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EDITORIAL

Infrastructure Funding

by Roy Littlefield

A Trump presidency looks appealing to the business community. President Trump has pledged to cut regulations, boost energy exploration, adopt a more aggressive trade-enforcement posture, reverse many of President Obama's executive orders, cut personal and business taxes, repeal and replace Obamacare, and rebuild the nation's infrastructure.

Let's focus on the infrastructure. WMDA/CAR supported a long-term highway bill, which Congress passed – The Fixing America's Surface Transportation Act, or FAST Act, (after 36 short-term extensions) – and President Obama signed into law on December 4, 2015.

This was the first transportation bill in 17 years to fund highways for five or more years. And it was done with no new or additional industry taxes – largely maintaining current program structures. It was probably not good public policy – the Federal Reserve was raided to the tune of \$70 billion (\$51.9 billion into the highway account; and \$18.1 billion onto the mass transit account) – but there were no new tire, truck, truck parts, or motor fuel taxes.

The FAST Act authorized \$305 billion

for fiscal years 2016- 2020, generally extending highway taxes through September 30, 2022 with no changes to the tax rates.

There is not enough money in the Trust Fund to fully finance the Federal program. Thus in 2016, a series of legislative proposals were floated to address the projected shortfall.

The aging infrastructure became a leading issue in the Presidential campaign – with both candidates emphasizing the need to address this national need. President Trump called for a \$1 trillion campaign to rebuild and modernize the nation's infrastructure. It can be argued that this aggressive proposal is overdue, would be great for our industry, and would be a big jobs bill. But at this point there are few details. We are not sure if the trillion-dollar figure is for five years or 10 years. If it is for five years, it is more than triple the authorizations of the Fast Act, and we do not have the money to pay for that proposal. President Trump has not yet spelled out where the money should come from. Speaker of the House of Representatives Paul Ryan has said that this need should be addressed in the final 4-5 months of 2017, after Congress

addresses tax reform, which would include major issues such as personal and business tax reductions, LIFO repeal, sales tax on online sales, Obamacare, repeal of the estate tax, and overtime pay for salaried managers and assistant managers.

The dilemma that we, as an industry, must address, is: how do we come up with the necessary money to fund a proposal that would be good for this industry, and necessary for the country?

In the last Congress, we saw numerous proposals put forth by both legislators and by the private sector to fully fund the SMART Act. Now we have to seek realistic solutions to reach the necessary revenue to not only fund the SMART Act, but to also raise the ante by \$1 trillion.

Without Congressional action, the Highway Trust Fund will not be able to fully fund the 5-year Fast Act.

WHAT ARE THE OPTIONS?

Option #1

Raise the motor fuel tax to cover it all. Given a 5-year bill, the increase would have to be about \$10.40 a gallon.

After what happened to President George H. Bush after the 1992 election, when he raised the motor fuel tax after campaigning on a no new taxes platform, many Republican leaders shy away from a noticeable motor fuel tax increase in the first year that they control the White House and both Houses of Congress

Option #2

Raise the motor fuel tax by a more

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moderate amount, reinstate the FET on passenger tires, non-highway tires, laminated tires, and retread rubber. Then triple those taxes and the current FET on tires, truck and tractor sales, and heavy vehicle use.

Remember, the American Jobs Creation Act of 2004 changed the method of taxing tires from the graduated weight structure of prior law, to a tax based on the load capacity of the tire. The tax is set at the rate of 9.45 cents for each 10 pounds of tire load capacity in excess of 3,500 pounds. In the case of super single or bias ply tires, the tax rate was set at 4.725 cents for each 10 pounds tire load capacity in excess of 3,500 pounds.

A provision included in the Energy Tax Incentive Act of 2005 clarifies the definition of super single tires. Super singles tires are those with a width greater than 13 inches. They are "designed to replace two tires in a dual fitment," and are subject to a lower tax rate of 4.725 cents for each 10 pounds of load capacity exceeding 3,500 pounds. Under the clarification, a super single tire does not include tires designed to serve as steering tires since steering axles are not equipped with a dual fitment.

Option #3

Consider:

- Increased tolling;
- Congestion fees;
- Vehicle Miles Traveled (VMT) charges;
- National Weight Distance Tax on trucks;
- Increase private sector investment (i.e. privatization of roads and bridges);
- National Infrastructure Bank;
- Sales tax on oil producers at the wholesale level.

