

**DON'T MISS THE WMDA/CAR GOLF OUTING & FUNDRAISER ON TUESDAY, JUNE 25... see pages 2-3**

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### Store Hours

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**WMDA/CAR**  
 1532 Pointer Ridge Place  
 Suite F  
 Bowie, MD 20716  
 301-390-0900  
 Fax: 301-390-3161  
 Website: www.wmda.net

**Swapna Sripada**  
**Operations Manager  
 and Membership Sales**  
 301-390-0900, ext 115  
 ssripada@wmda.net

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

**Debra Webster**  
**Business Manager**  
 301-390-0900, ext. 101  
 dwebster@wmda.net

**Jenise Wray**  
**Marketing &  
 Communications Coordinator**  
 301-390-0900, ext. 113  
 jwray@wmda.net

**Graphic Designer**  
 Frank Lang

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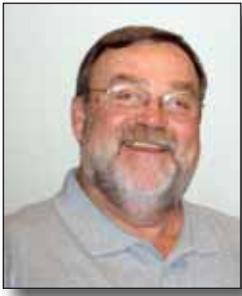
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## KIRK'S KORNER

### Member Update

by Kirk McCauley  
Director of Member Relations & Government Affairs

#### IS SMALL BUSINESS BECOMING AN ENDANGERED SPECIES?

WMDA/CAR has a board meeting every month to go over programs, finances and a legislative review from the two states and District of Columbia that we represent. After going over the legislative agenda from all three jurisdictions, Board Member and Past President, Rick Agoris, looked at me and said small business is becoming an "Endangered Species."

The more I thought of that statement the more it fits. Fight for a \$15.00 minimum wage bill, sick leave, manager's salary, what you can or can't ask when interviewing a potential employee, carbon tax, predictable scheduling, family leave and medical program, and I could go on and on. All of these bills or potential bills have one thing in common – the employer is expected to find the resources to pay for them.

Most of these bills have another common denominator – they are backed by unions. In the case of the minimum wage bill, family and medical leave, and predictable scheduling, backing is provided by the Service Employees International Union (SEIU).

I don't begrudge unions for doing their job and you can't blame the workers for wanting more. The problem lies with the "one size fits all" approach by legislators. Jobs in our convenience stores, service stations and even some repair facilities positions were never intended to be long term positions. These are entry level jobs where employees learn skills they need to succeed and go on to career jobs. The accumulation of all these labor bills will cost entry level employees a place to work and hours will be cut for those that are working. Small business will have no choice.

We as a group need to emulate what these unions are doing and work to get men and women elected that have business in mind. We need to go in mass to critical hearings on bills to show we do care. One thing is for sure, we have the best sign locations and as one supplier said at a meeting, we need to use them to our benefit. WMDA and our members will become an ENDANGERED SPECIES if we don't act.

Rick Agoris who coined us the endangered species slogan is also the Political Action Committee (PAC) Chairman, and Riaz

Ahmad is Treasurer. As a registered lobbyist, I am not allowed to talk about WMDA PAC or its funding. Rick and Riaz can answer all your questions on that.

#### GENERAL MEMBERSHIP MEETING

WMDA/CAR will host a General Membership Meeting on Thursday, June 13, at 9:30 a.m. at Siebel's Restaurant, 15540 Old Columbia Pike, in Burtonsville. Members will have an opportunity to meet the Board of Directors and ask questions on any subject of interest.

General topics include:

- Update on WMDA/CAR
- New Oil Buying Program
- Legislative Updates – new laws, gas tax increase, Consumer Price Index (CPI)
- Upcoming Events – General Membership Meeting, Networking, Training, Golf Outing. Annual Expo & Awards Dinner

**Big box fueling stations have proposed 2 sites in Montgomery County (MoCo). Attorney Jim Parsons will be on hand to explain options for MoCo Dealers. A Q&A session will follow.**

Join Us and let your voice be heard – plus... **enjoy a free breakfast! Registration takes less than a minute and is available at: [www.wmda.net/events](http://www.wmda.net/events).**

#### SUMMER GOLF OUTING & FUNDRAISER

Join us on Tuesday, June 25, 2019 for WMDA/CAR's Golf Outing & Fundraiser at Renditions Golf Course, 1380 Central Avenue, Davidsonville, MD. For one low registration fee you can have fun, network and support a great charity – 50% of net proceeds will be donated to the Alzheimer's Association.

