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EDITORIAL

Overtime Regulations

by Roy Littlefield

Throughout his campaign Donald Trump promised to “get rid” of many of the regulations that were implemented during the Obama Administration. Trump coming into office with this promise and a Republican majority in the House and Senate brings into question the future of a number of regulations – including the new overtime regulations that are set to go into effect on December 1, 2016.

That said, the process for eliminating or changing regulations is far more complex than campaign talking points often suggest. Moreover, as to the overtime regulations specifically, it is unclear whether a Trump administration will have the incentive or time.

Here are the key points as to where things stand.

- The new overtime rules are set to go into effect on December 1, 2016. There is currently a case pending in federal court in Texas challenging the new overtime rules (Plano Chamber of Commerce v. Perez). The judge in that case will be issuing a decision next week as to whether he will grant a preliminary injunction that would temporarily stay the immediate implementation of the new overtime rules. Most experts who have been following this case believe that there is a solid chance that the request for an injunction will be denied. That said, at the end of October, another district court judge in Texas issued a temporary injunction staying a big DOL government contracting regulation that was set to go into effect the next day, so a last minute injunction as to the overtime rules is certainly not outside the realm of possibility.
- Assuming that no injunction is issued, the regulations will go into effect on December 1, 2016. President Obama would certainly veto any bill that Congress passes before then to repeal the rules and there are not enough votes

to override such a veto. That said, there is currently a Democrat-sponsored bill pending in the House (H.R. 5813) that would amend the new overtime rules to phase in the new salary threshold and eliminate the provision to automatically update the threshold every three years. With the Trump victory it is unclear whether the Democrats will still be interested in supporting such a compromise or if the Congressional Republicans would be interested in anything short of a complete repeal.

- Again, assuming that no injunction is issued, the overtime regulations will be in effect for 50 days before Trump even takes office. Every day that the regulation is in effect and that businesses do not comply with the regulation is another day for which a misclassified employee can claim overtime. In other words, by the time Trump takes office, most businesses will have already reclassified employees or increased employee salaries and employees will have seen the effect of these changes. From a political perspective, this may make it more challenging, and less palatable, for a Trump administration to move for a full repeal. This is particularly true in light of the fact that much of Trump’s success was due to support from blue collar and working class people, a group that is expected to benefit from the new rules.
- Unlike executive orders, final regulations – that is all final regulations, not just the overtime regulations – cannot be



changed simply with the flick of a pen. The ability to change regulations is limited by the Administrative Procedure Act (APA).

Under the APA, to change a regulation, an agency must make a determination that a change is necessary, propose the change and open the change up for public notice and comment. In general, this means that the agency must provide the public with 60 days after it proposes a regulatory change to comment on the changes and the agency must then give consideration to those comments. The APA only allows agencies to issue rules without engaging in the notice and comment period if the agency shows that there is good cause for the immediate issuance of the rule and that the notice and comment requirement would be "impracticable, unnecessary, or contrary to public interest." In short, there must be a real and time sensitive threat for an agency to



avoid notice and comment, not simply a strong motivation on the part of the administration to get something done quickly. Once notice and comment is complete, the agency can issue a final regulation. Absent good cause, the effective date of the final rule must be at least 30 days after its issuance.

In summary, even if the Trump administration issues a proposed rule to change or repeal the overtime rules on Trump's first day in office (which is very unlikely), it would be at least another 90 days before the rule could be finalized. Thus, realistically, even if changing the overtime rules is Trump's #1 priority (which it does not appear to be), absent court or congressional action, by the time the overtime rules could be changed through regulation, they would have been in effect for almost half a year.

- In theory, Congress could pass legislation to eliminate or force a change of the new overtime rules. However, while they hold the majority in both chambers, the Republicans

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do not have a filibuster proof majority in the Senate. Thus, Republicans would need Democratic support to get a bill like this passed. While, as discussed above, the Democrats may be willing to support certain changes to the new overtime rules, there is little to no chance that the Republicans would be able to get enough Democrats to support a repeal of the overtime rules to avoid a filibuster.

- While applicable for the overtime rules, this need for 60 votes in the Senate for the regulation to be changed will not be true for all of the regulations issued by the Obama Administration. Under the Congressional Review Act (CRA), Congress has 60 legislative days (i.e. days that they are in session) after the issuance of a final regulation in which it can pass a resolution of disapproval by a simple majority to overturn the regulation. That resolution is then either vetoed or approved by the President. This means that the 60 day review period for regulations issued at the end of an administration can carry over to the next Congress with a different president deciding whether to veto or approve the resolution. Since the CRA's passage in 1996, only one regulation has been repealed through this approach.

