

**CHESAPEAKE AUTOMOTIVE
BUSINESS ASSOCIATION**

Office & Shipping

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Glen Burnie, MD 21061

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Feb-Mar 2018

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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!

The battle over right to repair: More important than ever before.

By: Aaron Lowe, Auto Care Association

As we begin 2018, one of the issues that seems to never go totally away is right to repair. There is good reason for this since many of the issues now at the forefront of our industry, such as access to data transmitted by embedded telematics systems, have as their root the right of car owners to obtain repairs for their vehicle from the location of their choice and not be limited to authorized dealer facilities.

Further, the right to repair battle points to an important dynamic that is occurring not only in our industry, but in many others where manufacturers are attempting to assert increased control over how their products are used and repaired. Therefore, it is important to go back and review where the right to repair came from and its current status since its repercussions are not only being felt in the automotive aftermarket in this country, but in other countries and even other industries.

Many in our industry are no doubt familiar with the right to repair battle that our industry launched as far back as 2001, but only concluded when a law was finally enacted in Massachusetts in 2012. The car companies embarked on a major campaign to prevent passage, only to finally concede defeat when Massachusetts voters overwhelmingly approved a right to repair ballot measure by an 86-14 percent margin as part of the 2012 elections.

Following the victory in 2012, the car companies agreed in a memorandum of understanding (MOU) signed with Auto Care and the Coalition for Auto Repair Equality (CARE) to comply with the Massachusetts right to repair law nationwide in order to avoid a state by state battle over right to repair.

The result of this effort is that there is now a nationwide requirement that vehicle manufacturers make available to independent repairers at a fair and reasonable price, the same repair information, tools and software that they provide their dealers. This year, the right to repair law and MOU will require car companies to make all of their software, repair capabilities and information available over the cloud on a subscription basis.

Under this system, a shop should be able to download all of the repair capabilities on to a generic laptop and then connect to a vehicle using a standardized interface that meets SAE J2535 or ISO 22900 industry standards. If everything works as planned, a shop would be able to obtain on either a long or short-term basis, all of the same diagnostic and repair capabilities that a new car dealer receives for nearly any car that comes into their shop, without the investment of tens of thousands of dollars to purchase car company proprietary tools. Of course, with the benefits of right to repair come some responsibilities.

While having a lot of great tools at their disposal is great, shops need to ensure that their technicians are properly trained to work on late model computer controlled vehicles and know where they can obtain the tools, software and information they need to repair them.

Further, if information, tools or software are not available, shops/technicians need to take the responsibility to let us know so that action can be taken to ensure compliance.

Continued on page 2



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 pat@caba.biz.

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 Shop-
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- Identifix technical hotline
- Technical education
- Management education
- Electricity & Gas group-buying service
- Health Savings Accounts with Destinations CU
- Waste recycling services
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- 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
- Uniform Rental
- Mystery Shopping with Sales Training
- Marketing Products—Improving exposure to Drive-by and Walk-by traffic

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. To accomplish our motto: **"doing as a group what each cannot do individually,"** CABA needs everyone involved. helping your own business at the same time.



Continued from page 1

Which leads me to a quick word about the National Automotive Service Task Force (NASTF). NASTF was designated to help ensure that technicians can get what they need to repair cars and to close gaps that occur either on purpose or by accident.

There is a process called the Service Information Request (SIR), where NASTF will attempt to remedy a gap found by a shop. However, NASTF can only do this if someone lets them know there is a problem. The NASTF website also has links to all of the car company service information web sites for quick reference. For most issues, NASTF is a good first point of contact if you need something. Auto Care and other groups can take on more difficult issues. To find out more about NASTF, go to <https://www.nastf.org/i4a/pages/index.cfm?pageid=1>

Notwithstanding the day-to-day problems that sometimes occur with right to repair in the real world, it is easy to take for granted that the independent aftermarket has for the most part pretty good access to the information and tools needed to work on most makes sold in this country. However, the recent battles in the electronic device industry and the farm industry demonstrates that consumer choice does not always come easy.

You may have seen in the press that independent technicians that work on electronic devices claim that companies like Apple are locking them out from access to the tools and information to work on iPhones and tablets, leaving the OE designated repair facilities the only place consumers can go to obtain repairs.

In the farm industry, John Deere requires that all of their tractors are repaired by only authorized repairers, thus delaying needed repairs for farmers that depend on their tractors to keep their farms profitable. Groups representing independent technicians in the electronic device and farm industry have been pressing for their own version of right to repair, and had bills introduced in about eight states during 2017. While all of those efforts were unsuccessful, they are promising to return in 2018 with additional state efforts.

Further, groups representing the independent automotive aftermarket in Australia and South Africa are fighting their own battle for right to repair. In these countries, the same vehicle manufacturers that are making most information and tools available in the U.S., have severely limited what is available to independents. Our success in the U.S. is providing important assistance to these groups as they move forward with their right to repair efforts.

The right to repair battles in the U.S. and globally makes me wonder what would have happened in the U.S. had the industry not pressed the right to repair battle. It also points to the fact that just like the freedom we enjoy in this country, competition cannot be taken for granted – it must be something that the independent aftermarket must fight to maintain every day, whether through government action or just by educating consumers on the benefits they receive from having a choice on where they get their car repaired.

Source: Auto Care Association

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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	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
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
Management Training and Coaching	Automotive Training Institute	Jim Groves	443-865-3167
MD State Inspection Forms	CAWA Services	Pat Moog	410-647-0505
Multiple Employer Retirement Plan	Apple Financial Services	Robert Gascon	703-225-1135
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	Rich Mullen	877-860-2005 ext. 224

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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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

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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

Educator	Class ID	Location	Day(s)	Date(s)	Time	Total Cost
Collision/Repair						
ATI	Eight Essential Skills for Shop Success GAR	Waldorf, MD	Mon.	02/13	2:00pm-9:00pm	
ATI	Eight Essential Skills for Shop Success GAR	Annapolis, MD	Sat.	03/10	9:00am-4:00pm	
ATI	Eight Essential Skills for Shop Success GAR	Frederick, MD	Tues.	03/20	2:00pm-9:00pm	
ATI	Eight Essential Skills for Shop Success GAR	Aberdeen, MD	Sat.	04/07	9:00am-9:00pm	
ATI	Eight Essential Skills for Shop Success GAR	Rockville, MD	Tues.	04/17	2:00pm-9:00pm	
Tire Service						
Hunter Engineering	Alignment Fundamentals Levels 1	Annapolis Junction, MD	Mon - Wed	02/26 - 02/28	8:30 - 5:00	
Hunter Engineering	Alignment Fundamentals Levels 2	Annapolis Junction, MD	Thurs - Fri	03/01 - 03/02	8:30 - 5:00	
Hunter Engineering	Alignment Fundamentals Levels 1	Annapolis Junction, MD	Mon - Wed	05/7 -05/09	8:30 - 5:00	
To register: http://www.hunter.com/training/sched.cfm						
Diagnostic						
ATG						
ATG						
State Inspection						
Ask Reggie	MD State Safety Inspection	Glen Burnie, MD		02/24	9am - 5pm	\$200
To register: 240-417-5732 or askreggye@gmail.com						
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/Maintenance	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 College	Introduction to Hybrid Electric Vehicles	Gudelsky Inst.		Mondays	6pm-10:00pm	\$175**
Montgomery College	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 Online

Information/Registration by Educator Name

ATI (Automotive Training Institute): Phone (410) 792-9466
 *Talk to an ATI rep about additional discounts for CABA members
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 ***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
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For Information Contact:

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State and Federal OSHA regulations require that employers with 11 or more employees at any time in 2017 must post Annual Summary of Injuries and Illnesses from February 1, 2018 to April 30, 2018. This form lists summary data for all related injuries and illnesses that occurred during calendar year 2017. The report must be placed where employee notices are usually posted by your company. Businesses with no injuries or illnesses for the year must also post the form.

Employers subject to these regulations should review their Form 300 to verify that all recordable injuries and illnesses are listed, that all entries are complete and accurate, and correct any deficiencies. Record work-related injuries or illnesses that result in death, loss of consciousness, days away from work, restricted work activity or job transfer, or medical treatment beyond first aid. (Other incidents that are significant, as defined by OSHA, must also be recorded.) Use Form 300A, to report a summary of these injuries and illnesses, have an officer of the company sign the form, and then post it from February 1 to April 30.

You can download a copy of OSHA Form #300, A Summary of Work Related Injuries and Illnesses from the OSHA website at www.osha.gov. Click on "Recordkeeping", and then click on "Recordkeeping Forms" for OSHA forms 300, 300A, and 301. You may also use OSHA's on-line order form or call 1-800-321-OSHA.



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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.....

A snail can sleep for three years.

Our eyes are always the same size from birth, but our nose and ears never stop growing.

Tigers have striped skin, not just striped fur.

The microwave was invented after a researcher walked by a radar tube and a chocolate bar melted in his pocket.

In a lifetime, the average driver will honk 15,250 times.

If you are right handed, you will tend to chew your food on the right side of your mouth. If you are left handed, you will tend to chew your food on the left side of your mouth.

Vinegar to heal bruises... soak a cotton ball in white vinegar and apply it to the bruise for 1 hour. The vinegar reduces the blueness and speeds up the healing process.

If you add up the numbers 1-100 consecutively (1+2+3+4+5 etc.) the total is 5050.



Event Calendar

**71st Annual CABA
Bull & Oyster Roast
March 18, 2018
Martin's West
6817 Dogwood Road
Baltimore, MD 2122**

**June 14, 2018
Golf Scramble & Dinner**

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**