

THE WMDA/CAR ANNUAL MEMBERSHIP DIRECTORY & BUYERS' GUIDE

Once again in 2017-18, 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.

ASSOCIATE MEMBERS

AAA Mid-Atlantic
Bruce Rowling
1 River Place
Wilmington, DE 19801
Telephone: (302) 299-4110
Fax: (302) 230-2770
Email: brawling@aaamidatlantic.com
Website: www.aaa.com

Advantage Environmental Consultants, LLC
Tony Rubino, P.E.
8610 Washington Boulevard, Suite 217
Jenico, MD 20794
Telephone: (301) 776-0500
Fax: (301) 776-0500
Email: anrubino@aec-env.com
Website: www.aec-env.com

Affac Independent Associate
Jim Glover
842 Thicket Court
Odenton, MD 21113
Telephone: (843) 685-7787
Fax: (858) 602-5919
Email: j.glover@us.affac.com
Website: www.affac.com

AMT Automotive Equipment
Michael Nowakowski, Jr.
601 Back River Neck Road
Baltimore, MD 21221
Telephone: (888) 249-6766
Fax: (888) 249-6766
Email: mnowakow@amtauto.com
Website: www.amtauto.com

Air and Vac Services, Inc.
Nick Scrimace
6613 Goswender Court
Frederick, MD 21703
Telephone: (888) 621-7800

ARI-Serv Group, LLC
Tracy Odles
10950 Lee Visa Boulevard #101
Orlando, FL 32829
Telephone: (407) 243-6744
Fax: (407) 243-6744
Website: www.ari-serv.com

Alfa-Tronics
Ralf Hillstrand
2212A Saylor's Pond Road
P.O. Box 250
Jobtown, NJ 8041
Telephone: (609) 724-0024
Fax: (609) 724-0025
Email: ralfh@alfatronics.us
Website: www.alfatronics.us

Automastertraining.com
Gary S. Smith
P.O. Box 371474
Key Largo, FL 33037
Telephone: (305) 505-1453
Email: mefind@automastertraining.com
Website: www.automastertraining.com

Automotive Management Solutions
Scott Thorley
118 Salem Towne Court
Apex, NC 27502
Telephone: (919) 363-6234
Fax: (919) 363-6237
Email: office@amswriter.com
Website: www.amswriter.com

Automotive Training Institute (ATI)
Chris Frederick
705 Digital Drive, Suite V
Linthicum Heights, MD 21090
Telephone: (301) 498-8083
Fax: (301) 498-9087
Email: office@autotraining.net
Website: www.autotraining.net

B & B Financial Services, LLC
Tony Scrago
P.O. Box 9
Woodstock, MD 21163
Telephone: (410) 265-0008
Fax: (410) 461-1772
Email: tony@bandbfinancial.com
Website: www.bandbfinancial.com

Benjamin F. Brown Insurance Agency, Inc.
Benjamin F. Brown
304 Compton Avenue
Laurel, MD 20797
Telephone: (301) 604-7788
Fax: (301) 604-0044
Email: berryf@brown-ins.com

Brandywine Automotive Centers
Woody Meinhardt
P.O. Box 68
Brandywine, MD 20613
Telephone: (301) 372-1100
Fax: (301) 372-1500
Website: www.brandywine.com

Carroll Motors
Tom G...
271...
15710 G...
Rockville, MD 20850
Telephone: (301) 212-9601
Fax: (301) 212-9601
Email: tom@centurydistrib.com
Website: www.centurydistrib.com

Cheapeake Automotive Equipment
Pat O'Neill
P.O. Box 1030
Cheapeake Beach, MD 20732
Telephone: (800) 604-9652
Fax: (410) 414-3784
Email: gmoneil@verizon.net
Website: www.chesautoequip.com

Clean Fuels Associates, Inc.
Christen Dahby
7284 Edgewood Road, Building A, Suite 100
Annapolis, MD 21403
Telephone: (410) 757-7577, ext. 606
Fax: (410) 757-9034
Email: cdahby@cleanfuelsassociates.com
Website: www.cleanfuelsassociates.com

CNR Insurance, Inc.
Stacey Nicholson
166 West Street
Annapolis, MD 21401
Telephone: (443) 321-0175
Fax: (410) 897-5957
Email: stacey@cnrinsurance.com
Website: www.cnrinsurance.com