It remains to be seen exactly how many days the Congress will be in session before January 20. However, based on rough calculations the practical reality of the CRA means that any Obama Administration regulation that was issued after

approximately May 31, 2016 can be subject to a resolution of disapproval by a simple Republican majority and approved by Donald Trump. Fully aware of this deadline, many of the Obama Administration's biggest regulations, including the overtime regulations, were issued well before May 31. However, there are more than 100 regulations, including the regulation on mandatory paid sick leave for government contractors that, under the CRA, can be subject to review by the next Congress.

- As noted above, in light of the populist message that helped carry him to victory, it is unclear how eager Donald Trump will be to fully repeal the new overtime rules. While Trump has made many general statements about eliminating Obama administration regulations, he has never specifically stated an intent to eliminate the new overtime rules. The only definitive thing that Trump has said about the new overtime rules is that he believes that there should at least be an exemption for small businesses.

Technically, the overtime rules do already have an exemption for small businesses. The Fair Labor Standards Act (FLSA), which is the law from which the overtime rules stem, only applies to employers with annual sales of \$500k or more or who engage in interstate commerce. Thus, businesses with annual sales of under \$500k that do not engage in interstate commerce are not subject to the new overtime rules.



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OVERTIME

However, in our digital inter-connected economy it is very difficult to find any business that is not engaged in interstate commerce. Thus, a “real” exemption from the overtime rules for small business would be welcome inasmuch as a company with sales under \$500k is a very small business.

- Should Donald Trump not seek a full repeal of the overtime rules (which would put him at odds with many members of his party who have called for full repeal), the three changes to the overtime rules which we are most likely to see are: (1) an exemption for small business; (2) the elimination of the provision to automatically update the salary thresholds every three years; and (3) either a phase in or a reduction of the new salary threshold. As noted above, the second and third of these are items that have been supported by Democrats, meaning, theoretically they could get passed without much of a fight from the left (though they might face opposition from an all or nothing coalition on the right).

- It is interesting to note that during his first presidential campaign, President Obama promised to repeal many of the Bush administration regulations. However, President Obama ultimately ended up changing just a small fraction of the Bush era regulations even though the Democrats controlled the House and Senate in his first years in office.

As far as the overtime rules are concerned, the bottom line for businesses is that, if no injunction is issued next week, they should immediately prepare to comply with the new rules by December 1 by reviewing and confirming their employee classifications and should not expect the rules to revert back as soon as Donald Trump becomes president (or possibly ever).

Looking at Obama administration regulations more broadly, any regulation that has been issued since May 2016, is primed for the chopping block but any regulation issued before then will be more difficult and slow to unwind. ♦

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ON THE LEGISLATIVE FRONT

What a Trump Presidency Looks Like for the Industry

by Roy Littlefield IV
Government Affairs Assistant

Donald J. Trump will be the 45th President of the United States of America. The President-Elect plans to focus his time in office on cutting regulations, boosting energy exploration, and adopting a far more aggressive trade-enforcement posture. Trump will propose a tax plan that would boost economic growth through a series of tax cuts. He has also pledged to reverse many of President Obama's executive orders.



So what does this mean for our industry? Let's take a look at a series of issues and how they might play out under a Trump administration.

ESTATE TAX

Under current law, if you die with an estate valued in excess of \$5.45 million, you pay a tax of 40% on the excess value. The Trump Plan will repeal the death tax, but capital gains held until death and valued over \$10 million will be subject to tax to exempt small businesses and family farms. To prevent abuse, contributions of appreciated assets into a private charity established by the decedent or the decedent's relatives will be disallowed.

President-Elect Trump claimed throughout his campaign that he will fully repeal this tax. With a Republican Congress, he should be able to accomplish this. Last year, the House passed a bill calling for full repeal but the Democratic controlled Senate never voted on the bill. The estate tax would have never stood a chance of passing with a newly elected Democratic Senate or President, but with the entire legislature in control by the Republicans, repeal is a real possibility once again.

CORPORATE TAXES

In terms of business taxes, corporations currently pay tax at a rate of 35%. Trump's proposal would cut the rate to 15%, while eliminating most business deductions. This would make U.S. companies more competitive in the global economy, argues Trump.

Trump also makes significant changes in the "pass through" taxation. Under current law, S corporations and partnerships do not pay entity-level tax; instead, the income is allocated to the

owners, who pay the corresponding tax at the individual level, based on the applicable individual rates laid out above. Trump in his plan, would provide a unified business rate of 15%. This means not only would corporations pay tax at that rate, but all business income – even the income earned by an individual from an S corporation, partnership, or sole-proprietorship and reported on the individual's tax return — will be subject to the same 15% rate as proposed. This is a huge change from the current tax rate of 39.6%.