Today, revenues collected from the FET on tires raises less than 2% of the Highway Trust Fund receipts.

Option #4

Repatriation, which attempts to help fund the infrastructure investment while enticing U.S. corporations, which have stashed an estimated \$1.45 trillion abroad, to bring that money home.

Option #5

Repeal the LIFO accounting system for tax purposes. It is estimated that repealing LIFO would raise some \$86 billion, without "raising" any taxes. This new revenue comes in the way of retroactive taxes.

Recently Roy and I met with U.S. Congressman Lou Barletta (R-PA) to consider various legislative options.

Congressman Barletta, who serves on the Transportation and Infrastructure Committee, was one of the first members of

Congress to endorse candidate Trump. He later co-chaired Trump's Pennsylvania campaign efforts.

Congressman Barletta support President Trump's goal to spend \$1 trillion on the nation's infrastructure. He strongly believes that new and sustainable sources must be found. Republican must be flexible. He personally supports a motor fuel tax increase, but believes that Congress must consider other long-term solutions, such as VMT. He is not sure if repatriation or LIFO repeal are viable solutions because they are not sustainable. He believes that at least some of the money should be directed from the Treasury, but knows that many Republicans will balk at any proposal that will increase the national debt.

In short, while legislative leaders on both sides of the political aisle support efforts to improve and rebuild the nation's infrastructure, there is no consensus on how to do it. This lack of a consensus on the means to fund an effort that most members of Congress and most voters believe necessary, certainly impacted Speaker Ryan's decision to put off this issue until later in the year.

I urge this industry to come together and develop a position on funding. During the deliberations on the FAST Act, WMDA opposed any and all industry tax increases. Many of you came to Washington for our Lobby Day effort, to tell legislators your story on how the proposed tax increases could hurt your businesses. While we were successful then, the stakes and possible consequences are much greater now. ♦

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ON THE LEGISLATIVE FRONT

Early 2017 Federal Outlook

by Roy Littlefield IV
Government Affairs Assistant

2017 has the potential to be very positive year for WMDA/CAR members in the areas of business and tax reforms.

Donald J. Trump is now President of the United States of America. The President thus far has used executive orders to address Obamacare, cutting regulations, boosting energy exploration, and adopting a far more aggressive trade-enforcement posture.

WMDA/CAR on the federal level is currently lobbying on estate tax reform, individual tax reform, business tax reform, Obamacare repeal, infrastructure funding, and marketplace fairness.

On January 11, WMDA/CAR representatives met with U.S. Congressman Lou Barletta (R-PA) to consider legislative options to finance President Trump's major infrastructure initiative. Congressman Barletta, who serves on the Transportation and Infrastructure Committee, was one of the first members of Congress to endorse then candidate Trump, later chaired his Pennsylvania Campaign, and was recently considered for the

position of Secretary of Transportation.

Congressman Barletta is an outspoken supporter of President Trump's proposal to spend \$1 trillion on the nation's infrastructure. He believes to fully fund it, money should be directed from the Treasury, current taxes should continue, and new and sustainable taxes (such as an increase in the motor fuel tax) must be found.

As infrastructure funding begins to come to the forefront, we will need to be aware of potential taxes impacting our industry.

Early in the month, WMDA/CAR attended the State of American Energy where Jack Gerard, API President and CEO, outlined The State of American Energy and the role of the oil and natural gas industry in economic growth, job creation and energy security. Gerard spoke about America's energy independence and the



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prospects moving forward. He also spoke on the need to cut back on regulations hurting businesses and the need to invest in infrastructure.

WMDA/CAR has written to Senate Majority Leader Mitch McConnell and Senate Democratic Leader Charles Schumer urging a timely and bipartisan vote in support of the Regulatory and Accountability Act (RAA) of 2017. The House of Representatives recently passed the bill with a bipartisan vote of 238-183.

WMDA/CAR believes that federal regulations should be narrowly tailored, supported by strong and credible data and evidence, and impose the least burden possible, while implementing congressional intent.

The sole focus of the Regulatory Accountability Act is to make sure that agencies, for the costliest regulations, take the time to implement Congressional intent, not the intent of the agency. In short, it allows Congress and the public to reassert control over the federal regulatory bureaucracy by holding agencies more accountable for their decisions, and allowing for regulations that are better-tailored to achieve their purpose without unnecessary burdens on stakeholders.

We hope to see far less in the areas of regulation, as President Trump has ordered federal agencies to keep current pending regulations pending. Overreaching regulations have negatively

impacted businesses for years.

We are happy to report that U.S. Representative Patrick McHenry (R-NC) and his colleagues have reintroduced H.R. 350, the Recognizing the Protection of Motorsports Act (RPM Act) of 2017. WMDA/CAR and SEMA have worked closely on this bill. The RPM Act is cosponsored by 44 members of the U.S. House of Representatives.

The bill ensures that transforming motor vehicles into racecars used exclusively in competition does not violate the Clean Air Act. For nearly 50 years, the practice was unquestioned until the EPA published proposed regulations in 2015 that deemed such conversions illegal and subject to severe penalties. While the EPA withdrew the problematic language from the final rule making last year, the agency still maintains the practice is unlawful.

WMDA/CAR looks forward to working with Congress to enact the RPM Act and make permanent the Clean Air Act's original intention that race vehicle conversions are legal.

We will continue to update you on pending legislation at the federal level and will let you know when we may need you to come to Washington to explain to your legislators why an issue might impact your business. Thanks for the continued support.

2017 has the potential to be very positive year for WMDA/CAR members in the areas of business and tax reforms. ♦

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Training for Owners, Managers and Technicians

by Kevin Rohlwing
WMDA Staff

After 20+ years in the non-profit association industry, I cannot count how many times I've been asked, "What's in it for me?" In most instances, membership is voluntary so there's no requirement to join. The benefits of joining a professional industry association are obvious to some and not so obvious to others. Perhaps the most tangible benefit is training/education because there is limited availability for small companies who don't have the resources to develop educational programs on their own. That's why WMDA/CAR has been holding Training Day for as long as I can remember.

Training Day is a one-of-a-kind educational event for automotive repair shops, tire dealers, and service stations in the Mid-Atlantic. WMDA/CAR has brought together some of the leading experts in the industry to share their knowledge. And unlike similar training programs that are focused on just one area, Training Day 2017, sponsored by PPC/Castrol, has something for everyone in the shop.

Owners and managers have unique needs when it comes to training and education. They are responsible for a wide range of operational aspects of the business, but the most important is profitability. After all, if the business isn't profitable, it won't be around for very long. Training Day has a couple of seminars that are focused on improving profits in automotive repair and maintenance.

Next-Gen Car Count Strategies to Keep Your Bays Full is led by nationally-renown marketing expert Ron Ipach and it will help owners and managers understand how they can keep their best customers and recruit the types of customers that will remain loyal.

Create Your Shop's WIN Numbers is focused on key performance indicators and metrics that owners and managers can use to measure success. These sessions are centered on the business and are certain to provide some valuable information that owners and managers can use to improve profits.

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Training Day 2017 also includes some general topics that apply to owners, managers and technicians.

Team Building Excellence is all about getting everyone in the business pulling on the same rope. Owner expectations must be communicated with managers and managers have to motivate technicians to deliver the level of service that is necessary, while technicians need to understand their role in the business and how it relates to the success or failure of the organization.

The Art of the Courtesy Check is all about getting owners to understand what tools and technology are available to make this important service a profit center; managers to use the information to sell more services; and technicians to have the attention to detail that is necessary so the manager can make the sale.

The final component of Training Day is focused on the shop.

Are you Ready for Programming Using J2534? applies to owners, managers and technicians because the J2534 tool is a valuable resource for automotive repair facilities. For more information on this session, see the article on page 9.

Essential Oscilloscope Know-How is led by Dan Marinucci, a national expert in electrical testing. This 6-hour class will teach technicians how read an oscilloscope and improve productivity and accuracy in the shop.

Basic Electrical is a must for technicians who are looking for more information on how today's cars have become so reliant on electrical systems.

Maryland State Inspection is the best preparation for the MSI Exam and gives technicians the information they need to pass the exam to become a Maryland State Inspector.

And **Advanced TPMS Diagnostics** is designed for technicians that must understand how tire pressure monitoring systems operate, what common problems can be easily solved, and when a higher level of diagnostic and scanning technology is necessary.

For WMDA/CAR members who have attended Training Day in the past, a welcome addition will be this year's hot lunch, sponsored by Ben Brown Insurance. Our goal from the start has been to take Training Day to another level, and the old box lunch is just that, OLD! I know that everyone will enjoy what we have in store for lunch as well as the tables and chairs that will be available in the shop so there will be plenty of places to sit down and eat.

Our sponsors will also have tabletop displays set up in the shop so attendees can visit them before the sessions, during the break, and during lunch.

Training Day 2017, sponsored by PPC/Castrol, is undoubtedly one of the best educational opportunities for automotive repair and maintenance businesses in the Mid-Atlantic. The wide range of topics guarantee that there will be something for everyone, so shops and service stations are encouraged to bring the whole staff for a day of education and training.

It's an extremely competitive business and getting a leg up on the competition means you have to constantly look for ways to improve. Training Day will be a great start to gaining that competitive advantage at a price that has tremendous value. If you are wondering what's in it for you, make plans to participate and see for yourself what WMDA/CAR membership can do to make your business more successful. **Use the convenient Registration form on page 12 to sign up for Training Day 2017 today!** ♦

Based on your overwhelming feedback, the WMDA/CAR Convention & Trade Show will no longer be held in Ocean City.

That being said, a meeting venue in close proximity, with networking and socializing opportunities, remains an extremely important priority for you.

MARK YOUR CALENDARS!

WMDA/CAR will be hosting a One-Day Table Top Exhibit & Awards Dinner/Dance

Wednesday, October 11, 2017

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Watch for more information to come!



Future-Proofing Your Car Count

by Ron Ipach
Marketing and Management Expert
with Repair Shop Coach

"Let's face it... You can have the best training, the best tools, the best location, the best techs around, and make maximum profits on every single job that walks through your doors – but unless you have a constant predictable flow of customers coming to your shop every single day – I can 100% guarantee that your business will wither and die a slow and painful death."

That's an exact quote that I made 20 years ago when I first started working with auto repair shops and it's every bit as true today as it was back then – in fact, because of the massive changes in technology – I might even amend that last line to read, "a quick and painful death."

Why? Well, I'll sum it up with three main factors:

1. Cars are made better and are requiring fewer repairs. The days of seeing broken car after broken car are getting fewer and fewer (if they haven't already disappeared for you altogether.) Add to that the extended maintenance intervals being advertised by the auto manufacturers, and you have the perfect storm for plummeting car count. Now more shops are competing for fewer cars. The shop owner with the best marketing strategies that can attract more of that dwindling car count wins.
2. Communication with your current and future customers has changed. This is a very connected world we live in today. The average American spends almost 9 hours per day on their computers and mobile phones. They're on social media, texting, sharing pictures, checking email, watching videos, searching for answers to their questions, reading reviews and buying stuff. Shop owners that embrace this



reality and take the necessary steps to get their messages in front of their buyers on the same devices they are staring at most of their waking hours will win the car count battle.

3. Buying habits have changed. Have you ever bought anything online? If so, how often did you rely on the reviews that were written about that product or service before making that purchase? Studies show that 92% of people read them and that half of them will make a decision to be based on just the first 2 or 3 reviews that they read. The shops that have the most recent and most favorable reviews will win.

What does this mean for you? In one word – OPPORTUNITY!

Yes, I believe there is a lot of opportunity for the shop owner that first embraces these changes, and then takes the necessary (by simple) steps to 'future proof' their marketing so they can get more-than-their-fair-share of customers to their shops.

At the WMDA Training Day on March 4, I'll be there in person to share with you the same proven step-by-step process of attracting all the car count that your shop can handle that I show my top shop owner clients. These won't just be 'concepts.' They will be the exact strategies that brought in tens of millions of dollars in sales for my clients last year and I'll be showing the attendees exactly how to apply them to their shops so they can start attracting customers within a day or two of putting them into practice.

I look forward to meeting each and every one of you in person at the Training Day, but if you can't make it in person, I'll be happy to send you my 7-part video series titled, "The 7 Critical Marketing Mistakes That Most Shop Owners Are Making That Are Keeping Quality Car Count Away From Their Shops." To request the entire free video series, shoot me an email at ron@repairshopcoach.com. ♦

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Get Ready for Programming Using the J2534

by Jasper Engines and Transmissions



For many years the automakers have kept programming, ECU data, and diagnostic information close to their chest. They have cited the cost of the software and the upkeep as reasons to make this information proprietary. Of course, they do make all this information available to their dealer network, so you have to ask yourself what is the real reason?

