

**CHESAPEAKE AUTOMOTIVE
BUSINESS ASSOCIATION**

Office & Shipping

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May 2017

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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!**

A Little Auto Care Goes a Long Way

Performing simple preventative maintenance on your vehicle will go a long way toward protecting your vehicle investment, says the non-profit Car Care Council.

"Buying a new car today comes with a hefty price tag when you add up the down payment, monthly car payments and higher insurance rates. Neglecting its care can mean even higher costs down the line in the form of more extensive repairs and lost resale value," said Rich White, executive director, Car Care Council. "By following a proactive auto care plan, the typical car should deliver at least 200,000 miles of safe, dependable, efficient and enjoyable performance."

National Car Care Month in April is the perfect time of year to give your car some extra attention. The Car Care Council recommends following a [vehicle service schedule](#), keeping a free copy of the council's [Car Care Guide](#) in the glovebox and performing the most common routine maintenance procedures to keep your vehicle performing at its best.

Check all fluids, including engine oil, power steering, brake and transmission as well as windshield washer solvent and antifreeze/coolant.

Check the brake system annually and have the brake linings, rotors and drums inspected at each oil change.

Check the tires, including tire pressure and tread. Uneven wear indicates a need for wheel alignment. Tires should also be checked for bulges and bald spots.

Check the hoses and belts to make sure they are not cracked, brittle, frayed, loose or showing signs of excessive wear.

Check the heating, ventilating and air conditioning (HVAC) system as proper heating and cooling performance is critical for interior comfort and safety reasons, such as defrosting.

Check the wipers and lighting so that you can see and be seen.

Check that all interior and exterior lighting is working properly and replace worn wiper blades so you can see clearly when driving during precipitation.

"Be sure to fully inspect your vehicle annually, including performing a tune-up and wheel alignment," continued White. "If you ever suspect there is a problem, it's a good idea to address it quickly before minor repairs become more complicated, expensive repairs."

The Car Care Council is the source of information for the "Be Car Care Aware" consumer education campaign promoting the benefits of regular vehicle care, maintenance and repair to consumers. For the latest car care news, visit the council's online media room at <http://media.carcare.org>. To order a free copy of the popular Car Care Guide, visit the council's consumer education website at www.carcare.org.





**CONTACT CABA FIRST FOR
THESE BUSINESS NEEDS**

- Employee Retention Health Benefit
- Maryland State Inspection forms
- Vehicle & personal loans from Destinations CU
- Shop Management Mitchell1 & Snap-On ShopKey
- Identifix technical hotline
- Technical education
- Management education
- Electricity & Gas group-buying service
- Health Savings Accounts with Destinations CU
- Waste recycling services
- Custom-printed business forms
- Stock business forms
- Calendars
- Plastic parts bags
- Printer ribbons
- Stickers (warranty, core, etc.)
- Savings & Checking Accts with Destinations CU
- Cash investment CDs from Destinations CU
- Business Insurance
- HR Management Services/Payroll
- Check Guarantee
- Credit Card Processing
- Broadband Internet/Telecom
- Website design/hosting
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- Mystery Shopping with Sales Training
- Marketing Products—Improving exposure to Drive-by and Walk-by traffic
- Management Training and Coaching

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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



Maryland is now the 8th state in the U.S. to enact a ban on lead wheel balance weights, as Governor Larry Hogan signed the bill into law on May 4, 2017.

First proposed in September 2016, Maryland's lead and mercury wheel balance weight law is for all vehicles within the state, but there's plenty of time for tire dealers to be ready. Compliance dates are set for January 1, 2018 for state owned vehicles, and January 1, 2020, for all new and used vehicles registered within the state.

According to Gregory Parker, marketing director for Wegmann Automotive USA Inc., a manufacturer of wheel weights, the 32-month compliance timespan for new and used vehicles is the longest such timespan from signature to compliance of any other state legislation on the matter.

"What we have seen over the last several states to enact lead wheel weight laws, are lengthier compliance timeframes," said Parker in a released statement. "The reason for the longer delay is that states are realizing that allowing businesses additional time to deplete old inventories is necessary and educating the market on the new law is extremely important for a successful transition."





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Our Sponsors

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- American Legions
- Youth Groups
- Recycling Centers
- Thrift Stores
- Townships and Municipalities
- Boy and Girl Scouts
- Any non-profit organization

Email: info@turnkey-enterprises.com

Website: www.turnkey-enterprises.com

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 cards,	CAWA Services	Pat Moog	410-647-0505
Business Insurance	B.J. Mattheiss Ins.	Blair Mattheiss	410-661-4500
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
Credit Union - Full Service Financial Institution	Destinations Credit Union	Customer Service	410-663-2500
Marketing Products-Improving exposure to Drive-by and Walk-by traffic	Banner Marketing Group	Jeff Alan	805-528-5018
Diagnostics and Repair Information	IDENTIFIX	Chuck Fuerst	651-604-6285
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	Pat Moog	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
Website Hosting and Design	Net Driven	Jon Napoli	877-860-2005 ext. 400

ABOUT THE RIGHT TO REPAIR ACT

The Right to Repair Act is bipartisan legislation that would require automakers to provide the same service information and tools to independent auto and maintenance shops, as well as to consumers, that the automaker dealership service centers receive.

- It further instructs the Federal Trade Commission (FTC) to provide oversight and enforcement of the bill.
- As a means of protecting intellectual property, the legislation states that the manufacturers' proprietary information will not have to be disclosed.

Right to Repair legislation does not attempt to restrict motorists from choosing car dealerships, it simply ensures that vehicle owners have a choice when deciding where to take their vehicles for repairs and what parts are best to use in maintaining their vehicles.

The Automotive Aftermarket Industry Association and the Coalition for Auto Repair Equality urge Congress to support the Right to Repair Act to give consumers a choice and keep repair costs down. It's the right thing to do for consumers, for business and the economy.

Global Right to Repair

The [European Union](#) has passed Right to Repair and an aggressive effort is currently underway in [Canada](#). Right to repair is clearly a global issue whose time has come.

WHAT RIGHT TO REPAIR DOES:

- Reaffirms the owners' right to repair their automobile and keep their families safe.
- Promotes consumer safety by allowing owners or their auto technicians' access to the computers that control the systems and components that affect the safe operation of their automobiles.
- Permits owners to choose the repair shop and the replacement parts to service and maintain their vehicles.

Authorizes the Federal Trade Commission (FTC) to promulgate regulations to protect consumers and to promote competition in auto maintenance and repair.

WHAT IT DOES NOT DO

- It does not take a manufacturer's intellectual property.
- It does not affect the dealer's warranty agreement with the vehicle manufacturers.
- It does not require manufacturers to disclose manufacturing processes or trade secrets.

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Destinations Loan Rates

Type of Loan	Term	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, boats, 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%
	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

