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Severna Park, MD 21146

**Office & Shipping**

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Pasadena, MD 21122

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Website: [www.caba.biz](http://www.caba.biz)

[www.facebook.com/cababiz1](http://www.facebook.com/cababiz1)

**April, 2015**

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**Thanks Newsletter Sponsors**

**American Tire Distributors**  
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**Maryland Tire Express**  
**Genuine Parts Co. NAPA**

**CABA Board of Directors**

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Sally Ernst - Executive Mgr.  
Pat Moog - Credit Union Mgr.

# Chesapeake Automotive

BUSINESS 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!

**68th Annual CABA Oyster Roast**



< Brian Jordan Jr. and Sr. make their difficult desert selection at the Oyster Roast. They don't seem unhappy with the choices.



No shortage of dancing opportunities.

The 68th annual CABA Oyster Roast took place at Martin's West on Sunday, March 15th.

Over 400 members and guests attended. As always, Martin's West food was superb and enjoyed by everyone. Our DJ provided complimentary background music (and dance tunes). With great door prizes, including a 50" LCD TV, and the \$ 1,000.00 cash raffle, excitement remained high throughout the afternoon.



Relaxing and enjoying—the order of the day! Joe Norris and Hunter Engineering. More photos, pages 13 & 14.



<<<  
Just a part of the sumptuous buffet.

**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.***



On March 10, a bipartisan group of Senators introduced S. 698, the Marketplace Fairness Act of 2015, to level the playing field between brick-and-mortar retailers and remote sellers, regarding the collection of sales and use taxes on transactions. As in the Marketplace Fairness Act (MFA) passed by Senate in the 113<sup>th</sup> Congress, the bill would provide states the opportunity to collect taxes from online purchases, closing the loophole that allows internet retailers to have a 5 to 10 percent unfair pricing advantage over traditional storefront retailers.

The bill would provide for free to retailers the software necessary to perform the tax calculations and collections. It would also eliminate any retailer liability in the event that a state, locality, or software provider does not update the tax rates properly. Retailers with remote sales less than \$1 million in gross annual receipts would be exempt from the collection requirements.

S. 698 differs slightly from the MFA in the 113<sup>th</sup> Congress with a provision that that bars states from implementing the tax collection for one year after the enactment of the law, and provides an additional moratorium from Oct. 1 through Dec. 31 of the first year the law is in place.

Five Republicans, four Democrats and one Independent were all original cosponsors of the legislation, giving the bill a strong introduction that could point to eventual passage again by the Senate. The Auto Care Association is encouraging all of our members to ask their Senators to cosponsor the legislation, or thank your Senators, if they are already on the bill.

An Action Alert is available on the Auto Care Association website for you to send a pre-written letter to your Senators quickly and easily. Please visit the [Auto Care Action Center](#) ) to urge your U.S. Senators to cosponsor S. 698 and support its passage in the full Senate. Cut and paste the following on your browser:

[www.http://aaia.aristotleactioncenter.com/ActionAlert/TakeActionSinglePage.aspx?aam\\_GUID=20c812ac-6f2a-465d-b73d-86645cf196b7&AspxAutoDetectCookieSupport=1](http://aaia.aristotleactioncenter.com/ActionAlert/TakeActionSinglePage.aspx?aam_GUID=20c812ac-6f2a-465d-b73d-86645cf196b7&AspxAutoDetectCookieSupport=1)

**autocare**<sup>TM</sup>  
ASSOCIATION

Independence drives us.

For all businesses with a group health plan:

This information is EXTREMELY IMPORTANT.

- There is an IRS mandate with a relief period ending 6/30/15.
- Small employers who are not subject to the Affordable Care Act's (ACA) coverage mandate (under 25 Full Time Employees) can't reimburse employees for non-group health insurance coverage purchased on a public exchange.
- If the employer does provide health coverage, it must meet a range of ACA coverage requirements or pay \$100 PER DAY penalty.
- A group health plan must, under these reforms, cover at least preventive care and may not have annual dollar limits.
- Small employers may be able to use a payroll vendor to allocate post-tax cash payments to an insurance carrier for monthly premiums, as long as the payment is not conditioned on the specific purchase of health care insurance (ie: IRS qualified expenses).

The answers to this issue may be answered best by the individual employers' attorneys and accountants.