TAX PLAN FOR INDIVIDUALS

As far as individual taxes, Trump highlights the following plans to benefit all Americans:

- Reduce taxes across-the-board, especially for working and middle-income Americans who will receive a massive tax reduction.
- Ensure the rich will pay their fair share, but no one will pay so much that it destroys jobs or undermines our ability to compete.
- Eliminate special interest loopholes, make our business tax rate more competitive to keep jobs in America, create new opportunities and revitalize our economy.
- Reduce the cost of childcare by allowing families to fully deduct the average cost of childcare from their taxes, including stay-at-home parents.

OBAMACARE

Trump claims that one of his first acts in office will be to repeal and replace

Obamacare. Trump believes every American deserves access to high quality, affordable healthcare, not just insurance. He adds that no person should be required to buy insurance unless he or she wants to. In many respects, Obamacare has failed on cost and quality to American citizens.

Trump calls for a patient centered healthcare system that allows families and their doctors to be primary decision makers. Trump also calls for the sale of health insurance across state lines in an attempt to increase competition and lower costs. To add, Trump's system would allow individuals to fully deduct health insurance premium payments from their tax returns under the current tax system. It would also allow individuals to use Health Savings Accounts (HSAs). In addition, it would require price transparency from all healthcare providers, especially doctors and healthcare organizations like clinics and hospitals. His plan would also Block-grant Medicaid to the states.

Trump states that by following free market principles and working together to create sound public policy, this will broaden healthcare access, make healthcare more affordable and improve the quality of the care available to all Americans.

ENERGY

President-Elect Trump wants to make America energy independent. He hopes to create millions of jobs with the changes in regulations towards the energy sector. Trump hopes to unleash an energy revolution that American will be able to thrive off of.

Trump outlines the following energy proposals as part of his plan:

- Rescind all job-destroying Obama executive actions. Mr. Trump will reduce and eliminate all barriers to responsible energy production, creating at least a half million jobs a year, \$30 billion in higher wages, and cheaper energy.
- Encourage the use of natural gas and

other American energy resources that will both reduce emissions but also reduce the price of energy and increase our economic output.

- Open onshore and offshore leasing on federal lands, eliminate moratorium on coal leasing, and open shale energy deposits.
- Become, and stay, totally independent of any need to import energy from the OPEC cartel or any nations hostile to our interests.
- Unleash America's \$50 trillion in untapped shale, oil, and natural gas reserves, plus hundreds of years in clean coal reserves.

These plans, hope to make America a leader and top producer in energy so that the country can be self-sustaining.

INFRASTRUCTURE/HIGHWAY FUNDING

In his victory speech for President, Trump claimed that we must rebuild America's infrastructure. He said this must start with our roads, bridges, tunnels, airports, railroads, ports and waterways, and pipelines. Trump plans to pursue an "America's Infrastructure First" policy that supports investments in transportation, clean water, a modern and reliable electricity grid, telecommunications, security infrastructure, and other pressing domestic infrastructure needs. Trump has called for flexibility to the states to use funds as they see fit, rather than the federal government deciding.

He hopes to create thousands of new jobs in construction, steel manufacturing, and other sectors to build the transportation, water, telecommunications and energy infrastructure needed to enable new economic development in the U.S., all of which will generate new tax revenues. In addition, Trump aims to leverage new revenues and work with financing authorities, public-private partnerships, and other prudent funding opportunities.

In connecting the energy, he wants to approve private sector energy infrastructure projects – including pipelines and coal export facilities – to better connect American coal and shale energy production with markets and consumers.

Trump understands that although Congress passed a five-year highway bill last year, more money for infrastructure will be needed before that time and there are many more looming projects that still need money or are underfunded. Trump appears to make infrastructure a cornerstone of his presidency and an ingredient for reviving the American economy.

REGULATION

Trump recognizes the burdensome effects over-regulation is having on American businesses and in his campaign offered to curb regulations by 80%. Last year, OSHA conducted over 40,000 inspections on businesses and we hope for this to be drastically reduced under a Trump administration.

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Trump plans to cut regulations by doing the following:

- Ask all department heads to submit a list of every wasteful and unnecessary regulation which kills jobs, and which does not improve public safety, and eliminate them.
- Reform the entire regulatory code to ensure that we keep jobs and wealth in America.
- End the radical regulations that force jobs out of our communities and inner cities. We will stop punishing Americans for working and doing business in the United States.
- Issue a temporary moratorium on new agency regulations that are not compelled by Congress or public safety in order to give our American companies the certainty they need to reinvest in our community, get cash off of the sidelines, start hiring again, and expanding businesses. We will no longer regulate our companies and our jobs out of existence.
- Cancel immediately all illegal and overreaching executive orders.
- Eliminate our most intrusive regulations, like the Waters of the U.S. Rule. We will also scrap the EPA's so-called Clean Power Plan which the government estimates will cost \$7.2 billion a year.
- Decrease the size of our already bloated government after a thorough agency review.

