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www.facebook.com/cababiz1

July-August, 2015

INSIDE

Member News-Page 2
Legislative News—Page 5-8
Education Calendar - Pg. 7
President's Message—Pg. 16

Thanks Newsletter Sponsors

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Tire World of Frederick
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Genuine Parts Co. NAPA

CABA Board of Directors

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Chesapeake Automotive BUSINESS ASSOCIATION

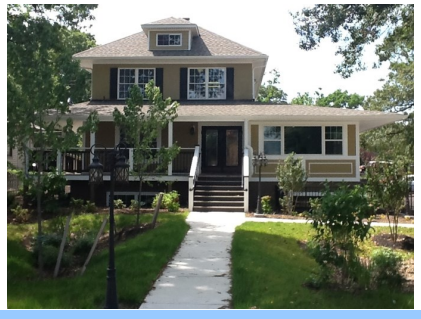
autocare ASSOCIATION
Independence drives us.
AASP NATIONAL ALLIANCE OF AUTOMOTIVE SERVICE PROVIDERS
AFFILIATE
ASAAA Alliance of State Automotive Aftermarket Associations
TIA TIRE INDUSTRY ASSOCIATION

The CABA Mission

The Chesapeake Automotive Business Association is a not-for-profit 501(c)6 trade association of aftermarket businesses in Maryland, Delaware and Washington, DC. CABA is dedicated to the development of locally owned auto repair & tire service centers, their jobbers and the aftermarket professionals that supply them. The focus of CABA efforts are on programs and services that enhance our members' competitive skills, lower their business operating expenses and help them attract, motivate & keep the best employees. In summary: CULTIVATING EXCELLENCE!

CABA New Location

After 30 years at 75 Ritchie Highway in Pasadena, CABA has relocated to a new home at 308 Crain Highway North, Glen Burnie. At the same time, our credit union, Automotive Aftermarket Employee Federal Credit Union, has been merged into Destinations Credit Union.



AAEFCU has Merged

After a long and difficult decision process, the Board of Directors of the Automotive Aftermarket Employee Federal Credit Union has made the determination to merge with Destinations Credit Union in Baltimore.

Largely due to industry attrition, the critical mass of membership necessary to maintain the credit union fell short and made it financially challenging to continue.

Every credit union in Maryland was considered as a potential merger partner. In the end, Destinations was selected for the following reasons:

- They practice the same credit union culture of caring for members as does AAEFCU.
- They are bringing Pat Moog along, an important consideration from among our members.
- They offer more new services for AAEFCU members.

Destinations CREDIT UNION
Moving forward, banking smarter.

For more information, see pages 3 and 4.

CABA on Facebook

Our Facebook URL is **http://www.facebook.com/cababiz1.**

This makes it easier for our "friends" and the world in general, to "like" us and to see what is going on. CABA board member Greg Weller has created our site and keeps it interesting with articles, photos and up-to-date information on all of CABA's events. Likewise, members can, with one click, get an update on regional meetings, CABA events and more. There are quick links to the credit union and CABA-endorsed service providers. Check us out!

CABA: Doing as a group what each cannot do individually.

We Support Be Car Care Aware®

www.carcare.org

CONTACT CABA FIRST FOR THESE BUSINESS NEEDS

- Employee Retention Health Benefit
- Maryland State Inspection forms
- Vehicle & personal loans from Destinations Credit Union
- Shop Management Mitchell1 & Snap-On ShopKey
- Identifix technical hotline
- Technical education
- Management education
- Electricity & Gas group-buying service
- Health Savings Accounts with Destinations Credit Union
- Waste recycling services
- Custom-printed business forms
- Stock business forms
- Calendars
- Plastic parts bags
- Printer ribbons
- Stickers (warranty, core, etc.)
- Savings & Checking Accts and Cash investment CDs from Destinations Credit Union
- Business Insurance
- HR Management Services/Payroll
- Check Guarantee
- Credit Card Processing
- Broadband Internet/Telecom
- Website design/hosting
- Uniform Rental
- Scrap Metal Disposal Service

Destinations CREDIT UNION
Moving forward, banking smarter.

Members Can Benefit:
Savings, CDs & Loans
New/Used Vehicles
Home Equity and Mortgages
Personal Loans
For the latest savings and loan rates visit the Destinations credit union website at
www.destinationscu.org
For more rates, call
410-663-2500
8767 Satyr Hill Rd
Parkville, MD 21234

NCUA
Federally Insured by NCUA

MEMBER NEWS is a regular feature of the CABA Newsletter intended to relate recent news about CABA companies & our local industry people particularly concerning awards, obituaries, mergers & personnel changes. Anyone with news should send it to sal@caba.biz.

Federal Mogul opened their new training facility in Linthicum on July 16th. (Story on page 10)

Vehicles for Change opened Full Circle Automotive Center in Halthorpe on June 15th. (Story on page 9).

American Tire Distributors Holdings Inc. (ATD) has acquired most of the assets of Albert Tire L.L.C., the West Deptford, N.J.-based wholesaler. ATD said the deal excludes some assets specifically located in the West Deptford headquarters. Financial terms were not disclosed.
Albert Tire has distribution centers in York, Pa., Beltsville, Md., Manassas, Va., and West Deptford.

Do you know of any business owners who should be members of CABA? Call our office with their names. All aftermarket companies should be participating in CABA's legislative agenda and, at the same time, enjoying the many financial benefits available to them through the Association.

CABA is the state association for these important national associations in Delaware, Maryland and Washington D.C.

autocare™ ASSOCIATION
Independence drives us.

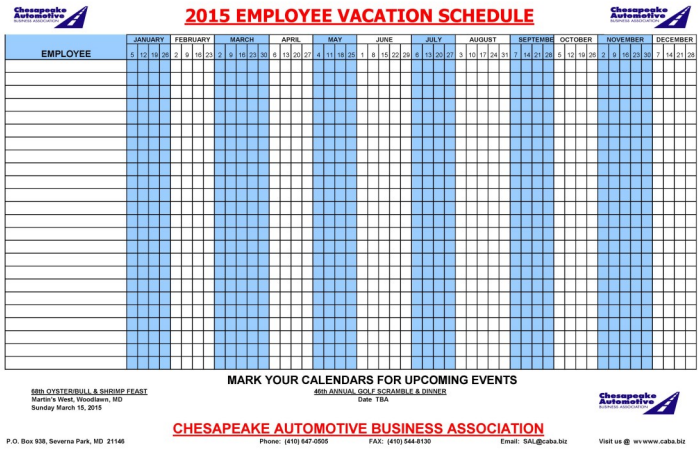
AASP NATIONAL ALLIANCE OF AUTOMOTIVE SERVICE PROVIDERS AFFILIATE

ASAAA Alliance of State Automotive Aftermarket Associations

TIA TIRE INDUSTRY ASSOCIATION

Employee Vacation Schedules Now Available

2015 employee vacation schedules are now available. The calendar can be found on the CABA web site in the "Document Library." The calendar is 11' x 17." Should you need CABA to print your calendar, we will be glad to do so and mail it to you.



***CABA is online at* www.caba.biz & www.facebook.com/cababiz1**

Automotive Aftermarket Employee Federal Credit Union Members are now Destinations Credit Union Members!

If you loved the **service** from AAEFCU, you will likewise love the service from Destinations!

If you loved the **great rates** at AAEFCU, you will love the great rates available at Destinations!

If you wished you could have gotten a **mortgage or home equity line of credit** at AAEFCU, now you can!

If you wished you could drop off a **deposit at a nearby location**, now you can!

If you wished you could have **mobile banking**, including: viewing account balances,

- account history/activity,
- searching for transactions by date or amount,
- transferring funds to loans, credit cards, or other internal accounts,
- or finding the nearest shared branch location or surcharge-free ATM

NOW YOU CAN!

And all the services that you are used to will continue:

- Online Banking and Bill Pay
- eStatements
- Visa Check Cards
- Telephone Banking
- Wire Transfers
- Surcharge Free ATM Network
- Payroll Deposits

A new service for credit union members:

Shared Branching

Even if you're nowhere near a Destinations branch, access to compatible banking is always nearby. Destinations Credit Union is a proud member of CU Service Center Shared Branching. Make deposits, withdraw funds*, make loan payments, and more — available nationwide at over 5,100 shared branching locations.

*Each branch may have its own policies on the amount of cash you may withdraw and additional services that may be available (for example, notary services, amusement park tickets, and money orders). You may also be subject to that branch's fees for those additional services. There is no fee for routine teller transactions.

Finding a branch is incredibly easy — simply use the online locator, call, or download the app to your mobile device. Easy banking doesn't just stop at the Baltimore city limits. We see to it that our members are taken care of within our doors and beyond.

The 5,100 shared branches are located in all the states formerly served by AAEFCU: Maryland, Delaware, Virginia, North Carolina and South Carolina, Tennessee and Florida.

As far as ATM's are concerned, Destinations continues the surcharge-free Allpoint network from AAEFCU and adds the CO-OP network, substantially increasing the surcharge-free ATM locations accessible to members.

Remote Deposit Now Available Through Sprig® by CO-OP!

If you want to deposit checks remotely with your mobile device, that service is now available free to Destinations Credit Union members.
Sprig® by CO-OP is an app available on the iTunes Store or on Google Play. To get started, simply download the app, accept the agreement and sign up on the app!
You will need to input certain personal information to set up your user name and password. That information must match what you have on record at the Credit Union.

- Daily transaction limit of $1,500
- Monthly aggregate limit of $5,000

Limit of 10 transactions per month
Sprig can also be used to make Person-to-Person (P2P) payments. With P2P, you can pay anyone, at anytime from anywhere!

New Benefit: Kasasa Cash Back
Free checking is great. Free checking, plus cash back and ATM fee refunds — even better! Free Cash Back Checking eliminates monthly fees and replaces them with rewards that really speak to you: cold, hard cash in your pocket and refunds on ATM fees, nationwide.

- 4% cash back on debit card purchases*
- Nationwide ATM fee refunds*
- Can link to high-dividend Kasasa Saver® account
- No monthly service fee
- No minimum balance to earn rewards
- Unlimited check writing
- Free online banking & bill pay
- Free mobile banking
- Free eStatements
- Free Visa® check card
- No minimum deposit to open

Qualifying for rewards is so easy, you're probably already doing it! It's as simple as doing the following each monthly qualification cycle:

- Have at least 12 check card purchases post and settle
- Be enrolled and receive eStatement notice
- Be enrolled and log into online banking

If you don't meet the qualifications one month, there is no penalty, and you still have a free checking account. Plus, you can get right back to earning cash back and nationwide ATM fee refunds the very next month.

AAEFCU Members are now...

Destinations CREDIT UNION
Moving forward, banking smarter.

Credit Union Members!

NEW & USED CAR LOAN RATES

REMAIN LOW!

RATES AS LOW AS 1.99%

Refinancing your current loan may lower your monthly payment or shorten the period of your loan.

Buying a Car Soon? Want to refinance at a lower rate? Get A Great Rate From *Your* Credit Union!

Call our office: **410-663-2500**

Visit our web site: www.**destinationscu.org**

Or visit our main office: **8767 Satyr Hill Rd**
Parkville, MD 21234

Destinations Loan Rates

Type of Loan	Term / Requirements	APR as Low As:*
New or Used Auto/Truck	Up to 60 months	1.99%**
	61 to 83 months	2.49%**
	Up to 84 months	2.99%**
Other Secured (Motorcycle, Boat, RVs, etc.)	Up to 60 months	5.75%**
	Up to 120 months	6.75%**
Home Equity Line of Credit	80% Loan to Value	Prime minus 1% (4% APR Floor)
Home Equity Fixed Loan	80% Loan to Value up to 7 yrs.	4.99%
	80% Loan to Value up to 15 yrs.	5.49%
Signature (Personal)	Up to 60 months	10.50%**
	Up to 120 months	11.50%**
Overdraft Protection		10.50%**
MasterCard	Revolving	9.50%
MasterCard Credit Builder	Revolving	9.50%
Share Secured		Regular IRA Dividend Rate + 3%
Mortgage	30 and 15 year fixed and ARMS	Call for rates

* Rates based on credit history and may be higher
** APR reflects 1/4% discount for Automatic Payment Transfer or Payroll Deduction.
Add 1/4% back if repaid otherwise.

Interest rates are subject to change without notice.

NAPA knows it's good business to support

NAPA KNOW HOW

Chesapeake Automotive Business Association

Maryland Discusses Aftermarket Converter Proposal at Air Quality Control Advisory Council Meeting – On June 8, 2015, the staff of the Maryland Department of the Environment (MDE) presented their aftermarket converter proposal to MDE's Air Quality Control Advisory Council (AQCAC).

Before the MDE issues a formal regulatory proposal, it must first be recommended for proposal by the AQCAC. Staff presented their proposal to adopt California aftermarket requirements in 2015, with implementation to begin in 2018. The Maryland proposal would ban the sale of used converters in the state and would require that the converter be installed such that the label would be visible from under the hood. The proposed Maryland aftermarket regulation would revert to a future federal program as long as it has similar stringencies as the California ARB program. Similar to New York and other states, Maryland's vehicle emissions inspection program is not under the authority of the state department of the environment, so inclusion of a visual inspection would require a separate regulatory process by the Department of Motor Vehicles.

The advisory council recommended no action at this time with the current proposal, and asked MDE staff to further develop the economic impacts of CARB aftermarket converter requirements on the state and its citizens. MDE will participate in the EPA discussions of alternative approaches to cleaning up the in-use light-duty fleet and update the advisory council on those conversations. The next advisory council meeting will be in September.

Editors note: CABA members played a very active role at this hearing. It is noteworthy that the Air Quality Control Advisory Board was moved by the issues that CABA members raised regarding increased inventory, consumers purchasing from the 4 neighboring states and the improper emphasis on longer warranty for California standards converters. CABA remains committed to the current Federal standards for catalytic converts and will continue to lobby on this issue.

This CABA Newsletter comes to you in electronic format 9 times per year. CABA e-mails the newsletter to the member principals. The newsletter is also available on our website: www.caba.biz

If you wish to make any changes in who receives the newsletter, please advise the CABA office.

Support the vendors who support the Association and therefore support you!

These programs have been chosen by the Board of Directors for their cost savings and especially for the service level that they provide.

Chesapeake Automotive
BUSINESS ASSOCIATION

C.A.W.A. SERVICES, INC.
P.O. BOX 938
SEVERNA PARK, MD 21146

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CABA SERVICES DIRECTORY

CABA membership offers many money-saving oportunities for your business. If you are not using the vendors listed below, please reconsider! You may be pleasantly surprised.

Service:	Provider:	Contact:	Phone:
Business Forms, calendars, business	CAWA Services	Sally Ernst	410-647-0505
Business Insurance	Fred Meyer & Sons	Terri Meyer Willett	410-477-0900
Business Insurance	Federated Insurance	Michael McNamara	443 468-3253
Business Insurance	The Tamrac Group	Keith Erdman	410-568-1200
Cores & Scrap Metal	Maryland Core	Larry Karpman	410-276-4973
Credit Card Processing	Superior Financial Services	Todd Lazar	888-737-7762
Diagnostics and Repair Information	IDENTIFIX	Matt Cascarino	800-745-9649
Electricity & Gas Co-op Purchasing	Sprague Energy	Tom Gussen	732-440-0031
Employee Retention Health Benefit Plans	Keller Stonebraker	Kim Conley	410-461-0705 ext 5139
Fuel Discounts & Tracking	Sunoco Fleet Card	Jeff Meserve	860-617-9531
MD State Inspection Forms	CAWA Services	Sally Ernst	410-647-0505
Multiple Employer Retirement Plan	Wells Fargo Advisors	Robert Gascon	703-739-1451
Shop Management Software	Mitchell-1	John Heferman	301-694-1213
Telephone & Internet Equipment & Service	Global Telecom Brokers (GTB)	Dave Butler	410-581-4833 ext. 114
Uniform & Floor Product Service	UniFirst	Kurt Nussle	888-851-2474 ext. 7
Website Hosting and Design	Net Driven	Thom Roche	877-860-2005 ext. 289

The CABA Education Calendar is intended to present a comprehensive list of skills, management and technical classes of value to owners, managers, counter/sales professionals and technicians in Maryland, Delaware and Washington, DC. Any education provider including parts jobbers, manufacturers, associations, community colleges, education professionals and more are invited to submit their listing information (see below for format needed). Submit class information to CABA via email sal@caba.biz at least one month in advance of the scheduled beginning date of each class.

CABA Education Calendar

Educator	Class ID	Location	Day(s)	Date(s)	Time	Total Cost
Alignment, Brakes, Steering & Suspension						
Federal Mogul	Steering & Suspension Service	Linthicum Hts., MD	Tue-Wed	8/18-8/19	8am-5pm	$250 #
Federal Mogul	Advanced Steering System Diagnostics	Linthicum Hts., MD	Thur	8/20	8am-5pm	$125 #
Federal Mogul	Advanced Suspension System Diagnostics	Linthicum Hts., MD	Tues	9/1	8am-5pm	$125 #
Federal Mogul	Advanced Alignment Diagnostics	Linthicum Hts., MD	Wed	9/2	8am-5pm	$125 #
Federal Mogul	Brake Diagnostics and Service	Linthicum Hts., MD	Tue-Wed	9/29-9/30	8am-5pm	$250 #
Federal Mogul	ABS/Stability & Traction Control Diagnostics	Linthicum Hts., MD	Thur	10/1	8am-5pm	$125 #
Diagnostic						
Federal Mogul	Gasket Failure Analysis	Linthicum Hts., MD	Thur	9/3	8am-5pm	$125 #
NAPA Auto Parts	Diagnostic Specialists	Gaithersburg, MD	Mon	8/24	6pm-10pm	$125 ***
NAPA Auto Parts	Dynamic Engine Testing	Wilmington, DE	Tues	9/29	6:00-10pm	$125 ***
Electrical						
NAPA Auto Parts	Electrical World Class Diagnostics	Wilmington, DE	Tues	8/18	6:00-10pm	$125 ***
NAPA Auto Parts	Electrical World Class Diagnostics	Myersville, MD	Wed	8/26	6:00-10pm	$125 ***
NAPA Auto Parts	Electrical World Class Diagnostics	Towson, MD	Mon	8/31	6:00-10pm	$125 ***
NAPA Auto Parts	Electrical World Class Diagnostics	Baltimore, MD	Tues	9/1	6:00-10pm	$125 ***
NAPA Auto Parts	Electrical World Class Diagnostics	Waldorf, MD	Wed	9/2	6:00-10pm	$125 ***
NAPA Auto Parts	Electrical World Class Diagnostics	Easton, MD	Thur	9/3	6:00-10pm	$125 ***
State Inspection						
Ask Reggie	MD State Safety Inspection On Site Preparation	Frederick, MD	Mon-Wed	8/24-8/26	6pm-9:30pm	$175
Ask Reggie	MD State Safety Inspection On Site Preparation	Glen Burnie, MD	Sat	8/29	9am-5pm	$175
Tire Service & Undercar						
	Commercial Tire Servce-CTS400					TIA $ 750;
TIA	Instructor Training & Certification - 4 Day	Baltimore (CCBC)	TBA	10/20 - 10/23	9am-4:30pm	non-TIA $ 1150
	Commercial Tire Servce-CTS400					TIA $ 550;
TIA	Instructor Training & Certification - 3 Day	Baltimore (CCBC)	TBA	10/21 - 10/23	9am-4:30pm	non-TIA $ 950
Management						
ATI	Positioning Your Shop for Success	Linthicum, MD	Tues	8/11	4:30pm-9:30pm	$347*
Other						
TIA	Webinar - GE CarCareOne Financing	Online - 30 mins	1st/3rd Wed	Monthly	1pm Eastern	Register Online

Information/Registration by Educator Name

Ask Reggie: Reggie Johnson, Phone (301) 274-2868 or (240) 417-5732
Federal Mogul Garage Gurus, Phone 888−771−6005
Federal Mogul: Mike Degele, Phone 240-565-2413; e-mail: michael.degele@federalmogul.com
NAPA Auto Parts: www.napaautotech.com, contact your NAPA Sales Person of Rick Strevig 410-365-7426

NAPA Location	Contact and e-mail address	Cell or bus.#
Baltimore MD	Harvey Zilber hzilber@ijoei.com	(410) 517-9019
Easton MD	Billy Stevens bestevens@gmail.com	(410) 924-2386
Gaithersburg MD	Alan Kalons akalons@ijoei.com	(240) 388-2397
Myersville MD	Randy Fulk rfulk@qcmp.com	(301) 730-3126
Waldorf MD	Jerry Bennett jbennett@ijoei.com	(301) 751-3174
	Bob Ellis qcmp3149@ijoei.com	(301) 943-2862
Wilmington DE	Jeff Adams jadams@ijoei.com	(302) 293-7144

TIA (Tire Industry Association): training@tireindustry.org, Phone: (800) 876-8372, Christine Marnett, cmarnett@tireindustry.org

*Talk to an ATI rep about additional discounts for CABA members
***CABA Members $99.00
Plus 50% discount for any onsite training booked by September 30th. Use Coupon Code GG01CLICK50 when registering.

On-Demand Training Resources

Prius Hybrid No-start video (Van Batenburg on AVI) http://fb.me/CWNO6JRC
TPMS Tuesdays Online Live (Bartec) www.bartecusa.com/tpms_tool_training.htm
ASE Study Guide: www.hunter.com - Training - Catalog Courses
Technical Assessment Systems: www.hunter.com - Training - Catalog Courses
General Service: www.hunter.com - Training - Catalog Courses
TIA Twice Monthly (Wednesday) Webinars, to register go to: http://tinyurl.com/tiawebinar0404
Hybrid 101 - An online series of 11 classes: www.fixhybrid.com/classschedule.html
Maintenance: www.hunter.com - Training - Catalog Courses
ACDelco TECHCONNECT: http://acdelcotechconnect.com/html/tss_train.jsp
SMP PTS Online Training - www.standardbrand.com

Contact CABA with corrections or additions to this calendar.
CABA: e-mail: sal@caba.biz or call (410) 647-0505

CABA SUPPORTS

www.ase.com

Internet Sales Tax Bill Introduced

H.R.2775 — 114th Congress (2015-2016
Introduced in House Judiciary Committee (06/15/2015) by Representative Jason Chaffetz (R) Utah
Remote Transactions Parity Act of 2015
This bill authorizes both member states under the Streamlined Sales and Use Tax Agreement and states that have not adopted the Agreement (the multistate agreement for the administration and collection of sales and use taxes adopted on November 12, 2002) to require remote sellers (i.e., sellers who make remote sales in a state without a physical presence) to collect and remit sales and use taxes with respect to remote sales sourced to such states.
For the first three years after the effective date of this Act, the requirement for remote sellers to collect and remit sales and use taxes is limited to remote sellers whose gross annual receipts exceed a certain level (i.e., $10 million in the first year, $5 million in the second year, and $1 million in the third year) and who utilize an electronic marketplace for making sales to the public. After the third year after the effective date of this Act, there is no exemption for remote sellers to collect and remit such taxes.

Tire registration bill introduced in Senate
Source: Tire Business

WASHINGTON (July 10, 2015) — A bill requiring independent tire dealers to submit tire registration information electronically to tire manufacturers has been introduced in the U.S. Senate.
The Tire Efficiency, Safety and Registration Act — **S. 1741** — would also direct the National Highway Traffic Safety Administration (NHTSA) to create minimum performance standards for fuel efficiency and wet traction, and to establish a tire recall database to allow tire dealers and owners to determine whether their tires are subject to safety recalls.
Sen. **Lindsey Graham,** R-S.C., introduced the bill July 9, with Sens. Sherrod Brown, D-Ohio, and Roger Wicker, R-Miss., as co-sponsors.

U.S. ITC affirms duties on China tire imports
Source: Tire Business
WASHINGTON (July 14, 2015) — By a split 3 to 3 vote, the U.S. International Trade Commission (ITC) has determined that the U.S. tire manufacturing industry has been "materially injured" by imports of passenger and light truck tires from China.
The decision means that the anti-dumping and countervailing duties affirmed in June by the U.S. Department of Commerce officially go into effect as of now, although Commerce has been collecting duties since Dec. 1.
The ITC plans to transmit its final report to the Commerce Department on July 27. That document will explain the individual reasoning of the commissioners in how they voted.

In its earlier action, Commerce levied the following countervailing duties:

- 20.73 percent against Cooper Kunshan Tire Co. Ltd., Cooper Tire & Rubber Co.'s subsidiary;
- 37.2 percent against Giti Tire (Fujian) Co. Ltd., one of Giti Global Trading Pte. Ltd.'s manufacturing subsidiaries;
- 100.77 percent against Shandong Yongsheng Rubber Group Co. Ltd.; and
- 30.87 percent against all other producers/exporters.

In antidumping duties, the agency levied duties of:

- 29.97 percent against Giti Tire Global Trading Pte. Ltd., Giti Tire (USA) Ltd., and six affiliated Giti manufacturing entities in China;
- 14.35 percent against Sailun Group Co. Ltd. and nine subsidiaries and affiliates, including Dynamic Tire Corp. and Husky Tire Corp. in Canada;
- 25.3 percent against 65 "separate rate" companies; and
- 87.99-percent on all other companies.

Late Breaking News—Tire Registration Legislation

TRANSPORTATION EXTENSION BILL GOES TO PRESIDENT

The House of Representatives legislation that extends Highway Trust Fund authority for 3 months and funding for 6 months, passed the U.S. Senate 91-4 on July 31 and has gone to President Obama for his signature.

Of note, the provision that could have reinstated the mandatory tire registration program was not included in the measure that was sent to the President.

Chesapeake Automotive
BUSINESS ASSOCIATION

Several CABA members contacted their congressional representatives and that clearly helped in this favorable legislation. Your industry thanks you for your time and effort toward this pro-tire dealer outcome.

Most importantly, this clearly demonstrates the importance of political participation and how that results in protection of our businesses.

On June 15th, Vehicles For Change, serving families in Maryland in need of vehicles for basic transportation to work and school, opened Full Circle Service Center at its Halthorpe location. The Service Center has three purposes. It will provide light maintenance and repair at affordable rates to those in need; it will prepare the donated vehicles to be awarded to eligible families; and serve as a training facility for a prison reentry program for men and women recently released from prison who, while incarcerated, were training to be auto mechanics.

The mechanics who work at Full Circle come under the Auto Technicians for Change internship program. This is a six-month prison reentry program for ASE certified mechanics. The program, taught by one of VFC's Master Mechanics, aims to provide on-the-job training while readying interns to obtain competitive employment in the automotive field.

As the interns learn, they will be, under close training supervision, providing a wide range of repair services at a discounted price, complementing the VFC mission to make reliable transportation affordable and accessible for all families.

VEHICLES FOR change

Marty Schwartz, president of Vehicles For Change (center) along with Steve DeBoy (l) representing the office of the Governor and Sam Moxley, representing Baltimore County, cut the ribbon at the grand opening of the Full Circle Service Center on June 17th.

Since 1999, VFC has awarded cars to more than 4,700 low-income families. They also operate Freedom Wheels, a retail used-car lot open to the public with low car prices for recipients. Their Center for Automotive Careers prepares low-income individuals for auto detailing and now, automotive repair. And now the Full Circle Automotive Service Center 10-bay repair facility will complete Vehicles For Change mission of providing reliable transportation at an affordable cost to needy families.

Baltimore area vehicle repair professionals and wholesalers attended the grand opening of Federal Mogul's new state-of-the-art training center in Linthicum Heights, Maryland on July 16th. Termed "Garage Gurus™" the regional training center will offer onsite, online and on-demand technical training and related support to the region's more than 2,000 vehicle repair businesses. Garage Gurus is a nationwide technical education network established by Federal-Mogul Motorparts to help vehicle repair professionals keep pace with the latest automotive technologies.

"Garage Gurus is part of our commitment to supporting the talented front-line automotive repair professionals who help keep millions of consumers safe behind the wheel each day," said Dan Ninivaggi, CEO, Federal-Mogul Motorparts. "With the rapid evolution of vehicle technologies, it is vital for repair professionals to keep pace with the latest diagnostic and repair requirements. Garage Gurus is available to help them hone their skills on an ongoing basis throughout their careers."

Accessing critical diagnostic and repair information and related skills-based training has long been a challenge for the nation's nearly 220,000 automotive repair businesses. Garage Gurus answers this need through more than 100 onsite, online and on-demand courses taught by Federal-Mogul Motorparts' 100-plus ASE-certified "Gurus." Each course is offered in English and Spanish languages.

Area technicians, shop owners and others got a first-hand look at the modern diagnostic equipment and other resources available in the new training center, located at 717 Hammonds Ferry Road, Linthicum Heights. They also inspected two of Federal-Mogul Motorparts' Web-connected "Gurus-On-The-Go" product technology vans, which travel among regional repair shops providing technicians with problem-solving solutions, technical assistance and local training.

The Greater Baltimore training center is the fifth of up to 15 Garage Gurus locations scheduled to open this year. The training network is already operating in Atlanta; Chicago; Van Nuys, Calif.; and the Bronx, N.Y.

YOUR ONE STOP SOURCE FOR TIRES

tire world WHOLESALE

Simply Put -
We Make It Convenient...

- 24 Hour Online Store
- Live Customer Service
- 866-471-8473
- Mon - Fri 7:00a - 6:00p
- Saturday 7:30a - 3:00p
- Daily Deliveries
- Serving D.C., Maryland, Virginia, West Virginia & Pennsylvania

MICHELIN
BFGoodrich

www.tireworldlink.com

AUTOMOTIVE AFTERMARKET CALENDAR PROGRAM

CELEBRATE THE YEAR 2016 BY GETTING YOUR MESSAGE INTO THE HOME AND OFFICES OF YOUR CUSTOMERS...DAILY.

- Let them know that you intend to shine bright in this new age & will be there to serve their needs.
- Calendars are used all year. Plus they are often saved as personal records and looked at year after year.
- Calendars are used where buying decisions are made: on the job, in the office, on the road, or at home. 65% of all calendar recipients write appointments and reminders on their calendar. This daily involvement keeps your advertising sign working all day, every day.

ANY ONE COLOR
Black is no longer standard on many products

2016 CALENDAR ORDER FORM

P.O. # _____

CHESAPEAKE AUTOMOTIVE BUSINESS ASSOCIATION
P.O. Box 938 Severna Park, MD 21146
Telephone: Baltimore 410-647-0505
Fax: 410-544-8130 1-800-766-2292
SAL@CABA.BIZ

Chesapeake Automotive BUSINESS ASSOCIATION

2016 ORDER FORM

CUSTOMER INFORMATION (BILL TO)

Name:	
Address:	
City, State, Zip:	
Phone:	Fax:
Contact Person:	
Email:	

SHIPPING INFORMATION

Name:	
Address:	
City, State, Zip:	
Phone:	
Contact Person:	
Ship Order:	☐ When ready ☐ After 10-15-2015

ORDER INFORMATION

All calendar orders must be received by November 1, 2015 to ensure holiday delivery.

BOX A - Min. Qty 100

Qty.	Style	Before 8/1/15	After 8/1/15	Total	Qty.	Style	Before 8/1/15	After 8/1/15	Total
	No. 1054 Puppies	$1.30	$1.35			No. 1850 Muscle Cars	$1.30	$1.35	
	No. 1112 Motivations Sat Evng	$1.30	$1.35			No. 1851 Antique Tractors	$1.30	$1.35	
	No. 1117 Country Memories	$1.30	$1.35			No. 1854 American Muscle	$1.30	$1.35	
	No. 1350 Golf	$1.30	$1.35			No. 1855 Big Rigs	$1.30	$1.35	
	No. 1504 View from the Porch	$1.30	$1.35			No. 1856 Custom Bikes	$1.30	$1.35	
	No. 1600 Motivations	$1.30	$1.35			No. 1857 Antique Trucks	$1.30	$1.35	
	No. 1601 Scenic Inspirations	$1.30	$1.35			No. 1858 Antique Cars	$1.30	$1.35	
	No. 1700 Barns	$1.30	$1.35			No. 1859 Exotic Cars	$1.30	$1.35	
	No. 1701 Scenes of America	$1.30	$1.35			No. 1861 Street Rods	$1.30	$1.35	
	No. 1709 American Splendor	$1.30	$1.35			No. 1862 Junkyard Classics	$1.30	$1.35	
	No. 1715 Sunrise/Sunset	$1.30	$1.35			No. 1863 Classic Cars	$1.30	$1.35	
	No. 1724 Amazing Accomplishments	$1.30	$1.35			No. 1961 Classic Muscle	$1.30	$1.35	
	No. 1801 N. American Wildlife	$1.30	$1.35			ENVELOPES ☐ Bulk $ .21 ☐ Inserted $ .40			

FREE EXTRA SHEET OPTIONS (please check one if desired) — FREE
☐ Automotive Insights Backmount ☐ Season's Greetings Letter ☐ 4-month Grid ☐ Extra Sheet ☐ Coupon Sheet

Box A Total

Please Note: 4% over/under run is considered a full, billable order.

BOX B - Min. Qty 300 - 7002 & 7005 Min. Qty 100 - 8001

Qty.	Style	Before 8/1/15	After 8/1/15	Total
	No. 7002 Craft Beer	$1.19	$1.33	
	No. 7005 Muscle Thunder	$1.19	$1.33	
	ENVELOPES ☐ Bulk $ .21 ☐ Inserted $ .40			
	No. 8001 Monthly Pocket Planner	$1.24	$1.30	
	ENVELOPES ☐ Bulk $ .21 ☐ Inserted $ .40			

COVER COLOR OPTIONS
STANDARD ☐ Black ☐ Navy ☐ Burgundy
MATTE ☐ Onyx ☐ Blue ☐ Red
FOIL COLOR OPTIONS ☐ Silver ☐ Gold

Box B Total

BOX C - Min. Qty 150 - 5323 & 5324 Min. Qty 50 - 6108 & 6502

Qty.	Style	Before 8/1/15	After 8/1/15	Total
	No. 5323 13-month 2c Stick Up ☐ Rectangle ☐ Car	$ .58	$ .63	
	No. 5324 Memorable Muscle Stick Up ☐ Rectangle ☐ Car	$ .60	$ .66	
	ENVELOPES ☐ Bulk $ .21 ☐ Inserted $ .40			

VINYL COLOR OPTIONS
☐ Black ☐ Red ☐ Yellow ☐ Green ☐ Blue
☐ White ☐ Beige ☐ Grey ☐ Light Blue
FOIL COLOR OPTIONS ☐ White ☐ Black

	No. 6108 Patriotic Contractor	$4.18	$4.38	
	MAILING TUBES	$ .46		
	No. 6502 Patriotic Desk Pad	$4.70	$4.85	

Box C Total

IMPRINT ☐ Black Imprint ☐ Color Imprint _____ (State color wanted)
Additional color running charge: $.18

IMPRINT INFORMATION

1st Line
2nd Line
3rd Line
4th Line

LOGO OPTIONS

☐ Association Logo ☐ National Logo
☐ No Association Logo ☐ Custom Logo (with camera-ready art)

Total of Boxes A + B + C $ _____

Actual shipping and sales tax charges will be added to invoice.