BUYERS' GUIDE

AIR COMPRESSORS & ACCESSORIES

Cheapeake Automotive Equipment
P.O. Box 1030
Cheapeake Beach, MD 20732
Pat O'Neill
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtservicesinc.com
Website: www.mtservicesinc.biz/contact-us.html
See ad page 2

MTD Services, Inc.
10509-B Philadelphia Road
White Marsh, MD 21162
Gary Miller
Tel Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtservicesinc.com
Website: www.mtservicesinc.biz/contact-us.html
See ad page 2

Parts Authority
6335 Chillum Place, N.W.
Washington, DC 20011
Pedro Leyton
Phone: (202) 829-0315
Email: playton@partsauthority.com
Website: www.partsauthority.com
See ad inside Front Cover

AIR CONDITIONING SERVICE EQUIPMENT

Cheapeake Automotive Equipment
P.O. Box 1030
Cheapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: gmoneil@verizon.net
Website: www.chesautoequip.com
See ad page 2

ALIGNMENT & WHEEL BALANCING EQUIPMENT

Cheapeake Automotive Equipment
P.O. Box 1030
Cheapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: gmoneil@verizon.net
Website: www.chesautoequip.com
See ad page 2

Hunter Engineering Company
8576 Decoster Road
Easton, MD 21601
Pete Logiaci
Phone: (203) 431-6118
Email: petelogiaci@hunter.com

ATM MACHINES

First Merchant Services
P.O. Box 34
Spencerville, MD 20686-0034
Daniel Cohen
Tel Free: (866) 511-4845 (x307)
Phone: (301) 421-4111, ext. 100
Fax: (301) 384-3043
Email: dcohen@firstmerchant.us
Website: www.mdpumpandtank.com
See ad page 60

Intellicon, Inc.
P.O. Box 4504
Lansburg, VA 20177
Larry Shapers
Phone: (703) 777-4025
Fax: (703) 777-4024
Email: info@intellicon.net
See ad page 30

BODY & FRAME EQUIPMENT

Cheapeake Automotive Equipment
P.O. Box 1030
Cheapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: gmoneil@verizon.net
Website: www.chesautoequip.com
See ad page 2

BRAKE DRUMS & DISC LATHES

Cheapeake Automotive Equipment
P.O. Box 1030
Cheapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: gmoneil@verizon.net
Website: www.chesautoequip.com
See ad page 2

BUSINESS MANAGEMENT SERVICES

Automotive Training Institute (ATI)
1611 Larkin Road, Suite 200
Savage, MD 20763
CJ Frederick
Phone: (301) 498-8083
Fax: (301) 498-8088
Email: cjfrederick@automotivetraining.net
See ad page 54

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
See ad page 49

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
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ABOVE: Sample Associate Members Page

RIGHT: Sample Buyers' Guide Page



2017-2018 WMDA/CAR MEMBERSHIP DIRECTORY & BUYERS' GUIDE

ADVERTISING REQUIREMENTS & RATES



The Washington, Maryland, Delaware Service Station and Automotive Repair Association (WMDA), will be printing its **31st annual WMDA/CAR Membership Directory & Buyers' Guide** shortly. The WMDA/CAR Membership Directory & Buyers' Guide is a tremendous service to all WMDA/CAR members and non-members that own service stations, repair shops, car washes, convenience stores, tire facilities and other related businesses in a tri-state area including Maryland, the District of Columbia and Delaware. The WMDA/CAR Membership Directory & Buyers' Guide is considered the "One Book" of information for the service station and automotive industry. It is also the most resourceful and effective advertising tool that works on your behalf all year.

The WMDA/CAR Membership Directory & Buyers' Guide is sent to over 900 WMDA/CAR members, non-members and new members monthly as they join the Association. The Membership Directory & Buyers' Guide is also used as the primary source of information on the Service Station and Automotive Repair Consumer Hotline.

The WMDA/CAR Membership Directory & Buyers' Guide is setup into two sections – the Membership Directory and the Buyers' Guide:

- **The Membership Directory** lists service station and automotive repair shop owners, as well as suppliers who provide products and/or services to the service station and automotive repair industry. Membership Directory listings include contact names, company names, addresses, phone numbers, fax numbers, websites and email addresses.
- **The Buyers' Guide** is broken down into over 100 category listings from accounting to windshield repair. Category listings allow your company to be listed under the category that best describes your products and/or services. The Buyers' Guide puts you right at the fingertips of the service station and automotive industry. Category Listings include contact names, company names, addresses, phone numbers, fax numbers, websites and email addresses.