MARKETPLACE FAIRNESS

President-Elect Trump appears to support Marketplace Fairness based off statements he has made. Trump claims: "Amazon doesn't pay tax... And a lot of people think Amazon should be paying tax, and they're not, and they're destroying department stores and retailing all over the country..." This signals Trump would support legislation to tax merchandise purchased online – a philosophy House Republicans have fought against as they have seen such an act as a tax increase.



In closing, if Trump can find a way to work with Republicans in the House and Senate, he has the opportunity to accomplish great change in his time as President. Given that the Republicans will hold a majority in the House, Senate, and control the Presidency, they have the opportunity to reshape many policies that were enacted over the last eight years. Trump has an aggressive game plan for his first 100 days in office, but he must have cooperation with Congress to accomplish these tasks.

President-Elect Trump will change the American political landscape at home and abroad on his mission to "Make America Great Again." ♦

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KIRK'S KORNER

Member Update

by Kirk McCauley
Director of Member Relations & Government Affairs

UNDERGROUND STORAGE TANK (UST) COMPATIBILITY

In April, MDE sent out letters to 81 locations representing 245 UST's to show certification that their tanks were compatible with ethanol blends-fuels. The list was reduced to 79 facilities and 240 tanks through investigation on tank records. Looking for certification on a 35 year-old tank is not good odds. MDE cited leakage problems and paper thin tanks when pulled for replacement.

About the same time, we started hearing from insurance brokers that 40 years would be the oldest tank they would insure – fiber glass or steel. I guess with enough premiums you might find an insurer, but the cost would probably be very high.

WMDA met with MDE and MDE said their intent was not to shut anyone down, but to put locations on notice that they needed to come up with a replacement plan and possibly an enhanced inspection cycle until replaced. Tank owners should go to MDE UST website to check if the information is correct on their UST's (<http://mes-mde.mde.state.md.us/FacilitySummary/default.aspx>).

When buying a location, age should be your #1 question and you can go the above website and put in any of the fields to find the age of UST's. By Maryland law, all UST's must be registered on this website.

OPERATOR TRAINING

Operator training is a problem in all classes – A, B, and C. Numbers are better than in the past, but still high. There are 92 violations in A, 93 in B and 103 in C in the last year. Every employee should have a C license and a completed C operator training form they signed and also signed by the A or B licensee that trained them.

The other infractions in operator training are written instruction on emergency shut down, how to respond to equipment alarms and warnings, how to respond to product release or suspected release and a list of emergency contacts to call. Employees must have access to this and should also sign off that they understand the procedure. Do not leave yourself open to heavy fines and liability issues.

TRAINING DAY MARCH 4

The CAR committee is working hard on Training Day and has already lined up some of the top trainers in the country. See Kevin Rohlwing's article on pages 10-11 in this issue and save the date for a great day of training for techs and owners.

LEGISLATION 2017

WMDA/CAR needs a list of members that we can call to testify on issues about business and the cost of doing business; how the cumulative effect of bills enacted or proposed is hurting small business; sick leave; minimum wage; predictability scheduling; taxes on products we sell; price control bills; and the list goes on.

I testified when I was a dealer, but I'm just a hired gun now. Nobody tells your story better than you. Let me know if you would be willing to come to Annapolis. Most of these bills affect repair shops, service stations and convenience stores.

LOTTERY UPDATE

I had a meeting with Maryland Lottery and Gaming Control Director Gordon Medenica and he stated contrary to some talk around town they are not looking to put the lottery on line. In talking to him he explained how and why that rumor got started but was not true. We will keep our sensors on high alert, but I do believe he told us straight.

Merry Christmas and Happy Holidays to all – Kirk. ◆

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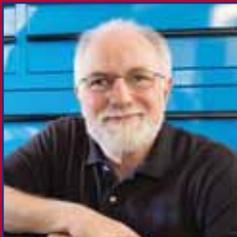
TRAINING DAY 2017 SETS A NEW STANDARD

by Kevin Rohlwing
WMDA Staff

Training Day 2017 features two of the industry's leading experts in automotive repair and maintenance: Ron Ipach and Dan Marinucci.



Ron Ipach is a Marketing and Management Expert with Repair Shop Coach.



Dan Marinucci is an Electrical Testing Specialist and Industry Journalist.

I have been an educator in the tire industry for the past 20 years and the WMDA/CAR Training Day has been there for most of it. I can remember the first one I did well over a decade ago when Roy Littlefield III invited me to conduct a seminar on tires when I was living in Louisville, Kentucky. I expected a few people would be interested, but was pleasantly surprised by how many service stations (at the time) showed up. It was obvious that the Association was on to something.

Fast forward 10+ years and now I'm playing a different role with Training Day and I couldn't be more excited. The CAR group has put together an amazing lineup of seminars for owners, managers and technicians. Everyone in the automotive repair or maintenance industry will get a lot out of the information that will be shared on March 4, 2017 from 9:00 a.m. 4:00 p.m. at the Community College of Baltimore County (CCBC) – Catonsville. CCBC is centrally located just 7 miles from BWI airport south of Baltimore. The Automotive Technology program at CCBC is one of the best in the country and we are fortunate to have access to a world-class facility and some of their instructors.

Training Day 2017 features two of the industry's leading experts in automotive repair and maintenance: Ron Ipach and Dan Marinucci. Ron Ipach has worked with more than 6,237 shop owners over the past 20 years to help them attract new customers and keep the best ones. His proven Five-Touch Customer Retention System and Car Count 2.0 strategies have helped thousands of repair shop owners and WMDA/CAR has him locked down for Training Day 2017. Ron is nationally

recognized as an expert on increasing car count and his 3-hour presentation is certain to provide a number of different strategies that owners and managers can use to grow their business.

Dan Marinucci has been a monthly columnist for *MOTOR Magazine* since 1989 and has written a bi-monthly automotive service column for *Tire Business* for the past 27 years. Dan specializes in electrical testing and his 6-hour class on oscilloscopes provides practical tips that can be applied to any digital scope, including how to distinguish between good and bad patterns. This valuable diagnostic tool can save time and make money in the right hands if the technician knows how to conduct

TRAINING DAY SEMINARS

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- Next-Gen Car Count Strategies to Keep Your Bays Full – Ron Ipach
- Create Your Shop's WIN Numbers

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- The Art of the Courtesy Check

FOR TECHS

- Essential Oscilloscope Know How – Dan Marinucci
- Maryland State Inspection
- Basic Electrical
- Advanced TPMS Diagnostics

For more information, contact Vickie Clancy at vclancy@wmda.net or 301-390-0900, ext. 101.

Visit www.wmda.net to download a registration form.



Company sponsored table top displays will once again be featured for attendees during Training Day 2017.

and interpret the test results. Dan has been teaching technical seminars like the one he will be conducting on oscilloscopes in 38 states and cities across Canada since 1993, so we are lucky to have him.

But Training Day has always been about having something for everyone so the rest of the seminars balance out a jammed packed schedule. The Automotive Training Institute (ATI) is scheduled to deliver two sessions, one for owners and managers on using WIN numbers to create goals and metrics so the staff can work towards the same goals as management and another for owners, managers and technicians on team building.

The folks at Jasper will be conducting a class on the J2534 tool and what it can do for automotive repair shops and there will be a session on the art of the courtesy check that shows how technology can be leveraged to increase ARO and improve customer retention.

I will be teaching a class on advanced TPMS diagnostics to help technicians and managers understand some of the problem vehicles and the steps that can be take to make the TPMS operational after a tire change, rotation, or sensor replacement. TPMS isn't going anywhere and while it is becoming more simple, there are still a number of different vehicles that can create problems, so everyone that sells and services tires will learn something.

CCBC-Catonsville has been an excellent partner over the years and they will be providing two sessions: Basic Electrical and Maryland State Inspection. Basic Electrical is a 6-hour class designed for technicians who need a better understanding of electrical systems in late-model domestic and foreign automobiles. It's a great class for young technicians on the way up and an excellent refresher for experienced techs who want to

keep up with technology. The Maryland State Inspection class is quite simply the best opportunity to become a licensed state inspector you will find. This 6-hour class is the best preparation for the exam.

WMDA/CAR Training Day 2017 is not your father's training day. We are bringing in nationally recognized professional speakers and some of the area's leading industry experts to provide the most up-to-date information for repair shop owners, managers and technicians. We have a centrally located facility with easy access to I-95, so the training is accessible. And at \$139 for the first registrant and \$129 for each additional registrant, WMDA/CAR members have the best value in educational programs anywhere in the country. Registration covers morning and afternoon seminars (with an additional fee for the Oscilloscope workbook) as well as a continental breakfast, morning and afternoon breaks, and a new HOT LUNCH! That's right, we have done away with the old box lunch and Training Day 2017 will feature a hot buffet lunch. I can hear the cheering already.