ARTWORK FOR CALENDARS

Exact Repeat ☐ Yes ☐ No
Number of Colors _____
Emailed Proof - No Charge

SIGNATURE REQUIRED:

X _____ DATE:

LS7

On June 18th CABA held our 46th annual golf outing at Queenstown Harbor. Despite torrential downpours throughout Maryland during the day, the skies kept sunny over Queenstown and our 84 golfers greatly enjoyed their outing over the scenic River Course.

Fist place went to the team of Ryan Erickson, Matt Derby, Marty Rising and Jamie Ignozzi. Second place went to Stan Stern, Keith Eustace, Jeff Yingling, and Mike Freiman. Third place went to Brian Dennis, Don Himmer, Bryan Smith and Phil Winston.

The longest drive went to Matt Derby. The three closest-to-the-pin holes were won by Dale Cropper, Bill Schrider and Stan Stern. Stan Stern also won the putting contest.

Over 30 prizes were awarded to Mulligan ticket holders during the dinner following the outing and the 50/50 raffle was won by Frank Bucceri.

Chesapeake Automotive
BUSINESS ASSOCIATION

Queenstown Harbor
The River & The Lakes

And on a 90 degree afternoon, the most welcome sight of all...

A new beginning, but the mission is the same.

While our relocation was a big deal, nothing has changed!

As we settle into our new office in Glen Burnie, CABA is starting a new chapter in our history. From West Street in Annapolis, to Mayo Road in Edgewater; to Ritchie Highway in Pasadena, CABA (and predecessor CAWA) has always served our members' best interests.

Our core staff of Sally Ernst and myself remains at your service. Our credit union manager, Pat Moog, has moved to Destinations Credit Union, where she continues to take excellent care of "her" credit union members.

Like all moves, family or business, there was a lot of cleaning up that allowed us to downsize our space requirements. If anything, we are now more efficient and ready for the association business environment that exists today.

What can you expect now? Certainly the same legislative support at both the Federal and State level. It is the intention of the Board of Directors and the staff that we offer superior and much needed education classes, especially for technicians. Likewise, we want to expand our regional member meetings, primarily designed for business owners. We will focus on health care, HR practices and roundtable-type meetings where owners can exchange best business practices. This will be preceded by personal visits to review our menu of business benefits and to ascertain what is on the minds of our members.

In summary, new offices for CABA, but the only change will be that we continue to find ways to enhance your business.

Jim Donohue
Executive Director

CABA has some excess items from our move. Call us if you are interested.

We have 2 each 4-drawer filing cabinets. Color is dark tan.

Laminating machine. Laminate letter or legal documents .

Indoor putting green. Brand new. From our golf outings.

Wireless FM portable PA System

Built-in receiver, antenna and Amplified speaker.

Stop in our new Glen Burnie office, take a look and make us an offer!

It pays to advertise in your monthly CABA newsletter! Call 410-647-0505 to reserve your Ad space. 1/2 page: $185 or 1/4 page $150 (Big discounts for full year or half-year)

Event Calendar

Holiday Closures:
Independence Day
Friday, July 3rd, 2015

November 3rd—6th, 2015
Automotive Aftermarket Products Expo (AAPEX)
SEMA Show
Las Vegas, NV

Sunday, March 13th, 2016
69th Annual CABA Oyster Roast
Martin's West
Baltimore, MD

Chesapeake Automotive
BUSINESS ASSOCIATION
308 Crain Highway N.
Glen Burnie, MD 21061

Current resident or

Message from Your CABA President

Greetings, CABA Members!

Summer time and the living is …..easy?

Well, aside from the heat, humidity and employee vacations, it might be so. But it does seem that shops are busier, a credit to consumers preparing their vehicles before heading off to a vacation destination. So as we sweat through the 90-degree, 90% humidity days and employee-earned vacations, we also enjoy the summer boost.

As congress takes its summer vacation, we at least have a breather before the next round of legislation comes to fruition. I am pleased that the mandatory tire registration was not included with the just-passed Highway Trust Fund, but no doubt it will be part of the fall session. CABA tire members in particular, need to stand strong, be vigilant and stay in contact with their representatives. That is what helped delete the current provision. The system does work when we work together.

I am pleased that we have relocated into our new office in Glen Burnie. This will allow CABA to continue to serve our local industry and members for years to come. In an age of downsizing, CABA has streamlined itself and its operations without any loss to our core mission. We still offer all of our services, including inspection forms and printing services. We simply did not need all of the room we had in Pasadena. What our new location means is that CABA will still be here in 10 years, protecting your business interests and providing benefits that will enable you to attract and retain the best employees.

I hope that you will continue to review and consider our endorsed programs (found on page 6). Our Board has determined that these providers offer high value, good savings and overall superior service in each category. Taking advantage of just a few can more than re-pay your annual dues!

Have a great summer! And take it easy!

Rob Wilson
Admiral Tire & Auto Center