Receive **Unlimited Category Listings** with any size ad! Contact LaKisha Pindell with any questions at lpindell@wmda.net, 301-390-0900, ext. 104.

AD CLOSING DATES:

The deadline for space reservations is Friday, July 14, with all ad copy to follow by Friday, July 21.

MECHANICAL REQUIREMENTS:

All ads must be submitted in 300 dpi tif, eps or jpg file formats, or as print-quality pdf files, on disk or via email to lpindell@wmda.net. **Print-quality pdf files are the preferred format for submitting ads.** All text and ad copy will be printed on white paper in black ink. Full color ads will only be available on the back cover, inside front cover and inside back cover. All ads must fit the required dimensions specified in the WMDA/CAR Member Advertising Rates section. Production services to design ads is available. Free estimates of ad production cost are available upon request.

COLOR ADVERTISING RATES FOR WMDA/CAR MEMBERS:

<u>Dimensions (width x height)</u>	<u>Ad Cost</u>
Back Cover – 7 3/4" x 5 1/4"	\$1,250.00
(Back cover price includes color display ad inside Directory)	
Inside Front Cover – 8 1/2" x 11"	950.00
Inside Back Cover – 8 1/2" x 11"	950.00
Full Page – 8 1/2" x 11"	750.00
Half Page – (V) 3 3/4" x 9 3/4"	625.00
Half Page – (H) 7 3/4" x 5"	625.00
One Third Page – (V) 2 1/4" x 9 3/4"	475.00
One Third Page – (H) 7 3/4" x 3 1/2"	475.00
One Fourth Page – (H) 5" x 3 3/4"	375.00
One Fourth Page – (V) 3 3/4" x 5"	375.00
Business Card – 3 1/2" x 2"	250.00
Category Listing Only	130.00
Each Additional Category Listing	30.00

All inside cover and full page ads:

- Trim Size – 8 1/2" x 11"
- Bleed Size – 8 3/4" x 11 1/4"

WMDA/CAR non-member advertisers must add 20% to member rates.

NOTE:

Associate Membership dues must be renewed for 2017 to receive the member rate.

ADVERTISING RESPONSIBILITY:

All advertisements are accepted and published upon representation that the advertiser and/or agency is authorized to publish the entire contents and subject matter. In consideration of the publisher's acceptance of such advertisement for publication the advertiser and/or agency will indemnify and save the publisher from and against any loss of expense resulting from claims or suits for libel, violation or right of privacy, plagiarism and instructions which conflict with the provisions of these specifications.

ADVERTISING CONDITIONS:

All advertising is subject to review by WMDA/CAR staff. No advertisement shall be accepted for inclusion in the Membership Directory & Buyers' Guide if such advertisement is deemed by WMDA/CAR in its sole discretion to be deceptive, misleading, inappropriate, or in conflict with a WMDA/CAR Endorsed Program. WMDA/CAR shall have no liability for the rejection of any advertisement. WMDA/CAR and its officers, directors and employees have no liability in connection with the rejection of any advertisement.

TO VALIDATE ADVERTISING AGREEMENT:

Sign and return Advertising Agreement to WMDA at the address below or fax to 301-390-3161. Contact LaKisha Pindell at lpindell@wmda.net or 301-390-0900, ext. 104, with any questions or if you would like last year's ad copy sent to you.

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ADVERTISING AGREEMENT

**Contact information will appear in the Buyers' Guide & Associate Member Section.
Please type or print clearly. Fax form to 301-390-3161 or email to lpindell@wmda.net.**

Name: _____
 Company: _____
 Address: _____
 Phone: _____

Reservation Date: _____
 Contact (to appear in listing): _____
 City/State/Zip: _____
 Email: _____

- I would like to place an ad:
 Ad size: _____ Horizontal Vertical
 Continue last year's ad and/or listing(s) without any changes.
 Continue last year's ad and/or listing(s) with the following changes:

One complimentary Category Listing with any size ad.
 Please list category: _____

- I would like to be listed under additional Category Listing(s). Each additional Category Listing is \$30.00. Additional addresses and/or contact persons are considered separate listings. Please indicate categories by checking box(es) below.
 I will not be submitting an ad. I would like to be listed by category only. The first category listing is \$130.00. Each additional category listing is \$30.00. Additional addresses and/or contact persons are considered separate listings. Please indicate categories by checking box(es) below.