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Miles Ahead™

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

<u>Educator</u>	<u>Class ID</u>	<u>Location</u>	<u>Day(s)</u>	<u>Date(s)</u>	<u>Time</u>	<u>Total Cost</u>
Collision/Repair						
ATI	Repair Shop Mastery	Frederick, MD	Tues	06/09	2:00pm-9:00pm	
ATI	Repair Shop Mastery	Owings Mills, MD	Tues	06/13	2:00pm-9:00pm	
ATI	Collision Shop Mastery	Virginia Beach, Va.	Sat.	06/17	9:00pm-4:00pm	
Diagnostic						
ATG	Chrysler Drivability & Code Diagnostics	Roanoke, Va.	Mon -Tues	05/22 - 05/23		
ATG	Chrysler Drivability & Code Diagnostics	York, Pa	Mon -Tues	06/26 - 06/27		
ATG	Chrysler Drivability & Code Diagnostics	New Castle, De	Wed-Thurs.	06/28 - 06/29		
Tire Service & Undercar						
State Inspection						
Ask Reggie	MD State Safety Inspection	Glen Burnie, MD			9am - 5pm	\$200
Management						
Mitchell 1	ProDemand Feature Video Training http://m1training.net/	How-to Videos, viewable anytime – whether at work, on a break, or after hours. Each video is about 2 minutes in length and gives a concise overview of a ProDemand feature.				
Mitchell 1	ProDemand Live Training http://m1training.net/get2know/prodemand/ or call 888-724-6742	Live training request for your company alone.				
Other						
PGCC	Auto Technician: Basic Theory	Largo, MD	12 sessions		6pm-9:30pm	\$415.00
PGCC	Auto Technician: Brake Systems	Largo, MD	6 sessions		6pm-9:30pm	\$230.00
PGCC	Auto Technician: Engine Performance	Largo, MD	5 sessions		6pm-9:30pm	\$195.00
PGCC	Auto Technician: Electrical Systems	Largo, MD	5 sessions		6pm-9:30pm	\$195.00
PGCC	Automatic /Manual Transmission & Transaxle	Upper Marlboro, MD	8 sessions		6pm-10:00pm	\$390.00
PGCC	Auto Technician: Diesel Engine Theory/Maintenanc	Largo, MD	10 sessions		6pm-9:30pm	\$390.00
CCBC	First Responder Training for Hybrids	Catonsville, R Bldg	Sat		8am-5pm	\$199
CCBC	Understanding Battery-Elec & Hybrid-Elec	Catonsville, R Bldg	Tue/Wed		6pm-10:15pm	\$489
CCBC	Understanding Battery-Elec & Hybrid-Elec	Catonsville, R Bldg	Tue/Wed		6pm-10:15pm	\$489
Montgomery Colleg	Introduction to Hybrid Electric Vehicles	Gudelsky Inst.	Mondays		6pm-10:00pm	\$175**
Montgomery Colleg	Introduction to Hybrid Electric Vehicles	Gudelsky Inst.	Mondays		6pm-10:00pm	\$175**
SMP PTS Online	Computer Tips for Today's Technician (Part I)	Online	Tues		7pm or 9pm	\$35
SMP PTS Online	Computer Tips for Today's Technician (Part II)	Online	Tues		7pm or 9pm	\$35
TIA	Webinar - GE CarCareOne Financing	Online - 30 mins	1st/3rd Wed	Monthly	1pm Eastern	Register Onlin

Information/Registration by Educator Name

ATI (Automotive Training Institute): Phone (410) 792-9466
 *Talk to an ATI rep about additional discounts for CABA members
 ** With rebate after attendance by owner
 ***CABA Members \$99.00
 ****Includes Dinner
 *****Attendees responsible for cost of travel, (discounted) lodging and incidental meals

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: Pat@caba.biz or call (410) 647-0505





The 48th Annual CABA Golf Scramble & Dinner

Thursday, June 22, 2017
Compass Pointe Golf Course



\$140.00 per person
includes green fees, cart, practice range,
contest and prize eligibility,
lunch and dinner.

SCHEDULE

10:00 AM Registration opens & Putting Contest begins
11:00 AM Lunch in the pavilion prior to play
NOON Shotgun Start - Lakes COURSE
5:00 PM 19th Hole Reception
5:15 PM Finals of the Putting Contest
5:30 PM Dinner, Prizes, 50/50 & Awards

Person submitting registration: _____
 Company Name: _____
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 Address # of Card Acct: _____ Zip: _____ CID #: _____

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

\$140.00 each

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

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MARK YOUR CALENDAR

The 48th Annual CABA

Golf Scramble & Dinner



**Thursday, June 22, 2017
Compass Pointe Golf Course
Pasadena, MD 21122**

We all know or have heard of individuals who have had a tragedy in their family and places them in a non-recoverable financial situation. For years, the automotive aftermarket has had a charity that helped such families, but it has been little publicized. Now, the Foundation is in the hands of industry professionals and truly wants to help individuals and families in need. The employee must be in the automotive aftermarket. The Foundation will examine each individual case and make a determination of what funds are needed. Here is the information and contact points. Save this page. We hope you never have to use it.

The AACF, or Automotive Aftermarket Charitable Foundation, was founded in 1959 to assist automotive aftermarket members and their families who, due to catastrophic illness or terrible accident, have exhausted all other available resources in maintaining a reasonable existence.