All of this is about to change with model year 2018. Massachusetts has already passed a law that made this proprietary information available to the aftermarket. So, faced with the prospect of having to handle a patchwork of laws for each individual state, the Alliance of Automobile Manufacturers and the Association of Global Automakers came to an agreement and are basically going to be using the Massachusetts law as a national standard.

As a result of this, the manufacturers will make the diagnostic codes and repair data available in a common format. This is scheduled to take place by the 2018 model year, which is right around the corner.

This law will:

- Require automakers to make available to repair shops the same vehicle repair information they provide to the dealers.
- Allow repair shops to purchase the data with an ordinary computer over a standardized Internet-based service.
- Require automakers to offer a non-proprietary interface for diagnosing problems for vehicles starting with the 2018 model year.

Although this has not yet taken place, it's looking very promising that this is going to be implemented in 2018.

The J2534 standard or protocol is the system that is going to be used as the delivery method for this diagnostic data and service programming. Are you prepared and ready for when this takes place and is fully implemented? Attend our Training Day session to be sure you are ready for J2534 programming. ♦

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KIRK'S KORNER

You Don't Want to Miss These Training Day Sessions

by Kirk McCauley
Director of Member Relations & Government Affairs

Ron Ipach – Marketing and Management Expert with Repair Shop Coach

Highly rated Ron Ipach will share marketing strategies that will work for you as they have worked for over 6,000 owners and managers who have taken his courses. The one given for your business is your need for car count and Ron will show you how to do it without breaking the bank. Ron uses the latest technology and has constantly updated his presentation on what is working today.

Part of Ron's presentation is how to retain your new customers and keep them coming back. The retention of customers once you get them to your location and the type of customer you attract is crucial to your success. In simple terms the experts say it costs \$1 dollar to retain a customer and \$10.00 dollars to find a new one. Let Ron show you how to put that \$9.00 difference in your pocket.

Dan Marinucci – Electrical Testing Specialist and Automotive Journalist

Last year our best attended class was taught by electrical guru Dan Marinucci. This year Dan is back with a 6-hour session on oscilloscope testing. Let Dan show you how his simplified approach to testing can be applied to any oscilloscope. How to set your scope up for different tests and how to determine a good pattern from a bad pattern. Bring your questions and feel good the next time you pick up your scope with confidence to get it done.

Dave Tittermary – Jasper Engines & Transmissions J2534 Programming

Drivability problems, fault codes, and fuel problems can all be related to software that needs updating. J2534 programming can keep you from calling a mobile programmer or sending a customer to a dealer. EGADS! No don't do that – learn to program using J2534 technology. Flash code that vehicle and retain your customers. You have to be able to fix your customer's car to retain their loyalty.

Jim Groves – Automotive Training Institute Create Your Shop's Winning Numbers

Let Jim show you how to set goals for shop and employees and track those goals. You will be able to teach your employees how their goal is tied to the shop's goals. The metrics and key performance need to be revisited annually and adjusted if necessary. Get your shop firing on all cylinders and pulling in the same direction.

Geoff Berman – Automotive Training institute Team Building Excellence

In the afternoon session Geoff will put a little different twist on team building to help owners, managers and techs measure the performance expected of them and come to agreed upon goals.

Stephen Powell and Gary Uhlman – Shop Owners The Art of a Courtesy Check

Steve and Gary are valued CAR members with very successful repair shops. Both are true professionals and would like to share with you what works in their shops and the different ways that a courtesy check can add to profits. Autotext will do a live demonstration on how to have instant contact with your customers. Courtesy and instant communications are both winners.

Kevin Rohlwing – Tire industry Association Advanced TPMS Diagnostics

I am guessing here but I think Kevin has taught more techs TPMS from the ground up than any instructor in the country. Kevin is the brains behind Tire Industry Association's (TIA) training program that has taught TPMS to tens of thousands of techs across the country. Let Kevin show you some of the recurring problems and what the fix is. Don't lose a customer by sending them out of the shop with TPMS light on. Learn how to fix the problem in your shop.

William Hemling – CCBC Maryland State Inspection Class

If you are not doing inspections, your shop is missing out not only on inspection fees but most likely work associated with that inspection. This 6-hour course will prepare you to take the inspection test. Bring an inspection book from your shop or purchase one at the college.

Harold Babb – CCBC Basic Electrical

This is a must course for your tech in training. You must have the basic electrical foundation to be able to understand and start learning the different diagnostic tools and techniques that you will need to be a successful "A tech." ♦

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Sponsorship Opportunities Still Available – please email lpindell@wmدا.net for details.

WMDA/CAR Training Day 2017

Saturday, March 4, 2017 • 9:00 a.m.–4:00 p.m.

Community College of Baltimore County - Catonsville • 800 South Rolling Road, Baltimore, Maryland

Training for owners, managers & technicians 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

MORNING SESSIONS

9:00 a.m. – Noon

1. Next-Gen Car Count Strategies to Keep Your Bays Full

For Owners & Managers
Instructor: Ron Ipach, Marketing Expert with Repair Shop Coach

2. Create Your Shop's WIN Numbers

For Owners & Managers
Instructor: Jim Groves, ATI

3. Are You Ready for Reprogramming Using J2534?

For Owners, Manager & Techs
Instructor: Dave Tittermary, Jasper Engines and Transmissions

AFTERNOON SESSIONS

1:00 p.m. – 4:00 p.m.

4. Team Building Excellence

For Owners, Manager & Techs
Instructor: Geoff Berman, ATI

5. The Art of the Courtesy Check

For Owners, Manager & Techs
Instructor: Stephen Powell and Gary Uhlman, Shop Owners

6. Advanced TPMS Diagnostics

For Techs
Instructor: Kevin Rohlwing, Tire Industry Association

ALL-DAY SESSIONS

9:00 a.m. – Noon & 1:00 p.m. – 4:00 p.m.

7. Essential Oscilloscope Know How

For Techs
Instructor: Dan Marinucci, Electrical Testing Specialist & Industry Journalist
Additional \$60 for Oscilloscope Workbook

8. Maryland State Inspection

For Techs
Instructor: William Hemling, CCBC

9. Basic Electrical

For Techs
Instructor: Harold Babb, CCBC

Please check course(s) of interest.

MORNING

AFTERNOON

ALL-DAY

Attendee #1 _____ 1 2 3 4 5 6 7 8 9

Attendee #2 _____ 1 2 3 4 5 6 7 8 9

Attendee #3 _____ 1 2 3 4 5 6 7 8 9

Business _____ Contact _____

Address _____ City/State/Zip _____

Phone _____ Fax _____ Email _____

REGISTRATION FEES

Member Rate 1st Registration \$139.00
Each additional Registration \$129.00/ea.
Non-Member Rate 1st Registration \$169.00
Each additional Registration \$159.00/ea.

Continental Breakfast & Hot Lunch included in each Registration Fee.

Amount Due for Registration \$ _____

Course #7 Workbook(s) _____ at \$60/ea. \$ _____

Total Amount Due \$ _____

PAYMENT OPTIONS

Check enclosed (payable to WMDA) and mail to:
WMDA, 1532 Pointer Ridge Place, Suite G, Bowie, MD 20716
Charge my: Visa MasterCard American Express

Name on Card _____

Card # _____

Expiration Date _____

CVV Code (on back of card) _____

Billing Zip Code _____

Signature _____

Checking this box represents my electronic signature.

For Credit Card Payments Fax Registration to 301-390-3161 or Email to vclancy@wmda.net

2016-2017 WMDA/CAR BUYERS' GUIDE

AIR COMPRESSORS & ACCESSORIES

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

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](mailto:gmill@mtdservicesinc.com)
Website: www.mtdservicesinc.biz/contact-us.html

AIR CONDITIONING SERVICE 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

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
Gary Miller
Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: [gmiller@mtdservicesinc.com](mailto:gmill@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
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjmoneill@verizon.net
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

WMDA/CAR
Endorsed Program

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
Chesapeake Beach, MD 20732
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.
 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

CHECK ACCEPTANCE & GUARANTEE SERVICE

First Merchant Services WMDA/CAR
Endorsed Program
 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. WMDA/CAR
Endorsed Program
 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 WMDA/CAR
Endorsed Program
 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
 Phone: (800) 604-9652
 Fax: (410) 414-3784
 Email: pjnoneill@verizon.net
 Website: www.chesautoequip.com

