, Sheets and Royal Farms. Let's not create more by our own doing.

AREA MEETINGS

We have had three area meetings and our last one will be coming up Wednesday, July 18, at Bob Evans Restaurant, 4308 Crain Highway, Bowie, MD 20716, from 9:30 a.m. – 11:00 a.m. There will be a free breakfast and our only request is that you call Debra Webster at 301-390-0900, ext.101, email her at dwebster@wmda.net, or register online at wmda.net so we have a count for the restaurant.

REPAIR SUMMIT

On May 9 the CAR committee hosted a Repair Summit focused on where our repair facilities are going to find technicians. This problem is not in the future, it is here now. The keynote speaker was Maryland Department of Labor, Licensing and Regulations Secretary Kelly Schulz. Secretary Schulz discussed programs that are in place now. There are some pilot programs in the works. All of these programs help pay for the training of technicians.

Trainer Gary Smith talked about trends in technology and where the industry is going. Gary has done training sessions for ASA, World Pack and many organizations across the country and they all have same problem, "Where do we find technicians?" .

Thomas Dickinson of Anne Arundel County Schools Center for Applied Technology-North talked about what they had to offer in the way of training help and credits.

The bottom line is training technicians is a very expensive adventure even with help, because you not only have to train them, you need to create a program to retain them. The challenge is putting a package together such as a 401K, health insurance, personal time off (PTO), tool buying and profit sharing. You might even be able to entice some already trained technicians with the right package.

This is not a one size fits all and we will see efforts that work for some and not for others. We need to get high school kids involved and interested. College is not suited for all and earn as you learn is a good thing.

If you have questions, please email me at kmccauley@wmda.net. ♦

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CAR TALK

2018 Auto Repair Summit & Round Table a Big Success

by Ken Quasney
Auto Sense & CAR Committee Chairman



The 2018 Summit was well attended. We discussed a lot of issues. We especially discussed the technician shortage in our industry.

Gary Smith from GSS Enterprises (Automaster Training) was on hand to report what he's seen on a nationwide level. It appears we are not alone. Greg Buckley from Buckley's Automotive in Delaware was on hand to discuss the same issue and weighed in with what he plans to do in Delaware.

Secretary Schulz of the Department of Labor Licensing and Regulation discussed Apprenticeship programs with State help. Gary Uhlman from Gary's Automotive in Laurel talked about a program he and I discussed in the past. THIS IS A WORK IN PROCESS! The general consensus is we need to start a Career Pathway for new people willing to enter into our industry. We have already started on a plan and are going to meet again on July 11 of this year. I will send an update later with the exact information. Everyone in the room decided to meet again on June 20. Unfortunately that date is not available anywhere for a room.

We would urge everyone able to attend to come to this meeting. We are talking about a top to bottom structure for a written Career Pathway for younger techs wanting to get involved in the auto repair industry. The idea is for a comprehensive training template, followed by certified classes to train new people to get a quick Return on Investment (ROI).

We are also working on a retention program to prevent losing someone after training them to a high level. For those willing to attend, please watch for emails and or regular mail with additional information. This cannot happen without involvement. So, if you believe we can make a difference and fill our shops with qualified technicians, make the time to attend. ♦

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WMDA/CAR is excited to announce the date and location of the 2018 Expo, Bull Roast & Award Presentations!



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

**TUESDAY,
OCTOBER 16, 2018**

TENTATIVE SCHEDULE OF EVENTS

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

**Light Lunch: 3:00 p.m. - 5:00 p.m.
(Expo floor)**

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

**Bull Roast &
Award Presentations: 6:00 p.m. - 9:00 p.m.**



2017 TABLETOP EXHIBITORS

Accurate Automotive Equipment
Automotive Training Institute (ATI)
Benjamin F. Brown Insurance Agency
Bolt On Technology
Carroll Motor Fuels
Century Distributors, Inc.
Chesapeake Automotive Equipment
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Marion Miller & Associates
Maryland Pump & Tank
Meadowbrook Insurance Group
Mitchell 1
MTD Services, Inc.
NAPA Auto Parts
Net Driven
New Auto Solutions
Parts Authority
Patriot Capital
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**Mark Your
Calendar Now!
Expo Registration
Opening Soon!**