March 4, 2017 is still a few months away, but it's not too early to start making plans to attend Training Day 2017. A complete listing of seminars with descriptions and speakers will be included in the next newsletter along with registration forms and other important information, so stay tuned! We are going to set a new standard for automotive aftermarket training and education in the Mid-Atlantic region and hope you can take advantage of everything that Training Day 2017 has to offer. ♦

Save the Date
WMDA/CAR Training Day
March 4, 2017 • 9:00 a.m.-4:00 p.m.
Community College of
Baltimore County - Catonsville
Training for owners, managers & technicians in
Baltimore, MD from the industry's leading experts.

Member-Rates:
 \$139.00 First Registrant
 \$129.00 Each Additional Registrant

Non-Member Rates:
 \$169.00 First Registrant
 \$159.00 Each Additional Registrant

*Wishing all
our members
a Great
Holiday Season
and best wishes
for a
Happy New Year
from all your
friends at
WMDA/CAR!*

CAR
Council of Automotive Repair
A Division of the WMDA



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www.petromg.com

PMIG

Contact Jeff Erskine
410-456-5108

2016-2017 WMDA/CAR BUYERS' GUIDE

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P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

MTD Services, Inc.

10939-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmler@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

AIR CONDITIONING SERVICE EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
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Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

ALIGNMENT & WHEEL BALANCING EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

Hunter Engineering Company

8576 Doncaster Road
Easton, MD 21601
Pete Loglisci
Phone: (215) 431-6118
Email: ploglisci@hunter.com

MTD Services, Inc.

10939-B Philadelphia Road
White Marsh, MD 21162
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Toll Free: (800) 419-4437
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Fax: (410) 335-4488
Email: gmler@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

AUTOMOTIVE PARTS SUPPLIER

Parts Authority

6335 Chillum Place, N.W.
Washington, DC 20011
Pedro Leyton
Phone: (202) 829-0315
Email: pleyton@partsauthority.com
Website: www.partsauthority.com

WMDA/CAR
Endorsed Program

AUTOMOTIVE SERVICE EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
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Fax: (410) 414-3784
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Website: www.chesautoequip.com

ATM MACHINES

First Merchant Services

P.O. Box 34
Spencerville, MD 20868-0034
Daniel Cohen
Toll Free: (866) 511-4FMS (4367)
Phone: (301) 421-4111, ext. 105
Fax: (301) 384-3043
Email: dcohen@firstmerchant.us

WMDA/CAR
Endorsed Program

Intelicom, Inc.

P.O. Box 4504
Leesburg, VA 20177
Larry Shapero
Phone: (703) 777-4025
Fax: (703) 777-4024
Email: intelicom@verizon.net

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BODY & FRAME EQUIPMENT

Chesapeake Automotive Equipment

P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

BRAKE DRUMS & DISC LATHES

Chesapeake Automotive Equipment

P.O. Box 1030
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Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
Website: www.chesautoequip.com

BUSINESS MANAGEMENT SERVICES

Automotive Training Institute (ATI)

8611 Larkin Road, Suite 200
Savage, MD 20763
CJ Frederick
Phone: (301) 498-8083
Fax: (301) 498-9088
Email: cjfrederick@automotivetraining.net

CAR WASH CHEMICALS

Maryland Pump & Tank, Inc.

2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com

CAR WASH EQUIPMENT

Maryland Pump & Tank, Inc.

2512 Erick Street
Baltimore, MD 21230
Mike Schammel
Phone: (410) 837-0770
Fax: (410) 547-0373
Email: mjschammel@mdpumpandtank.com
Website: www.mdpumpandtank.com

MTD Services, Inc.

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 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

CHECK ACCEPTANCE & GUARANTEE SERVICE

First Merchant Services



P.O. Box 34
 Spencerville, MD 20868-0034
 Daniel Cohen
 Toll Free (866) 511-4FMS (4367)
 Phone: (301) 421-4111, ext. 105
 Fax: (301) 384-3043
 Email: dcohen@firstmerchant.us

CONVENIENCE STORE WHOLESALER

Century Distributors, Inc.



15710 Crabbs Branch Way
 Rockville, MD 20855
 Lori Rodman
 Phone: (301) 212-9100
 Fax: (301) 212-9681
 Email: lrodman@centurydist.com
 Website: www.centurydist.com

CREDIT CARD PROCESSING

First Merchant Services



P.O. Box 34
 Spencerville, MD 20868-0034
 Daniel Cohen
 Toll Free: (866) 511-4FMS (4367)
 Phone: (301) 421-4111, ext. 105
 Fax: (301) 384-3043
 Email: dcohen@firstmerchant.us

ELECTRICITY SUPPLIER

Sprague Operating Resources LLC

6 Industrial Way
 Eatontown, NJ 07724
 Tom Gussen
 Phone: (732) 440-0039
 Fax: (732) 518-5202
 Email: tgussen@spragueenergy.com
 Website: www.spragueenergy.com

EQUIPMENT LEASING & FINANCING

Chesapeake Automotive Equipment

P.O. Box 1030
 Chesapeake Beach, MD 20732
 Pat O'Neill
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 Fax: (410) 414-3784
 Email: pjnoneill@verizon.net
 Website: www.chesautoequip.com

INSURANCE – EMPLOYMENT PRACTICE LIABILITY

Benjamin F. Brown Insurance Agency, Inc.



304 Compton Avenue
 Laurel, MD 20707
 Benjamin F. Brown
 Berry Brown
 Phone: (301) 604-7788
 Fax: (301) 604-0044
 Email: benfbrown3@aol.com

INSURANCE – PROPERTY LIABILITY

Benjamin F. Brown Insurance Agency, Inc.



304 Compton Avenue
 Laurel, MD 20707
 Benjamin F. Brown
 Berry Brown
 Phone: (301) 604-7788
 Fax: (301) 604-0044
 Email: berry@benbrown-ins.com

INSURANCE – UNDERGROUND STORAGE TANKS

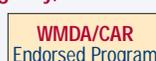
DANA Insurance & Risk Management



9-B West Ridgely Road
 Suite 100
 Timonium, MD 21093-5113
 Eric Dana
 Dave Resch
 Phone: (800) 821-1990
 Fax: (410) 821-1997
 Email: eric@dana-ins.com
 Email: dave@dana-ins.com
 Website: www.dana-ins.com

INSURANCE – WORKERS' COMPENSATION

Benjamin F. Brown Insurance Agency, Inc.



304 Compton Avenue
 Laurel, MD 20707
 Benjamin F. Brown
 Berry Brown
 Phone: (301) 604-7788
 Fax: (301) 604-0044
 Email: berry@benbrown-ins.com

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 Fax: (410) 235-8720
 Email: Kevin.Greene@carrollfuel.net
 Website: www.carrollbrandedfuels.com

Ewing Oil Company, Inc.

11949 Robinwood Drive
 Hagerstown, MD 21742-4483
 Mike Capshaw
 Phone: (301) 790-7474
 Fax: (301) 790-7474
 Website: www.ewingoil.com

Petroleum Marketing Group

12680 Darby Brooke Court
 Woodbridge, VA 22192
 Dawn Lee/David Noland
 Phone: (301) 922-7485
 Fax: (410) 510-1971
 Email: admin@petromg.com

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 217 East Redwood Street, 21st Floor
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 Peter Gunst
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 Fax: (410) 783-3530
 Website: www.agtlawyers.com

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 Bethesda, MD 20814
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 Fax: (301) 347-1520
 Email: saschwager@lercheearly.com
 Website: www.lercheearly.com

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 Rockville, MD 20850
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 Fax: (301) 279-0346
 Email: jparsons@llplawfirm.com
 Website: www.llplawfirm.com

LIFT COMPLIANCE INSPECTION

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 Fax: (410) 335-4488
 Email: contact-us@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

LIFTS & RACKS

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 Fax: (410) 335-4488
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MANAGEMENT CONSULTING

Automotive Training Institute (ATI)
 8611 Larkin Road, Suite 200
 Savage, MD 20763
 CJ Frederick
 Phone: (301) 498-8083
 Fax: (301) 498-9088
 Email: cjfrederick@automotivetraining.net

MARYLAND LIFT COMPLIANCE INSPECTION

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 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

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MTD Services, Inc.
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 Website: www.mdpumpandtank.com

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 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

Spigler Petroleum Equipment, LLC
 125 Airport Drive, Suite 36
 Westminster, MD 21187
 Jeff Brooks
 Phone: (443) 471-7600
 Fax: (301) 739-8304
 Email: jbrooks@spiglerpetroleum.com
 Website: www.spiglerpetroleum.com

PIPE BENDERS

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SERVICE STATION MAINTENANCE & REPAIR

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 Website: www.mdpumpandtank.com

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 Fax: (410) 335-4488
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 Fax: (301) 739-8304
 Email: jbrooks@spiglerpetroleum.com
 Website: www.spiglerpetroleum.com

STATE INSPECTION BAY EQUIPMENT

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 Pat O'Neill
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 Fax: (410) 335-4488
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 Website: www.mtdservicesinc.biz/contact-us.html

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 Fax: (410) 547-0373
 Email: mjschammel@mdpumpandtank.com
 Website: www.mdpumpandtank.com
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 125 Airport Drive, Suite 36
 Westminster, MD 21187
 Jeff Brooks
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 Fax: (301) 739-8304
 Email: jbrooks@spiglerpetroleum.com
 Website: www.spiglerpetroleum.com