There will be team and individual golf awards, and a Southern Hospitality Picnic Lunch! Refreshments will be available on the golf course throughout the event. Don't miss out!

**See the registration form on page 3 or sign up today at: [www.wmda.net/events](http://www.wmda.net/events).** ♦



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

\* Two Arnold Palmer Sponsorship Packages are still available. Sponsors may choose from holes #6 or #7. These 2 holes are replicas from the Master's Tournament at Augusta National.

## ADDITIONAL SPONSORSHIP OPTIONS (Please check desired sponsorship)

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Lunch Sponsor – \$1,000 – <b>SOLD</b>   | <input type="checkbox"/> Awards Trophies Sponsor – \$300             | <input type="checkbox"/> Best Score Team Award Sponsor – \$200 |
| <input type="checkbox"/> Breakfast Sponsor – \$500 – <b>SOLD</b> | <input type="checkbox"/> Awards Signs Sponsor – \$300                | <input type="checkbox"/> Hole Sponsors                         |
| <input type="checkbox"/> Goodie Bag Sponsor – \$500              | <input type="checkbox"/> Longest Drive Sponsor – \$200 – <b>SOLD</b> | (excluding 9 & 18) – \$150                                     |
| <input type="checkbox"/> Beverage Cart Sponsor – \$500           | <input type="checkbox"/> Closest to Pin Sponsor – \$200              |  |

### 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.

**\$169 per golfer**

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: \_\_\_\_\_  
**Sponsorship Total:** \$ \_\_\_\_\_      Zip Code of Billing Address for Charge Card: \_\_\_\_\_  
**Registration Total:** \$ \_\_\_\_\_      Account # \_\_\_\_\_      CWV Code: \_\_\_\_\_  
**Total Amount Due:** \$ \_\_\_\_\_      Account Name (print): \_\_\_\_\_  
 Signature: \_\_\_\_\_  
 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](mailto:ssripada@wmda.net)  
 or Call: Debra Webster at 301-390-0900, ext. 101

# WMDA/CAR WELCOMES NEW OIL BUYING PROGRAM



Dear Members:

WMDA/CAR recently endorsed REIT Lubricant Company to the OIL BUYING PROGRAM replacing PPC Lubricants. We have communicated this new program via email blasts and through the WMDA Texting Program in the last two weeks.



This Program went into effect on June 1, 2019. REIT's sales personnel will be approaching our members in person, please take a few minutes to understand their program and compare prices. We trust that you will find their prices to be very competitive and should save you money.

Please call Jamie Atkinson from REIT Lubricants Company at (443) 309-9929 for any questions regarding the new program. Also, please feel free to contact me with any comments or feedback on this program.

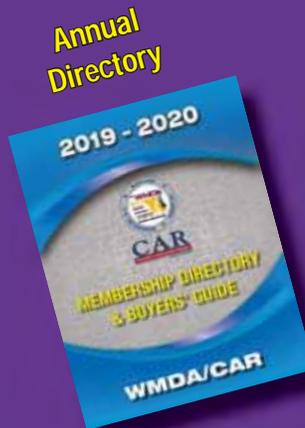
I welcome REIT Lubricants Company to WMDA and look forward to a very successful partnership.