LEGISLATIVE UPDATE

Mid-Year Federal Update

by Roy Littlefield IV
Government Affairs Assistant

Since the passage of the robust tax reform bill, WMDA/CAR has been focused on a variety of other issues in the 115th Congress including infrastructure proposals, efforts on tax extenders, and changes to healthcare. And over the past several months we have been battling a wrath of legislation aimed at the industry in state capitols all across the country.

WMDA/CAR with SSDA-AT remains a strong voice in Washington through a variety of coalitions and organizations centered around government affairs efforts. We continue to be an active member of the Small Business Legislative Council (a coalition of 60 national small business associations), a strong member of the American Highway Users Alliance, and the National Capital Area Transportation Federation. WMDA/CAR serves on coalitions for highway legislation, estate tax repeal, healthcare, product liability reform, save LIFO coalition, and small business tax issues. We also take part in

OSHA/SBA roundtables which aim to tackle issues of OSHA inspections and burdensome regulations. We have met with members of SBA, OSHA, NHTSA and DOL thus far in 2018.

We continue efforts to form the White House Conference on Small Business. We are pleased to report that within the last month, we worked to introduce legislation and are now asking for members of Congress to act on the bill. Legislation is necessary in the near-term to ensure that small business issues remain at the forefront of policy discussions and also to ensure small business has a voice at the highest levels of the American government.

FEDERAL LOBBY DAY

We have been all hands-on deck in the government affairs department planning for the upcoming Federal Lobby Day on June 20.

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Issues we will discuss include: Estate Tax, Infrastructure Funding, Online Sales, Health Care, LIFO Repeal, Tariffs, Work Opportunity Tax Credit, Lawsuit Abuse, Retroactive Liability Provisions Superfund, Scrap Tires and Used Oil, National Energy Bill, Urge Strong Enforcement of the Magnuson-Moss Warranty Act, Halt the Activist NLRB's Efforts to Ease Unionization of Businesses, Support the Motor Vehicle Owner's Right to Repair Act, Comp Time, and RPM Act.

Free transportation will be provided to and from D.C.

Our Lobby Day will begin at the United States Department of Transportation where we will hear infrastructure, deregulation, industry topics, and department updates from: Anthony Bedell, Deputy Assistant Secretary for Intergovernmental Affairs; Chris Mitton, Senior Officer for Intergovernmental Affairs; and Brian Barnard, Director of Governmental Affairs for NHTSA. We will then hold some personal congressional meetings.

Then in the U.S. Capitol Visitor Center we will host a private lunch with several speakers including: a Magnuson-Moss Warranty Act Update from Tom Tucker, State Relations Director, ACA. An Estate Tax Repeal update from Alex Ayers, Executive Director, Family Business Coalition, and a look at the 2018 Elections from Nathan Klein, Lead Pollster & Founder, Olive Tree Strategies (Former Polling and

Analytics Director for the National Republican Senatorial Committee). We will then hear from our keynote speakers Congressman Lou Barletta (R-Pa-11th), candidate for Senate and Congressman Steny Hoyer (D-Md-5th), Democratic Whip of the U.S. House of Representatives. We will then have an industry issues seminar in Rayburn House Office Building – Room 2075 where members of Congress have been invited to participate in panel discussions. The day concludes with a reception in Rayburn HOB – Transportation and Infrastructure Committee Room 2167 where we have invited members of Congress to attend.

It is crucial that we have strong participation at the Federal Lobby Day to send a message to the rest of the industry around the country about how important these issues are. We must be on the offensive and not the defensive, speaking in one voice, to make a difference where we can for the betterment of the industry. We hope you can consider putting this free and exciting event on your calendar. (See more information and a registration form on pages 6-7.)