TANK REMOVAL & ABANDONMENT

Maryland Pump & Tank, Inc.
 2512 Erick Street
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 Mike Schammel
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 Fax: (410) 547-0373
 Email: mjschammel@mdpumpandtank.com
 Website: www.mdpumpandtank.com

TIRE CHANGERS

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 Chesapeake Beach, MD 20732
 Pat O'Neill
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 Fax: (410) 414-3784
 Email: pjnoneill@verizon.net
 Website: www.chesautoequip.com

TIRE SUPPLIER

Tire Distributors Inc.
 11503 B Pocomoke Court
 Middle River, MD 21220
 Don Schroeder
 Phone: (800) 339-8464
 Email: dons@tire-distributors.com

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 Chesapeake Beach, MD 20732
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 Fax: (410) 414-3784
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 Website: www.chesautoequip.com

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 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

TRASH & RECYCLING SERVICE

Premier Waste Group
 P.O. Box 851
 Annapolis, MD 21404
 Ian Djuric
 Phone: (410) 490-3769
 Email: premierwaste6@gmail.com



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 10939-B Philadelphia Road
 White Marsh, MD 21162
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 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

WASTE OIL HEATERS

MTD Services, Inc.
 10939-B Philadelphia Road
 White Marsh, MD 21162
 Gary Miller
 Toll Free: (800) 419-4437
 Phone: (410) 335-6262
 Fax: (410) 335-4488
 Email: gmiller@mtdservicesinc.com
 Website: www.mtdservicesinc.biz/contact-us.html

WEBSITE DESIGN & MANAGEMENT

Net Driven
 201 Lackawanna Avenue
 Scranton, PA 18503
 Jon Napoli
 Phone: (877) 860-2005, ext. 289
 Email: jnapoli@getnetdriven.com
 Website: www.netdriven.com
 Matt Czelej
 Phone: (570) 207-2005, ext. 305
 Email: mczelej@netdriven.com
 Website: www.netdriven.com





WMDA/CAR ENDORSED Membership Benefits & Services Providers

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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Intelcom, Inc.
Larry Shapero
1-877-666-6269
Email: intelcom@verizon.net

AUTO PARTS SUPPLIER

Parts Authority Auto Parts Superstores

Parts Authority
Stan Bailey
202-829-6315
Email: sbailey@partsauthority.com

CASTROL BUYING PROGRAM – BULK OIL AND PREMIUMS



PPC Lubricants
Gene Nace
1-717-215-7253
Email: gnace@ppclubricants.com

CONVENIENCE STORE PRODUCTS



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

CREDIT CARD PROCESSING



First Merchant Services
Dan Cohen
1-866-511-4367, ext. 105
Email: dcohen@firstmerchant.us

CREDIT UNION



NASA Federal Credit Union
1-888-627-2328
Email: support@nasafcu.com
Website: www.nasafcu.com

ELECTRICITY PROGRAM



Sprague Energy (MAAGIC)
Tom Gussen
732-440-0039
Fax: 732-440-0031
Email: tgussen@spragueenergy.com

INSURANCE – LIABILITY, WORKERS' COMP, HEALTH INSURANCE

*Benjamin F. Brown
Insurance Agency*



Benjamin F. Brown Insurance Agency/
UTICA/Meadowbrook
Ben Brown or Berry Brown
1-800-861-3434
Email: berry@benbrown-ins.com

INSURANCE – MEDICARE, LONG TERM CARE, FINAL EXPENSE



HTA Financial Services
Tracy Russo, CLTC
610-430-6650
Fax: 610-430-6652
Email: trusso@HTAfinancial.com

INSURANCE: SUPPLEMENTAL



Aflac
Sarah Lewis
301-633-2790
Email: slewis@benassurance.com

INSURANCE – UNDERGROUND STORAGE TANK



DANA Insurance & Risk Management
Eric Dana
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Email: eric@dana-ins.com

LEGAL SERVICES



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Email: jparsons@llplawfirm.com

Peter Gunst
Astrachan Gunst Thomas
410-783-3542
Email: pgunst@agtlawyers.com

LEGISLATIVE & REGULATORY INFORMATION



WMDA/CAR
Kirk McCauley
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Email: kmccauley@wmda.net

TRASH/DUMPSTER BROKER



Premier Waste Group
Ian Djuric
410-490-3769
Email: premierwaste6@gmail.com

WEBSITE DESIGN & MANAGEMENT



Net Driven
Jon Napoli
1-877-860-2005, ext. 289
Email: jnapoli@getnetdriven.com

LET YOUR MEMBERSHIP WORK FOR YOU!

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Since 1926, we've been providing our customers with quality products and services, getting them where they need to go and making memories along the way. Today, our comprehensive portfolio of brands offers the perfect blend of solutions to maximize sales and profitability.

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