Some choices:

- Eliminate coverage (25 or fewer Full Time Employees only).
- Raise pay.
- Change the reimbursement to a post-tax category.
- Offer CDHPs (Consumer Directed Health Plans).

Again, anyone reimbursing for healthcare premiums must STOP BY JUNE 30, 2015..

CABA endorses Keller Stonebraker for our employee-retention program. To navigate through the on-going complicated legalities of employee health care, no one is more informed than Kim Conley. Kim will survey your company's needs and, as a broker working for you, find the best program for your employees at an affordable cost. Kim doesn't stop with the policy sale. She is there every day to take care of any issues that you may have.

To reach Kim, call Keller Stonebraker at (410) 461-0700 ext. 5139. You will not be disappointed!



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<b>Savings</b> - Avg bal < \$2,500	0.05%
Savings - Avg bal \$2,500.01 to \$20,000	0.075%
Savings - Avg bal > \$20,000.01	0.10%
<b>Checking</b>	0.05%
HSA Checking - Avg bal < \$5,000	0.05%
HSA Checking - Avg bal \$5,000	0.075%
HSA Checking - Avg bal \$10,000. @ 6mo. CD	0.075%
HSA Checking - Avg bal \$15,000. @ 12mo. CD	0.10%
HSA Checking - Avg bal \$20,000. @ 24mo CD	0.15%
<b>Christmas Club</b>	0.05%
<b>Vacation Club</b>	0.05%
CD - 6 Month (\$500 min)	0.075%
CD - 12 Month (\$1,000 min)	0.10%
CD - 24 Month (\$5,000.00 min)	0.15%

**LOANS** (Rates shown are lowest possible with all discounts and no credit score adjustment applied)

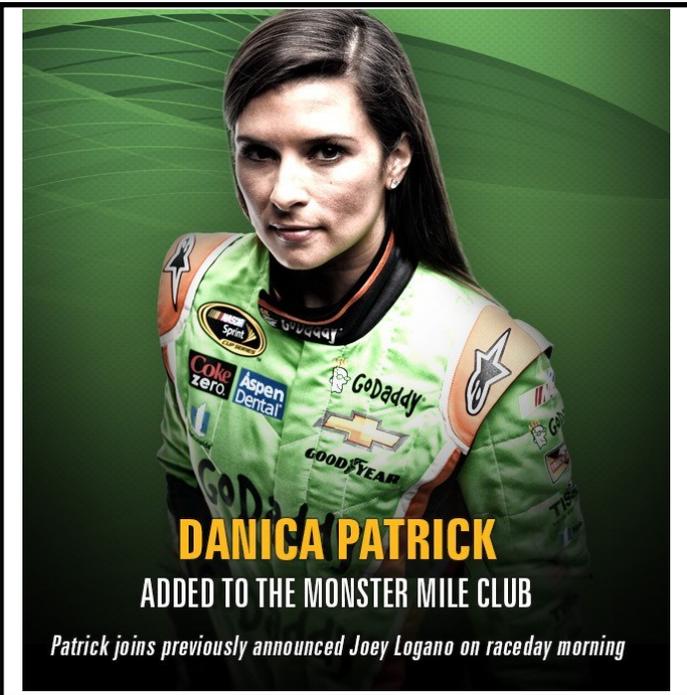
<b>Personal</b> 12-24 months	8.90%
Personal 36 months	9.90%
*\$5000.max/<651; \$10,000 max/651-775; \$15K/>775	
<b>New Vehicle</b> - 48 Month - 100%/val	1.99%
New Vehicle - 60 Month - 100%/val	1.99%
New Vehicle (>\$12,500 Value) - 72 Month 100%/val	2.99%
Used Vehicle - <3yrs old <100k miles - 48 Months 100%/val	1.99%
Used Vehicle - <3yrs old <100k miles - 60 Months 100%/val	1.99%
Used Vehicle - 3-5 yrs old - 48 Months 100%/val	3.10%
Used Vehicle - 3-5 yrs old - 60 Months 100%/val	3.25%
Used Vehicle - >5 yrs old - 36 months 100%/val	2.99%
Used Vehicle - 3-5 yrs old—60k miles 72 mos 100%/val	4.90%

**NAPA knows it's good business to support**



**KNOW HOW**

**Chesapeake Automotive Business Association**



Danica Patrick, driver of the No. 10 Chevrolet in the NASCAR Sprint Cup Series, and Joey Logano, driver of the No. 22 Ford in the NASCAR Sprint Cup Series, will both appear in the Monster Mile Club the morning of the Sunday, May 31, 2015 NASCAR Sprint Cup Series race at Dover International Speedway.

To take advantage of a great offer, call 800-441-RACE.



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](http://www.caba.biz)  
 If you wish to make any changes in who receives the newsletter, please advise the CABA office.



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Ventus S1 Noble2

**Online Catalog & Online Ordering**  
**[www.mdtireexpress.com](http://www.mdtireexpress.com)**  
**or call (410) 483-6087**

## CABA Services Directory

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.



## CABA SERVICES DIRECTORY

CABA membership offers many money-saving opportunities 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
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

4700 Trident Ct. #3  
Baltimore, MD 21227

**WE'VE GOT EQUIPMENT, TOO!**

# TIRES!

## YOU WANT THEM, WE'VE GOT THEM.

# CALL US TODAY! • 410-536-5630

CABA Education Calendar

Educator	Class ID	Location	Day(s)	Date(s)	Time	Total Cost
<b>A/C &amp; Temperature Controls</b>						
NAPA Auto Parts	Air Conditioning Service & Testing	Wilmington, DE	Tues	4/21	6:00-10pm	\$125 ***
NAPA Auto Parts	Air Conditioning Service & Testing	Waldorf, MD	Mon	4/27	6:00-10pm	\$125 ***
<b>Alignment, Brakes, Steering &amp; Suspension</b>						
Hunter	Alignment Fundamentals Level I	Annapolis Jct, MD	Mon - Wed	4/21 thru 4/23	8am-5pm	\$450
Hunter	Alignment Fundamentals Level I	Annapolis Jct, MD	Mon - Wed	5/5 thru 5/7	8am-5pm	\$450
<b>Diagnostic</b>						
NAPA Auto Parts	Ford 6.7 PowerStroke Diagnostic Series 1	Gaithersburg, MD	Mon	6/15	6:00-10pm	\$125 ***
NAPA Auto Parts	Fuel System Analysis	Myersville, MD	Wed	6/17	6:00-10pm	\$125 ***
<b>Engine &amp; Performance</b>						
MD Dept. of Environment	OBD Communications Issues	Baltimore, MD	Sat	4/18	8am-12noon and 1pm-5pm	Free
MD Dept. of Environment	OBD Communications Issues	Baltimore, MD	Mon	4/20	1pm-5pm and 6pm-10pm	Free
<b>State Inspection</b>						
Ask Reggie	MD State Safety Inspection On Site Preparation	Glen Burnie, MD	Mon & Wed	4/20+4/22	6pm-9:30pm	\$175
Ask Reggie	MD State Safety Inspection On Site Preparation	Baltimore, MD	Tues & Thur	4/21+4/23	6pm-9:30pm	\$175
Ask Reggie	MD State Safety Inspection On Site Preparation	Glen Burnie, MD	Sat	4/25	9am-5pm	\$175
<b>Tire Service &amp; Undercar</b>						
TIA	Commercial Tire Service-CTS400 Instructor Training & Certification - 4 Day	Baltimore (CCBC)	TBA	6/2 - 6/5	9am-4:30pm	TIA \$ 750; non-TIA \$ 1150
TIA	Commercial Tire Service-CTS400 Instructor Training & Certification - 3 Day	Baltimore (CCBC)	TBA	6/3 - 6/5	9am-4:30pm	TIA \$ 550; non-TIA \$ 950
TIA	Commercial Tire Service-CTS400 Instructor Training & Certification - 4 Day	Baltimore (CCBC)	TBA	10/20 - 10/23	9am-4:30pm	TIA \$ 750; non-TIA \$ 1150
TIA	Commercial Tire Service-CTS400 Instructor Training & Certification - 3 Day	Baltimore (CCBC)	TBA	10/21 - 10/23	9am-4:30pm	TIA \$ 550; non-TIA \$ 950
<b>Management</b>						
ATI	Cash Profits Boot Camp 2015	Linthicum, MD	Sat	4/18	9am-4pm	\$347
ATI	Cash Profits Boot Camp 2015	Ocean City, MD	Sat	5/9	9am-4pm	\$347
ATI	Positioning Your Shop for Success	Rockville, MD	Tues	5/19	4:00pm-9:30pm	\$347*
ATI	Positioning Your Shop for Success	Southern MD	Tues	6/9	4:00pm-9:30pm	\$347*
ATI	Positioning Your Shop for Success	Frederick, MD	Tues	6/16	4:00pm-9:30pm	\$347*
Mitchell 1	ProDemand Live Training	Online - 1 hour	Tues	4/14	1pm-2pm	No Charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Thur	4/16	6pm-7pm	No Charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Fri	4/17	5pm-6pm	No Charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Tues	4/21	1pm-2pm	No Charge
Mitchell 1	Mobile Manager Pro	Online - 1 hour	Wed	4/22	10am-11am	No charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Thur	4/23	6pm-7pm	No Charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Fri	4/24	5pm-6pm	No Charge
Mitchell 1	ProDemand Live Training	Online - 1 hour	Tues	4/28	1pm-2pm	No Charge
<b>Other</b>						
TIA	Webinar - GE CarCareOne Financing	Online - 30 mins	1st/3rd Wed	Monthly	1pm Eastern	Register Online

**Information/Registration by Educator Name**

ATI (Automotive Training Institute): Phone (410) 792-9466  
 Ask Reggie: Reggie Johnson, Phone (301) 274-2868 or (240) 417-5732  
 Hunter Engineering Company: [www.hunter.com/training/sched.cfm](http://www.hunter.com/training/sched.cfm) or call (301) 317-1300  
 MDE: MD Dept of the Environment Margie Wise (410) 537-3197 [mwise@mde.state.md.us](mailto:mwise@mde.state.md.us)  
 Mitchell 1: [www.buymitchell1.com/form/m1users.htm](http://www.buymitchell1.com/form/m1users.htm) or contact Karen Wagner (858) 391-5000 x6850  
 Mitchell 1 Online Training: <http://m1training.net>  
 NAPA Auto Parts: [www.napaautotech.com](http://www.napaautotech.com), contact your NAPA Sales Person or Rick Strevig 410-365-7426

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

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

\*Talk to an ATI rep about additional discounts for CABA members  
 \*\*\*CABA Members \$99.00

**On-Demand Training Resources**

TPMS Tuesdays Online Live (Bartec) [www.bartecusa.com/tpms\\_tool\\_training.htm](http://www.bartecusa.com/tpms_tool_training.htm)  
 ASE Study Guide: [www.hunter.com](http://www.hunter.com) - Training - Catalog Courses  
 Technical Assessment Systems: [www.hunter.com](http://www.hunter.com) - Training - Catalog Courses  
 General Service: [www.hunter.com](http://www.hunter.com) - Training - Catalog Courses  
 TIA Twice Monthly (Wednesday) Webinars, to register go to: <http://tinyurl.com/tiawebinar0404>

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

CABA SUPPORTS



2014 Member of the Year

Ralph Schissler  
Atlantic Tire

This award is not given out lightly – it is given to members who have worked earnestly and played a major role in the Association.



For the first time ever, our Member of the Year is a repeat award winner and deservedly so. Ralph Schissler personally took extraordinary actions to make sure we remained a stable organization. As a Board member of CABA, CAWA Services and the Automotive Aftermarket Employee Federal Credit Union, Ralph has always been the role model for service and duty to his industry. No matter how difficult the task, Ralph is willing to do whatever is necessary to promote and preserve the Association.

Congratulations and thank you Ralph, for your lifetime of service to CABA.

2015 Mr. Oyster Roast

Ray Gue  
Tech Parts eXpress

This award is given each year to an active CABA supporter and Oyster Roast contributor and / or participant.



Ray Gue meets all those criteria. He is an active member of our Board of Directors, has supported our events and most recently attended our lobby day in Washington DC, meeting with Maryland congressional and senatorial staffs.

So for outstanding support and participation toward making the CABA Oyster Roast the great event that it is, we proudly present the 2015 Mr. Oyster Roast award to Ray Gue!

Congratulations and thank you Ray, for your support of CABA.

HOW FAST DO YOU WANT IT?

Receiving the tires you need, when you need them, gives your store the winning edge. Choose ATD and tap into a technologically advanced delivery system and a network of distribution centers across the country. With most products delivered the same or next day, you get more of everything: more products to move more cars in and out of your store, and more customers than ever coming back for more. LET'S TAKE THE LEAD.

> VISIT [ATD-US.COM](http://ATD-US.COM) for more information.

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#### Eligible Products Include:

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- **Manager SE** - helps you manage all aspects of your shop — from front to back — more efficiently.
- **TeamWorks** - is a powerful solution that seamlessly integrates ProDemand and Manager SE.
- **Truck Products** - comprehensive coverage for class 4-8 now including labor times and estimates.



# 2 MONTHS FREE

#### Eligible Customers:

New to ProDemand, TeamWorks or any Truck Product.

Upgrading to TeamWorks from ProDemand.

Promotion effective through April 30, 2015.

To receive two months free, customers agree to 14-month commitment.



For more information or to find your local Mitchell 1 representative, visit [www.mitchell1.com](http://www.mitchell1.com) or call 888-724-6742.

Promo Code: TWOFREE

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Support your CABA-endorsed vendors. They provide the best programs for your business.



Rest assured CABA golfers, these will not be new hazards on the Queenstown Harbor River Course in June!

What we can promise is a great day out in the clean fresh air of Maryland's nearby Eastern Shore. Just 10 minutes from the eastern end of the Bay Bridge, the Queenstown Club is a short trip to an outstanding course with day-long breezes from the Chesapeake Bay.

The day will open with a putting contest for everyone at 11:00 AM, followed by lunch in the pavilion at noon. We will have a shotgun start at 1:00 PM. For the first time at Queenstown, we will be playing on the scenic River Course.



At 6:00 PM, our golfers can relax at the 19th hole in the pavilion and watch the "Final Four" of the putting contest. During the great Queenstown Harbor dinner, the winners of the longest drive, straightest drive, closest-to-the-pin and putting contest will be announced and prizes awarded. Then the foursome winners of the day's outing will receive their prizes. There will also be a 50-50 and door prizes.

Participation is limited to 144 golfers, so sign up early. The flyer / registration form is on the following page.



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# The 46th Annual CABA Golf Scramble & Dinner

Thursday, June 18, 2015  
Queenstown Harbor Golf Links  
310 Links Lane



### \$160 per person

includes green fees, cart, practice range, contest and prize eligibility, lunch and dinner.

*(Dinner only: \$45 per person)*

### SCHEDULE

11:00 AM	Registration opens & Putting Contest begins
NOON	Lunch prior to play in the pavilion
1:00 PM	Shotgun Start—RIVER COURSE
6:00 PM	19th Hole Reception
6:15 PM	Finals of the Putting Contest
6:30 PM	Dinner, Prizes, 50/50 & Awards

Person submitting registration: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Contact Phone Number \_\_\_\_\_  
 Contact Email Address \_\_\_\_\_  
 Name on Credit Card: \_\_\_\_\_  
 Payment:  Bill Me  Check Enclosed  Credit Card (complete below)  
 Card #: \_\_\_\_\_ Exp Date: \_\_\_\_\_  
 Address # of Card Acct: \_\_\_\_\_ Zip: \_\_\_\_\_ CID #: \_\_\_\_\_

### Register Today

CABA  
P.O. Box 938  
Severna Park, MD 21146  
Phone: (410) 647-0505  
Fax #: (410) 544-8130  
Email: info@caba.biz

### Register as an Individual Golfer or as a two, three or foursome

**\$160 each**

Golfer 1: _____	Golfer 3: _____
Company: _____	Company: _____
Golfer 2: _____	Golfer 4: _____
Company: _____	Company: _____

### A Captain's Choice Best Ball Scramble

*For auto aftermarket execs to techs and their family and friends.*

# The 46th Annual CABA Golf Scramble & Dinner

Thursday, June 18, 2015  
11:00 AM—7:30 PM  
Queenstown Harbor Golf Links  
310 Links Lane  
Queenstown, MD 21658

## ATTENTION Suppliers, Reps, Business Product/Service Vendors

*144 aftermarket golfers from the shore to the Shenandoah are expected to participate in the Annual CABA Golf Scramble & Dinner.*

*Show CABA members you care about their business and their association. Buy a TEE SIGN or sponsor an event feature to get your company noticed.*

- Sponsorship Opportunities**  
(Indicate your selection on this list)
- Dinner (4)..... \$500 each
  - Lunch (3)..... \$500 each
  - Drink Cart (2)..... \$500 each
  - Hole in one ..... \$350
  - Straightest drive..... \$250
  - Longest drive..... \$250
  - Closest to the pin (3) ..... \$250 each
  - Putting Contest..... \$250
  - Driving Range..... \$250
  - Bag Drop..... \$250
  - Golfers' Gift (5)..... \$250 each
  - Tee signs .. \$150 each
  - Gift Bag (donate item for 144 bags)



Apply for a sponsorship opportunity today

CABA  
P.O. Box 938  
Severna Park, MD 21146  
Phone: (410) 647-0505  
Fax #: (410) 544-8130  
Email: info@caba.biz

Complete this form and fax or mail to CABA

Person submitting sponsorship request: \_\_\_\_\_

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

\_\_\_\_\_ Contact Phone Number

\_\_\_\_\_ Contact Email Address

Payment:  Bill Me  Check Enclosed  Credit Card (complete below)

Name on Credit Card: \_\_\_\_\_

Card #: \_\_\_\_\_ Exp Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ CID Code #: \_\_\_\_\_

Street or PO Number of Address of Card Acct: \_\_\_\_\_ Zip: \_\_\_\_\_



<< Mr. Oyster Roast, Ray Gue, of Tech Parts eXpress, thanks the Board and staff of CABA for acknowledging his efforts on behalf of the Association.



<< Richard Andrews, a customer and friend of Hamilton Tire's Jay Kram, enjoys his raffle drawing winnings of the \$ 1,000 cash prize.



Tony DiSatta of C&T Transmission, a guest of Tech Parts eXpress, smiles as he accepts the grand prize of a Sharp 50" LCD TV.



<< A special thanks to Doug Meekins of Brooks Huff, who spends every Oyster Roast taking photos of the occasion.

Thanks, Doug!

**A special thank you to all of our Oyster Roast sponsors for their support. You really made our event fabulous!**

A-1 Cardone	Delcoline, Inc.	One Stop Auto Parts
AAEFCU	Denso Corp	Parts Authority
Admiral Tire	Eastern Catalytic Mfg	Quality Automotive Warehouse
Akebono	Emanuel Tire	Reach Cooling
Albert Tire	Federal-Mogul	Salisbury Auto.
American Tire Dist.	Ferguson Corp.	Severna Park Auto.
Anchor Doan	Fred Meyer & Son	Spectra Premium
AP Exhaust Prod.	Insurance	Sprague Operating Resources
Atlantic Tire	Genuine Parts Co.	SRS Marketing
B & L Sales	GMB	Standard Auto Parts
Balas Distributing	Hampstead Auto Pts	Standard Motor Products
Bay Area Goodyear	Hollenshade's Auto Service	Superior Financial Systems
BBB Industries	Johnny's Auto Service	Timken
Bosal USA Inc.	Keller Stonebraker Insurance	TNT Auto Parts
Brooks-Huff	Mainline Automotive	UCI-Fram
Burnett-White	Melvin's Tire	Wastler Auto Service
Centric	NAPA Car & Truck Parts	Wells Fargo Advisors
Continental Conti-Tech	NGK	
CRC		
Dayco		



<<Barbara Brown of Mastertech Automotive, a guest of Tech Parts eXpress, the winner of the GoPro video camera, happily claims her prize.

**A special thank you to all of our participating CABA Members. We appreciate your support in creating a great atmosphere of enjoyment for your employees and guests.**

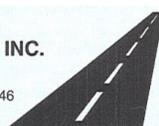
***CABA: Doing as a group what each cannot do individually.***



**Chesapeake  
Automotive**  
BUSINESS ASSOCIATION



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



**AUTOMOTIVE  
AFTERMARKET  
EMPLOYEE**

**FEDERAL CREDIT UNION**

Having fun and supporting your Association at the same time.

This newsletter is the “in-between” issue, flanking two of our big events — the Oyster Roast and the Golf Outing and we’d like to focus on the real purpose of these affairs.



We love seeing participants have fun, especially when members reward their employees or thank their customers by inviting them out for a great day. No one has ever departed from a CABA event and felt short-changed or that the time could have been spent better elsewhere. Our attending members should be very pleased that the expense was well-worthwhile and will provide long-term appreciation from their guests.

But the real purpose of our events are as fund-raisers. No association can cover its budget just from dues. We constantly strive to find member benefit programs that offer a small allowance to the Association (not all do). By the way, the criteria for such programs requires that the member benefit must be of value first and then any Association stipend is second in importance. We never create a benefit program for the sake of the Association; rather their purpose is solely for bettering the members’ business.

That leaves us with putting on events that bring the Association income. These have to be very enjoyable and to meet that standard, have to be first-class. To that end, we only hold the Oyster Roast at Martin’s West. We only select courses such as Queenstown Harbor that offer a great experience amid pleasant surroundings. We want participants to come back year after year. And the success of both of our key events indicates that such is the case. Even in a weak economy, we are meeting our participation levels every year.

The satisfaction is seeing the smiles on people’s faces, as they enter Martin’s West, select from the buffet line, step outdoors for the oysters or beef and enjoy each other’s company. The biggest smiles are reserved for the prize winners and the bigger the prize, the bigger the smile! Ditto the Golf Outing at Queenstown Harbor.

And yet, we could not do these events without our sponsors, with contributions of prizes, banners or other support. So I’d like to take this opportunity to thank all of our sponsors. We could not be an effective Association without you! So whether it is the Oyster Roast or Golf Outing, come on out and have fun. Invite employees, customers or both! All of your guests will have a great time.

Jim Donohue  
Executive Director

**CABA Members Invited to 2 Adjoining State Association Meeting / Conventions**

Both the Alliance of Automotive Service Providers – Pennsylvania and the Virginia Automotive Association have invited CABA members to attend and participate in their annual conventions. Each of them host a first-class event and you are sure to gain both business and technical knowledge.

**Alliance of Automotive Service Providers – Pennsylvania**

“Shop Survival Summit”

May 1,2,3 2015

Double Tree Resort

Lancaster, PA

Features:

- 3 Keynote speakers on shop management
- 15 Educational seminars for techs and owners
- 2-hour trade show with key vendors

**Virginia Automotive Association**

Convention and Trade Show

April 24, 25, 26 2015

Williamsburg Lodge

Williamsburg, VA

Features:

- 2 Keynote speakers, including “The Hybrid Shop”
- 4 Seminars for shop owners and service writers
- 2-hour trade show with key vendors

More information and to register:

[www.asap-pa.org/training/shop-survival-summitt.2015.aspx](http://www.asap-pa.org/training/shop-survival-summitt.2015.aspx)

More information and to register:

[www.vaautomotive.org](http://www.vaautomotive.org)



**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:  
Memorial Day  
May 25th, 2015

Thursday, June 18th

CABA Golf Outing  
Queenstown Harbor  
RIVER COURSE

November 3rd—6th, 2015

Automotive Aftermarket Products Expo  
(AAPEX)  
SEMA Show  
Las Vegas, NV



PRSR STD  
U.S. POSTAGE  
PAID  
Permit #7500  
Millersville, MD

Current resident or

## Message from Your CABA President

Greetings, CABA Members!

I'd like to make a shout-out to all of our sponsors.

**Thank you, thank you, thank you!** I can't say this enough. Not for one minute do we take you for granted. As I watched our event-long slide presentation on the large screens at this year's Oyster Roast, I could not help but be struck by the number of suppliers who recognize the importance of the state Association and are willing, not just to talk the talk, but who support us financially.

Our wholesale members, in particular, show their support for their customers, the tire dealers and repair shops, who are challenged by continuous legislative issues. We are too small an industry segment to contest state and federal matters on our own. The strength in numbers of all our members makes every segment-issue easier to counteract.

We also have many national manufacturers supporting us and I want to include them in my thanks. They likewise recognize the importance of local and state aftermarket advocacy, since their success is incumbent on ours.



Lastly, our Association-endorsed service providers need to be personally thanked as well. The 15 vendors listed on page 6 of this newsletter have been great partners to CABA members. These sponsors don't just deserve our thanks, they deserve our support! So I ask every CABA member to review our list of vendors and give them your utmost consideration. They all have a proven history of improving our businesses.

Participation in the Association brings home the fact that "we are all in this together." From manufacturer to wholesale to the shop level, the issues affecting one segment ultimately affect everyone. It is great to experience all coming together and supporting one another here at CABA.

So to our sponsors, I again say **thank you!** Speaking on behalf of all CABA members, we deeply appreciate your support

Rob Wilson  
Admiral Tire & Auto Center