Our Mission - to provide sustainable solutions for those in great need - is what drives us every single day. To make good on our mission, we're staffed by a dedicated team of experienced industry executives who donate their time to this worthy cause.

But we can't do it alone.

The AACF depends on the generous assistance of companies and individuals within our industry to provide the financial support to fund the foundation. Together, we can assist those within our industry who desperately need help.

If tragedy strikes, it usually does so without warning. And when it does, the AACF is here to help find a solution.

Whether it's you, a loved one, co-worker, or someone you know in the industry that has fallen on hard times due to a catastrophic event or condition, you can turn to the AACF as an advocate and ally in this time of need. With professional experts and resources from across the Automotive Aftermarket, we provide advice and support - quickly and confidently.

If you need help or know someone in need...

You may contact us to discuss the particulars of the situation to see how the AACF can assist the individual or family.

ALL CALLS AND CORRESPONDENCE ARE IN THE STRICTEST OF CONFIDENCE.

AACF

5716 Folsom Blvd #149 Sacramento, CA 95819

Phone: 916-628-0271 Email: info@aacfi.org <http://www.aacfi.org/>

On the Value of CABA Membership

Why the State Association is Still Relevant

It is easy to become complacent about Association membership, but consider what is taking place right now, affecting every automotive aftermarket business in the State of Maryland.

The Maryland Department of Environment is considering California-standards for catalytic converters sold in the state of Maryland. This would drastically affect the inventory of every jobber and wholesaler.

The Tire Industry is being assailed on two fronts: mandatory consumer tire registration via Federal law and on-going tire aging legislation in Maryland.

The Federal government is also considering, as are many states, a vehicle-miles driven tax, employing a GPS device to track the miles driven in-state by every vehicle. This would drive up delivery costs to businesses and hit every car and truck owner in the pocketbook.

So when your annual dues-renewal notice arrives, keep in mind that your Association – CABA – is always advocating on behalf of your business. Without organized opposition to anti-business legislation, laws are passed allegedly to protect consumers, but in reality raise the cost of parts, tires and repairs to all.

CABA offers our members very favorable service provider programs:

Employee Retention Health Benefit – Keller Stonebraker

Credit Card processing at favorable rates with no hidden fees- Superior Financial Systems

On-line diagnostics information at significant savings – IDENTIFIX

Telecom phone equipment, service & internet, DSL or T-1 lines – GTB

Shop management software at lowest market price – Mitchell-1

Electric and gas co-op purchasing – MAAGIC / Sprague Resources

Web design and hosting for Auto Repair and Tire businesses – Net Driven

State inspection and business forms – CAWA Services

Credit Union financial services, catering to aftermarket employees' needs – Destinations Credit Union



Taking advantage of the above benefits can easily pay for your annual dues.

But it is the legislative issues that are the Association's first concern in serving you.

**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)**

Little Known Facts...

The first product Motorola started to develop was a record player for automobiles. At that time, the most known player on the market was Victrola, so they called themselves Motorola.

Chewing gum while peeling onions will keep you from crying.

There are no clocks in Las Vegas gambling casinos.

One car out of every 230 made was stolen last year.

A car uses 1.6 ounces of gas idling for one minute. Half an ounce is used to start the average automobile.

Babe Ruth wore a cabbage leaf under his cap to keep him cool! He changed it every 2 innings.

There are over 58 million dogs in the U.S.

The average life span of a major league baseball is 5-7 pitches.



308 Crain Highway
Glen Burnie, MD 21061

Event Calendar

June 22, 2017

**48th Annual Golf Scramble & Dinner
Compass Pointe Golf Course
Pasadena, MD**

We're Listening!

The best ideas on how we can better serve our members comes from YOU- our members! So, now's your chance. Tell us what we're doing right. Tell us what we're doing wrong. What can we do better?

What additional services would you like to see?

There is no better time like the present to tell us about it.

**Your voice needs to be heard!
And, we're listening!**



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

**Contact CABA Today!
Pat Moog - 410-647-0505
Pat@caba.biz**