Sincerely,

Swapna Sripada  
Operations Manager  
WMDA/CAR  
(301) 390-0900, ext. 115

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with WMDA/CAR,**

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See advertising options at [www.wmda.net/publications-advertising](http://www.wmda.net/publications-advertising)



## 2019 WMDA/CAR TRAINING SCHEDULE

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

**Wednesday & Thursday – October 9 & 10, 2019**

### 131A 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](http://www.wmda.net) or email Debra Webster at [dwebster@wmda.net](mailto:dwebster@wmda.net) or call 301-390-0900, ext. 101.

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# SUPPORT YOUR WMDA/CAR PAC FUND



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

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

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

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

### Suggested Contributions:

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

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

Thank you,

WMDA/CAR PAC Committee



**Your contribution and support can make a difference!**

Date: \_\_\_\_\_ Amount of Contribution: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**Make your check payable to WMDA PAC and mail to:**

WMDA/CAR • 1532 Pointer Ridge Place, Suite F • Bowie, MD 20716

**Donations used for the upcoming election cycle. Donations are not tax deductible.**

# 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.

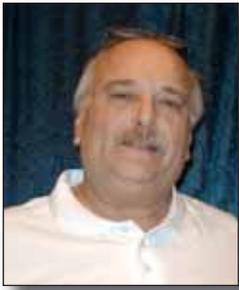
#### BULL ROAST & AWARD PRESENTATIONS

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.



# CAR TALK

## Member Profile: Rags to Riches

by Ken Quasney  
Auto Sense

*Business owners hear a lot of negative stories about failures. So, we thought we would give a positive look at our industry with some very compelling and successful stories of our members who have done well for themselves. This is the first in a series.*

A young man and his wife (Brian and Jennifer England) decided to move from England in 1970 to travel for a while before returning to England. He was offered a job in the United States (U.S.), which fell through. He submitted his resume to shops specializing in Land Rover in the U.S. and was offered a job at British Auto Services in Rockville, MD. It was a perfect fit for a Technician trained in England. After an 18-month process obtaining their visas, Brian and Jennifer said their goodbyes to family and headed to the U.S. at the age of 25.



Brian and Jennifer rented a small apartment near Brian's work. They didn't have much to furnish it with. They had a mattress on the floor, two folding lawn chairs and TV trays. They were certainly a couple of modest means. Jennifer found local work saving for traveling around the U.S. Within only a few months Brian and Jennifer decided to stay in the U.S. and buy a house in Columbia. They believed in the Jim Rouse's vision of the community.

Shortly after buying their house Brian started working on neighbors' and friends' cars under the carport at their new home and that was the birth of British American Auto Care. After eight short years (July 3, 1978) Brian and Jennifer opened their first shop in Dobbin Auto Park in Columbia,



MD. They rented a 1500 square feet shop with three bays with Jennifer answering the phones.

Brian was and is a true visionary. He soon realized if he wanted Techs to do things his way, he had to train them himself. Brian hired an apprentice and started training him. As the years passed moving from one location to another because of inadequate space, Brian and Jennifer decided it was time to build a new shop. In November 1999, they opened their new 14,000 square feet location with 18 service bays (wow), wash bay and alignment bay, large waiting room, conference room, parts department and more. It is truly a beautiful sight. Planning ahead, the couple thought they could always rent the facility if they ever decided to retire.

Moving forward, the next generation is now involved. Brian and Jennifer's daughter (Sandi Weaver) has taken the role of running the day to day activities of the store. They have rebranded British American Auto Care and it is now called BA Auto Care. Although Jennifer is not involved in the day to day activities anymore, she is still partners with Brian in business as well as a partner in life.