We will schedule meetings for you throughout the day. We will host a luncheon on Capitol Hill, and that evening we will host a Capitol Hill reception for you to talk informally to Senators, Congressmen, and Hill Staffers. There will be no fee for any Washington D.C./Capitol Hill function. We hope to see you there! ♦

Advertise in the 2018-19 WMDA/CAR Annual Membership Directory & Buyers' Guide

Once again in 2018-19, the WMDA/CAR Annual Directory & Buyers' Guide will be released to all members in good standing via PDF format and will be archived in the members only section of the WMDA website.



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For more information, contact:
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Email: jwray@wmda.net

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**FEDERAL
LOBBY DAY**

SSDA-AT FEDERAL LOBBY DAY

June 20, 2018 • Capitol Hill • Washington, D.C.

TENTATIVE SCHEDULE OF EVENTS

- 9:00 a.m.** Buses leave office in Bowie – Free transportation
- 10:00 a.m.-11:00 a.m.** DOT briefing – United States Department of Transportation, 1200 New Jersey Ave, SE, Washington, DC – Affordable parking nearby
Infrastructure, De-regulation, Industry Topics, and Department
Updates from:
- Anthony Bedell, Deputy Assistant Secretary for Intergovernmental Affairs
 - Chris Mitton, Senior Officer for Intergovernmental Affairs
 - Brian Barnard, Director of Governmental Affairs for NHTSA
- 11:00 a.m.** Buses Head to Capitol Hill
- 11:00 a.m.-12:30 p.m.** Congressional Meetings – Capitol Hill
- 12:30 p.m.-2:00 p.m.** Luncheon – SVC 212-10 U.S. Capitol Visitor Center
- Magnuson Moss Warranty Act Update: Tom Tucker, State Relations Director, ACA
 - Estate Tax Repeal Update: Alex Ayers, Executive Director, Family Business Coalition
 - Looking at the 2018 Elections: Nathan Klein, Lead Pollster & Founder, Olive Tree Strategies (Former Polling and Analytics Director for the National Republican Senatorial Committee)
- Keynotes:**
- Congressman Lou Barletta (R-Pa-11th) – Candidate for Senate
 - Congressman Steny Hoyer (D-Md-5th) – Democratic Whip of the U.S. House of Representatives
- 2:30 p.m.-4:30 p.m.** Industry Issues Seminar – Rayburn House Office Building – Room 2075
- Members of Congress Invited to Participate in Panel Discussions
- 4:30 p.m.-6:00 p.m.** Reception – Rayburn HOB – Transportation and Infrastructure Committee Room 2167
- 6:00 p.m.** Buses return to Bowie office

For more information and to register, please contact:

Roy Littlefield IV, Government Affairs Manager • 301.430.7280 ext. 137 • rlittlefield2@tireindustry.org

SSDA-AT FEDERAL LOBBY DAY REGISTRATION FORM

June 20, 2018 • Capitol Hill • Washington, D.C.



WAYS TO REGISTER

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800.876.8372, ext. 137

FAX

301.430.7283

EMAIL

rlittlefield2@tireindustry.org

Please Note: Registration is for Lobby Day only. You must contact the hotel directly for room reservations. Rooms are booking quickly, make your reservation today.

ATTENDEE INFORMATION

First Registrant _____

Title _____

Phone _____

Email _____

Optional: Individual meetings with your Senator and/or Congressman Yes No
(Limited, based on availability.) If Yes, Name: _____

Driving Free transportation to Washington for the day, departing from and returning to the SSDA-AT office in Bowie, MD (Located near the Comfort Inn).

Additional Registrant _____

Title _____

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Optional: Individual meetings with your Senator and/or Congressman Yes No
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Send Lobby Day Confirmation (if different from above) to:

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HOTEL INFORMATION:

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LEGISLATIVE & REGULATORY INFORMATION



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Email: kmccauley@wmda.net

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