INSURANCE – EMPLOYMENT PRACTICE LIABILITY

Benjamin F. Brown Insurance Agency, Inc. WMDA/CAR
Endorsed Program
 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. WMDA/CAR
Endorsed Program
 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 WMDA/CAR
Endorsed Program
 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. WMDA/CAR
Endorsed Program
 304 Compton Avenue
 Laurel, MD 20707
 Benjamin F. Brown
 Berry Brown
 Phone: (301) 604-7788
 Fax: (301) 604-0044
 Email: berry@benbrown-ins.com

JOBBER/DISTRIBUTOR – DIESEL, GASOLINE, HEATING OIL & KEROSENE

Carroll Motor Fuels
 2700 Loch Raven Road
 Baltimore, MD 21218
 Kevin Greene
 Phone: (877) 235-0223
 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

LEGAL SERVICES

Astrachan Gunst Thomas
 Redwood Tower
 217 East Redwood Street, 21st Floor
 Baltimore, MD 21202
 Peter Gunst
 Phone: (410) 783-3542
 Fax: (410) 783-3530
 Website: www.agtlawyers.com

Lerch, Early & Brewer, Chartered
 3 Bethesda Metro Center, Suite 460
 Bethesda, MD 20814
 Stuart A. Schwager
 Toll Free: (800) 264-8906
 Phone: (301) 347-1271
 Fax: (301) 347-1520
 Email: saschwager@lerchearly.com
 Website: www.lerchearly.com

Lynott, Lynott & Parsons, P.A.
 11 North Washington Street, Suite 220
 Rockville, MD 20850
 James L. Parsons, Jr.
 Phone: (301) 424-5100
 Fax: (301) 279-0346
 Email: jparsons@llplawfirm.com
 Website: www.llplawfirm.com

LIFT COMPLIANCE INSPECTION

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: contact-us@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

LIFTS & RACKS

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

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10939-B Philadelphia Road
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Toll Free: (800) 419-4437
Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

LUBRICATION EQUIPMENT

Chesapeake Automotive Equipment
P.O. Box 1030
Chesapeake Beach, MD 20732
Pat O'Neill
Phone: (800) 604-9652
Fax: (410) 414-3784
Email: pjnoneill@verizon.net
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Phone: (410) 335-6262
Fax: (410) 335-4488
Email: gmiller@mtdservicesinc.com
Website: www.mtdservicesinc.biz/contact-us.html

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

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

MARYLAND SAFETY INSPECTION EQUIPMENT

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

MOTOR OIL DISTRIBUTORS

PPC Lubricants/Castrol
305 Micro Drive
Jonestown, PA 17038
Gene Nace
Toll Free: (800) 772-5823
Phone: (717) 215-7253
Fax: (866) 772-5823
Email: gnace@ppclubricants.com
Website: www.ppclubricants.com

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OVERHEAD DOORS

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

PETROLEUM HANDLING EQUIPMENT – PUMPS, TANKS & NOZZLES

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.
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

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

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

SERVICE STATION MAINTENANCE & REPAIR

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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 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

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

STATE INSPECTION BAY EQUIPMENT

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

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 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

TANK LEAK TESTING & MONITORING 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
 See ad page 49

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

TANK REMOVAL & ABANDONMENT

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

TIRE CHANGERS

Chesapeake Automotive Equipment
 P.O. Box 1030
 Chesapeake Beach, MD 20732
 Pat O'Neill
 Phone: (800) 604-9652
 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

TOOL BOXES & WORK BENCHES

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

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 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

TRASH & RECYCLING SERVICE

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



VACUUM & AIR MACHINES

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

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.

ATM MACHINES

INTELCOM, INC.

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

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

CREDIT CARD PROCESSING



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

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
Medicare - LTC - 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
800-821-1990
Email: eric@dana-ins.com

LEGISLATIVE & REGULATORY INFORMATION



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

TRASH/DUMPSTER BROKER



Premier Waste Group
Ian Djuric
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!

Simply participate in all of the programs for which you are eligible and you will save or make enough to pay for your membership in WMDA/CAR!



Creating dynamic partnerships through powerful brand experiences

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.

With a long history of financial strength, our partners benefit from sophisticated accounting systems, professional marketing campaigns, top-tier training programs and extensive operational and financial support. Learn by emailing Tim Edwards directly at tedwards@twgi.net