Brian still goes in every day to work on projects needed

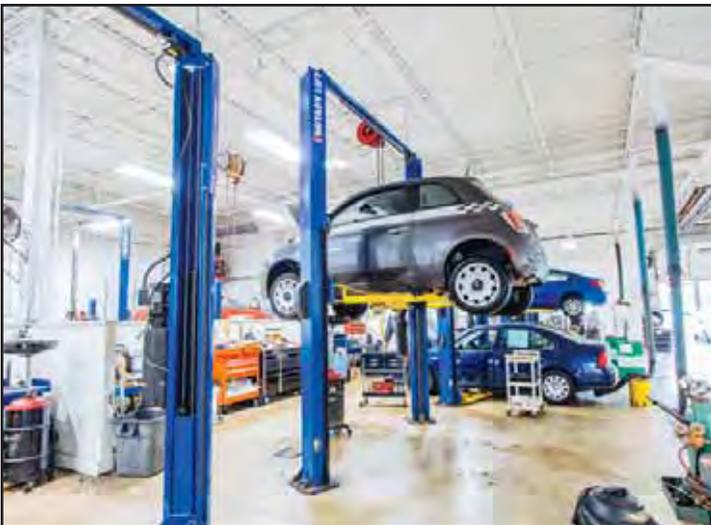


to keep things moving ahead. Brian is a good example of someone to learn from. He believes in holding his margins at the same time treating his clients with respect and honesty.

We chose Brian for our first member profile for his dedication to the industry and WMDA/CAR. Brian has been a continuing member for 35 years.

Shortly after the beginning of the new century Brian and his friend and fellow shop owner Billy Hillmuth decided it was time to develop an apprentice program and started the WMDA/CAR Pre-Automotive Academy to encourage high school students to pursue careers as technicians. The duo spent weekends working with students and their weekdays meeting with teachers in local high schools (Craft Advisory Boards).

The Pre-Automotive program revolved around the students getting a firsthand view of the Auto Repair industry and at the same time teaching them problem solving and critical thinking skills. It was also important to Brian and Billy that students realize what they learned in school had a practical use in their Automotive Repair career.



Sadly, the program did not gain much traction with the schools. Both, along with the help of Sandi Weaver are now revamping the program for shop owners and employees to use through WMDA/CAR in the future.

Brian is a shining example of a shop owner to emulate. From a small apartment with lawn chairs and mattress and TV trays to a beautiful 14,000 square foot shop and a beautiful home in Columbia, MD, this truly is a Rags to Riches story regardless of how the modest Brian England looks at it. Brian and Jennifer both prove with hard work and dedication – wonderful things can happen! ♦

## STATION RENEWALS DUE BY JUNE 30

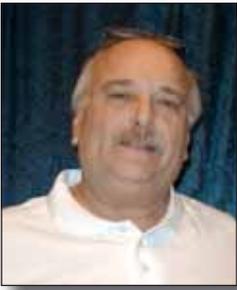


Authorized Vehicle Safety Inspection stations in the state of Maryland must renew their station licenses annually as part of the Vehicle Safety Inspection Program. Stations must use the Maryland State Police Automotive Safety Enforcement Division Online Services to renew their license. Paper renewal 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 2011 Ford Edge Sport 3.7L, 120,000 miles, in our shop. The customer complained he failed emissions for a 99999 code (manufacturer specific code).

Searching CARFAX, we see that the vehicle failed emissions 11 times within 11 months, for readiness monitor incomplete. We scanned the vehicle for codes but it had NO CODES in any module, no check engine or MIL light on and it ran perfectly. The 99999 code is a code Vehicle Emissions Inspection Program uses for continued failures when the readiness monitors do not run or complete. The manufacturer has no such code.

Doing some research, we found some bulletins relating to a VIN coding problem that doesn't match the other modules in the vehicle. It made little mention of readiness monitors. The bulletin stipulated a code P0160A should be present; but we saw no such code. We checked the VIN which the ECM had stored (against the VIN on the plate) and BINGO! One digit was missing, the last digit.

We programmed the module and the readiness monitors started to complete – problem solved!

Below is a link that better explains this issue. Please read it: <https://obdclearinghouse.com/Files/viewFile?fileID=1682> ♦



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Owner: Doug Hillmuth, Hillmuth Certified Automotive





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## LEGISLATIVE UPDATE

### Federal Legislative Update

by Roy Littlefield IV

WMDA/CAR has been involved with a variety of federal issues thus far in 2019 by being represented in Washington by SSDA-AT.

Last month, WMDA/CAR with SSDA-AT attended an FBETC Coalition Meeting with the focus on repealing the Estate Tax. Rep. Jason Smith (R-Mo.), a seventh-generation Missouri family farm owner who serves on the House Ways and Means Committee and the Budget Committee, along with Rep. Sanford Bishop (D-Ga.), earlier this year introduced the Death Tax Repeal Act (H.R. 218).

Rep. Smith addressed SSDA-AT and the coalition at the meeting. Smith noted that getting additional support for estate tax repeal legislation, especially from Democratic members, would take time. "A lot of great things don't happen immediately. We can get there, slow and steady," he said optimistically.

SSDA-AT and the 50-plus members of the Family Business Estate Tax Coalition in February sent a letter to Smith, Bishop and Sen. John Thune (R-S.D.), who introduced the Death Tax Repeal Act of 2019 (S. 215) in the Senate, thanking them for their efforts to eliminate the estate tax. WMDA/CAR continues to work hard to repeal the estate tax on the federal level.

Recently, SSDA-AT attended the U.S. Small Business Administration, Office of Advocacy roundtable in Washington, D.C. at the SBA headquarters to discuss DOL's new Overtime Regulations under the Fair Labor Standards Act, which increases the minimum salary for the "white collar" overtime exemption from \$23,660 annually to \$35,308 annually. This means that workers making under \$35,308 annually would be eligible for overtime pay. The purpose of the roundtable will be to hear directly from small businesses about the impact of the proposed rule.

This new proposal would update the salary threshold using current wage data, projected to January 1, 2020. The result would boost the standard salary level from \$455 to \$679 per week (equivalent to \$35,308 per year). WMDA-AT is continuing to monitor this issue and gather feedback from our members.

More recently, SSDA-AT attended a Small Business Legislative Council (SBLC) government affairs, and board meeting. At the meeting, SSDA-AT spoke with Charles Jeane, Assistant Chief Counsel at the SBA Office of Advocacy. The Office of Advocacy fights for small businesses in the regulatory sector. Other topics discussed at the meeting included the new overtime rules, estate tax legislation, retirement plan legislation, and an update on trade.

We can report that, President Donald Trump and Democratic congressional leaders agreed to work together on a \$2 trillion infrastructure package – but put off for later the difficult question of how to pay for it.

Senate Minority Leader, Chuck Schumer said, "We agreed on a number." That number being \$2 trillion. "Originally, we had started a little lower. Even the president was eager to push it up to \$2 trillion, and that is a very good thing," Schumer said. Added Nancy Pelosi, "We did come to one agreement; that the agreement would be big and bold."

Asked whether Trump supports raising the gas tax, White House Adviser, Kellyanne Conway, said before the meeting, "This president is the guy who lowers taxes."

So far this year, Alabama, Arkansas, Ohio and Virginia have enacted gas tax increases, although Virginia's only applies to a portion of the state. Some 30 states have done so since 2013.

SSDA-AT believes that an infrastructure bill is a jobs bill that cuts across party lines.

SSDA-AT has opposed any proposed taxes in past infrastructure proposals that would be harmful to the tire industry.

SSDA-AT will continue to report and monitor on these developments and discussions. ♦



## EDITORIAL

### SSDA-AT Sets an Aggressive Agenda

by Roy Littlefield

Every member of WMDA/Car is also a member of SSDA-AT (the Service Station Dealers of America and Allied Trades). WMDA/CAR is paying your dues.

SSDA-AT is a federation of state associations that represent service station dealers and independent repair facility operators.

SSDA-AT is your voice on the Federal level, lobbying on Capitol Hill (currently working on 14 legislative issues), with the Federal Regulatory Agencies (both working on numerous issues such as pending OSHA overtime issues, Federal Trade Commission warranty issues, and NHTSA regulations on new tire registration and fines; and representing small businesses in the aftermarket in OSHA, IRS, and Customs audits).

With limited funds but great dedication, the SSDA-AT leadership has set an ambitious schedule for 2019 and 2020.

For the third consecutive year, SSDA-AT will host its annual events in Las Vegas in conjunction with the SEMA/GTE (Global Tire Expo) Show, the week of November 3rd. All WMDA/CAR members are invited to attend.

The SEMA/GTE show is part of 'Industry Week'. If you have never attended the event, it should be on your bucket list! Actually, there are 10 associations involved who participate in five trade shows (two groups per show). Each is considered a separate 'convention'.

SSDA-AT falls under the SEMA/GTE Show, which is now the second largest convention and trade show in the world – 2400 exhibiting companies, 2.3 million square feet of exhibits, 175,000 attendees, room block is 120,000 rooms in over 40 hotels, and over 1400 rebuilt cars. Of note – all major refiners exhibited in the 2018 show; and Shell Oil had the largest booth in the show. The host hotel for SSDA-AT this year will be Caesars.

Throughout the trade show house will be 50-75 educational seminars; and dozens of hospitality parties Tuesday, Wednesday, and Thursday nights.

In 2019, SSDA-AT will host a sightseeing option the first weekend. Last year members went to the Grand Canyon.

The service station dealers and repair operations who attend look up to WMDA/CAR and its members. WMDA/CAR has always been an industry leader and is among the top state/regional associations in the country.

SSDA-AT Las Vegas highlights include:

- 11/3 & 11/4 – Association Management Seminar
- 11/6 – Legislation Roundtable
- 11/8 – Annual Meeting in the Las Vegas Convention Center (S116) beginning at 9:00 a.m.

The 2019 trade show runs from 11/5 – 11/8.

For more information, or to secure a trade show pass, please contact: Roy Littlefield IV at [rlittlefield2@tireindustry.org](mailto:rlittlefield2@tireindustry.org) or call (301) 467-1995.

#### 2020 LOBBY DAY PLANS

A pillar of both WMDA/CAR and SSDA-AT is government affairs; so, our periodic Lobby Day is important.

As part of the 2020 Lobby Day program, SSDA-AT is planning a 'Best Practices Environmental Summit' and a two-day association management seminar for the state and regional associations.

SSDA-AT will once again schedule meetings with legislators on Capitol Hill, with regulators, and with the White House.

The first week of November, SSDA-AT will again be back in Las Vegas for the SEMA-GTE Show. In addition to duplicating the efforts of the 2019 show, SSDA-AT will also be reaching out to similar national association nationwide to meet as an international conference to discuss member issues, challenges, legislation, regulations, and accomplishments.

On November 1, 2020, we will also have a golf tournament at the Las Vegas Country Club to raise money for the national PAC.

Again, the volunteers who are making this effort are committed to the well being and future of independent service station dealers and repair facility operators. SSDA-AT needs your support. Make a difference in your business and your future! ♦



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If your business needs any of the following products or services, be sure to check out these companies endorsed by WMDA/CAR.

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Michael Ground  
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Email: mground@partsauthority.com

### CONVENIENCE STORE PRODUCTS



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Rockville, MD 20855-2620  
www.centurydist.com  
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Century Distributors, Inc.  
Lori Rodman  
301-212-9100  
Email: lrodman@centurydist.com

### CREDIT CARD PROCESSING



First Merchant Services  
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Email: dcohen@firstmerchant.us

### ELECTRICITY PROGRAM



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

### INSURANCE – LIABILITY, WORKERS' COMP

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

### LEGAL SERVICES



Astrachan Gunst Thomas, P.C.  
Peter Gunst  
410-783-3523  
Email: pgunst@agtlawyers.com

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  
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### WEBSITE DESIGN & MANAGEMENT



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