ADVERTISING/CATEGORY LISTING(S) COSTS:

Ad Cost	\$ _____
Additional Category Listing(s)	\$ _____
Category Listing(s) Only	\$ _____
Total Balance Due	\$ _____

- METHOD OF PAYMENT:**
- Bill Me Check Enclosed (payable to WMDA)
 Visa MasterCard American Express
 Account #: _____
 Expiration Date: _____ CW Code: _____
 Signature: _____
 or Electronic Signature:
 Checking this box is my Electronic Signature and payment Authorization.

CATEGORY LISTING INDEX

- | | | |
|---|---|---|
| <ul style="list-style-type: none"> <input type="checkbox"/> Air Compressors & Accessories <input type="checkbox"/> Air Conditioning Service Equipment <input type="checkbox"/> Alignment & Wheel Balancing Equipment <input type="checkbox"/> Antifreeze (Used) Pick Up <input type="checkbox"/> ATM Machines <input type="checkbox"/> Automotive Parts & Service Equipment <input type="checkbox"/> Automotive Parts Supplier <input type="checkbox"/> Body & Frame Equipment <input type="checkbox"/> Brake Drums & Disc Lathes <input type="checkbox"/> Business Management Services <input type="checkbox"/> Car Wash Chemicals <input type="checkbox"/> Car Wash Equipment <input type="checkbox"/> Check Acceptance & Guarantee Service <input type="checkbox"/> Convenience Store Wholesalers <input type="checkbox"/> Credit Card Processing <input type="checkbox"/> Diagnostic Testing Equipment <input type="checkbox"/> Electrical & Lighting Services <input type="checkbox"/> Environmental Consulting Services <input type="checkbox"/> Equipment Leasing & Financing <input type="checkbox"/> Fuel Injection Cleaning Systems <input type="checkbox"/> Insurance-Employment Practice Liability <input type="checkbox"/> Insurance-Pollution | <ul style="list-style-type: none"> <input type="checkbox"/> Insurance-Property Liability <input type="checkbox"/> Insurance-Underground Storage Tanks <input type="checkbox"/> Insurance-Workers' Compensation <input type="checkbox"/> Investment <input type="checkbox"/> Jobbers/Distributors – Diesel, Gasoline, Heating Oil & Kerosene <input type="checkbox"/> Legal Service <input type="checkbox"/> Lifts & Racks <input type="checkbox"/> Lubrication Equipment <input type="checkbox"/> Management Consulting <input type="checkbox"/> Maryland Lift Compliance Inspection <input type="checkbox"/> Maryland Safety Inspection Equipment <input type="checkbox"/> Motor Oil Distributors <input type="checkbox"/> Oil-Used Pick Up & Recycling Service <input type="checkbox"/> Overhead Doors <input type="checkbox"/> Payroll <input type="checkbox"/> Petroleum Handling Equipment – Pumps, Tanks & Nozzles <input type="checkbox"/> Pipe Benders <input type="checkbox"/> Service Station Maintenance & Repair <input type="checkbox"/> Signs <input type="checkbox"/> State Inspection Bay Equipment | <ul style="list-style-type: none"> <input type="checkbox"/> Tank Leak Testing & Monitoring Equipment <input type="checkbox"/> Tank Removal & Abandonment <input type="checkbox"/> Tire Changers <input type="checkbox"/> Tire Equipment, Repair & Supplies <input type="checkbox"/> Tire Suppliers <input type="checkbox"/> Tool Boxes & Work Benches <input type="checkbox"/> Tools <input type="checkbox"/> Training-Automotive Services <input type="checkbox"/> Transmission Service & Equipment <input type="checkbox"/> Uniforms <input type="checkbox"/> Vacuum & Air Machines <input type="checkbox"/> Vacuum Services-Oil/Water Separators <input type="checkbox"/> Water Recycling <input type="checkbox"/> Waste Oil Heaters <input type="checkbox"/> Wheels-Auto & Truck |
|---|---|---|
- List additional categories of interest below:

