

# NOZZLE & WRENCH

WMDACAR

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FEBRUARY 2024

AN OFFICIAL PUBLICATION OF THE WASHINGTON DC, MARYLAND & DELAWARE SERVICE STATION & AUTOMOTIVE REPAIR ASSOCIATION

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- >> The Importance of ADA Compliance
- >> Introducing a New Automotive IP in 2024? Stay On Top of the Trends!

*The end results are satisfied customers, and more money in your pocket and technician's pocket.*

## KIRK'S CORNER

# Training Day 2024



By Kirk McCauley, Director Of Member Relations & Government Affairs

**Training day offers top of the line trainers** all in one place. In my time with WMDA/CAR this is by far the best line up of trainers. There is a saying that is prevalent in motor sports that money buys speed, in this case "Training Buys Money." Locations cannot get behind the technology curve and expect to maximize your shop's potential if your techs and service writers are not staying on top of training. It is time to quit making excuses for not sending employees for training. The end results are satisfied customers, and more money in your pocket and technician's pocket.

This year's training day will be held at Lincoln Tech of Columbia, 9325 Snowden River Parkway, Columbia, MD 21046. 8:00 am-5:00 pm. **To be clear**, WMDA/CAR is bringing in top of the line trainers to this facility.

### Tabletop Vendor Expo 8:00 am-3:00 pm

WMDA/CAR Members: \$199/person Non-Members: \$219/person Registration & Breakfast Opens at 7:30 a.m. Continental Breakfast, Hot Lunch & Snacks Included with Registration. **See trainer and class line up following this article and get registered.**

### Visa and MasterCard Claims

Visa and MasterCard claims must be filed by May 31, 2024, for participation in claims to \$5.6 billion in settlements. Claim form started mailing out in December of 2023 to retailers and you are eligible if you accepted VISA/Master Card between January 1, 2004 to January 25, 2019, with exceptions. Here is a link to an NACS article that explains it better than I can, and it has links to more information. WMDA/CAR is a NACS member, and they do great work on national and international level. [NACS](#). Do not procrastinate, get it done now, if you did not receive claim form and you think you are eligible there is a place to contact claim administrator on bottom of NACS article.

**TRAINING  
DAY 2024**  
**FEBRUARY 24, 2024**

*Continues on page 4*

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**TRAINING  
DAY 2024**

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**WMDA/CAR**  
1532 Pointer Ridge Place  
Suite F  
Bowie, MD 20716  
301.390.0900  
[wmdacar.com](http://wmdacar.com)

**Swapna Sripada**  
Director of Operations  
301.390.0900, ext 115  
[ssripada2@wmda.net](mailto:ssripada2@wmda.net)

**Kirk McCauley**  
Director of Member  
Relations and  
Government Affairs  
301.390.0900, ext. 114  
[kmccauley@wmda.net](mailto:kmccauley@wmda.net)

**WMDACAR**  
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**WMDA/  
CAR General  
Membership  
Meeting  
February 28th  
at Nautilus  
Diner in  
Crofton...**

*Continued from cover*

**Grand Theft Lottery -  
All Legislators**

The Governor of Maryland Wes Moore has proposed reducing lottery commission from 6% to 5.5% and reducing cashing fee from 3% to 2%. These proposals are part of the Budget Reconciliation and Financing Act (BRFA) [SB0362/ HB0352](#) Projected saving to state would be \$35 million. The loss to 4400 retail agents would average \$8,000 per year per location. This has all come about because of the projected deficit to Maryland budget in coming years. After raising Minimum wage, Family leave on top of sick leave you are already required to have, they want small business to take a \$8,000 hit per location. Putting the burden on small business is not the answer!

No dates have been set for the hearing as of this writing In the mean time you can contact legislators on the Appropriation Committee [Committees - Appropriations Committee \(maryland.gov\)](#) Budget and Taxation Committee [Committees - Budget and Taxation Committee \(maryland.gov\)](#). Ask legislators to support small business and vote to Amend BRFA bills SB 362 and HB352 to take lottery agents reductions out, Page 26 lines 1 to 8. You can go to <https://mgaleg.maryland.gov/mgawebsite/Members/District> to find your legislator and/or contact information. Below is a link to Maryland Governor Wes Moore, there is a place to leave a message <https://md.accessgov.com/governor/Forms/Page/cs/contact-the-governor/1> letting him know his proposal are hurting 4400 small retailers and veteran organizations that have lottery.

**i-Lottery - When it Rains it Pours**

On February 2, we had a meeting with Lottery and gaming director John Martin. He confirmed that they will introduce a bill to put lottery online (I-Lottery). They claim all statistics show it will not hurt retail stores, the same thing Amazon said to local retailers when they started. How did that work out! This would be like letting a fox into the chicken coup, not a good outcome. Now that I have clearly been negative on this, they are going to send us more data from states with i-lottery, currently operating. At the current time we must oppose any bill that would let the state compete directly with their agents. Security issues also produce underage gambling and down on their luck citizens going for broke and more times than not, broke is the outcome.

We are looking at every bill that would affect our member businesses and your finances, from fuel, auto repair,

convenience retailers and the buildings we do business in. We have testified on 6 bills and lots more to come. Will keep everyone posted.

**WMDA/CAR General  
Membership Meeting  
February 28th**

Enjoy a **FREE** breakfast with WMDA/CAR and associate members at Nautilus Diner in Crofton, corner of 424 & Rt.3 on south bound side of Rt.3. Breakfast starts at 9:30 and you should be on your way by 11am. Get the latest updates and discuss issues that affect your business. WMDA/CAR will pick up the check.

**WMDA/CAR and MAPDA Will  
Have Legislative Lunch on  
March 12**

Registration for this year's Legislative Lunch & Briefing is now [open](#). MAPDA is overseeing registration so Join MAPDA and WMDA/CAR members on Tuesday, March 12 in Annapolis at the Graduate to get a briefing on the pressing industry issues under consideration by policy makers.

Please call or email if you have any questions on legislative issues. ■



**LEGISLATIVE  
UPDATE** *with*  
**KIRK MCCAULEY**

**Wednesdays at 9am via Zoom  
Jan 31 – April 10, 2024**



**WMDACAR**

# GENERAL MEMBERSHIP MEETING

**Wednesday, February 28, 2024**

**Breakfast 9:30 am onwards**

**Meeting 10 am - 11 am**

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# TRAINING DAY 2024

**FEBRUARY 24, 2024**



[www.wmdacar.com/events](http://www.wmdacar.com/events)

8:00 am-5:00 pm / Lincoln Tech of Columbia  
9325 Snowden River Parkway / Columbia, MD  
Tabletop Vendor Expo 8:00 am-3:00 pm

WMDA/CAR Members: \$199/person  
Non-Members: \$219/person\*

**\*MEMBER PRICING EXTENDED TO 2.10.24!**

Registration & Breakfast Opens at 7:30 a.m. Continental Breakfast, Hot Lunch & Snacks Included with Registration

## ALL-DAY SESSIONS

- 1 Electronics in the Modern Automobile**  
Presenter: Vince Virgilio; 8 am - 5 pm

Join Us for a 30 Minute Shop  
**OWNERS ROUNDTABLE** at Lunch

**TABLETOP VENDOR EXPO**  
8 a.m.-3 p.m.

Staggered Lunch: 11:30pm onwards

## MORNING SESSIONS

- 2 A Streamlined Approach to Diagnostic Dilemmas**  
Presenter: Brandon Steckler; 8 am - 12 pm
- 3 Becoming the Leader Your Team Will Follow**  
Presenter: Rick White; 9 am - 12 pm
- 4 Servicing Today's Tire, Wheels & TPMS**  
Presenter: Ryan Graves; 9 am - 12 pm
- 5 Customer Service - Shop Communication Essentials**  
Presenter: Jim Bennett; 9 am - 12 pm
- 6 MSI - COMAR Updates and Q&A**  
MD State Trooper; 9 am - 11 pm

## AFTERNOON SESSIONS

- 7 Drivability from the Driver's Seat Mastering Scan Tool Data Interpretation**  
Presenter: Brandon Steckler; 1 pm - 5 pm
- 8 Why Can't We All Just Get Along?**  
Presenter: Rick White; 1 pm - 4 pm
- 9 Service Advisor 2.0 - Getting to "Yes" the Fun Easy Way**  
Presenter: Victor Broski; 1 pm - 4 pm
- 10 Wheel Alignment Class**  
Presenter: Gary Wilfong; 1 pm - 4 pm
- 11 Basic Electrical**  
Presenter: Mike Carretta; 1 pm - 5 pm

Attendee 1: _____	ALL DAY # _____	MORNING # _____	AFTERNOON # _____
Attendee 2: _____	ALL DAY # _____	MORNING # _____	AFTERNOON # _____
Attendee 3: _____	ALL DAY # _____	MORNING # _____	AFTERNOON # _____
Attendee 4: _____	ALL DAY # _____	MORNING # _____	AFTERNOON # _____

## CONTACT INFORMATION

Contact Person: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
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## REGISTRATION FEES\*

Member Registration \_\_\_\_\_ @ \$199/ea.  
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 (\*Breakfast, Lunch & Snacks included with registration)

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## REGISTRATION FORM SUBMISSION OPTIONS:

**Mail (by February 15):** WMDA, 1532 Pointer Ridge Place, Ste. F, Bowie, MD 20716  
**Email:** [wmdacar2024@gmail.com](mailto:wmdacar2024@gmail.com) **Fax:** 301.383.2725 **Tel:** 301.390.0900

# TRAINING DAY 2024 SESSION DESCRIPTIONS

## ALL-DAY SESSIONS

### 1. Electronics in the Modern Automobile

**Presenter: Vince Virgilio, East Training; 8am - 5pm**

This is a Hands-On Class – Bring your DVOM! Explains the application of semiconductors and other electronic components in the automobile of today – Topics covered include: Construction, function, identifying ratings, and testing of the following components: Diodes – for rectification, circuit protection, current control, Zener diodes (for voltage regulation), Relays and solenoid circuits. **For: Technicians**

## MORNING SESSIONS

### 2. A Streamlined Approach to Diagnostic Dilemmas

**Presenter: Brandon Steckler; 8am - 12pm**

This class capitalizes on the technicians' ability to incorporate basic testing techniques with modern diagnostic tooling and combine it with available service information to solve seemingly difficult dilemmas. All with ease and efficiency, regardless of the vehicle type. The essence of the class is built around the idea that if adequate service information is present, a thorough understanding of one's diagnostic tooling (and the tools' limitations) as well as an understanding of the physics common to all vehicle's system/components, ANYTHING can be diagnosed! **For: Technicians**

### 3. Becoming the Leader Your Team Will Follow

**Presenter: Rick White, 180-Biz; 9am - 12pm**

Becoming the leader your team will follow is all about knowing yourself, understanding your team and inspiring them to become better versions of themselves. A true leader will make a shop more successful. While there are many managers, few have the skills to lead. This workshop helps to explain the difference between managers and leaders, expose the greatest misconceptions about leadership, and give you practical tools for being the great leader your team really needs! In it I give you the tools to become a great leader resulting in a happier team, more sales on the front counter and customers who start as visitors but stay as loyal fans! **For: Shop Owner, Manager**

### 4. Servicing Today's Tire, Wheels, and TPMS

**Presenter: Ryan Graves; 9am - 12pm**

This session will cover a variety of topics related to the different changes in technology for passenger and light truck tires, wheels and tire pressure monitoring systems (TPMS). Topics will include:

*Basic tire service safety; Tire replacement guidelines; Vehicle lifting (include EV's; Demounting, mounting, and inflating low-profile and run-flat tires with TPMS sensors; Repairing tires with sound-suppression foam and manufacturer sealant material; Wheel torque and clamping force; TPMS regulations and service/relearn procedures; Tire and wheel inspection guidelines*

Join the Tire Industry Association (TIA) for this informative presentation on the steps that automotive repair and maintenance companies must take to properly and safely service the tires, wheels and TPMS on modern passenger cars and light trucks. This session is designed for sales personnel, managers, and technicians so that everyone in the shop understands the recommended practices to protect employees from injuries, prevent accidents for customers, and limit liability for the business.

**For: Technicians, Managers**

### 5. Customer Service – Shop Communication Essentials

**Presenter: Jim Bennett, ATI; 9am - 12pm**

Customer to Service Team to Technician Team to Service Team to Customer back and forth and back Again. Here are some of best communication practices available for any shop. When done right, everyone benefits, and the entire experience enjoyed at every step of the repair/maintenance process. **For: Service Advisors/Shop Owners**

### 6. MSI – COMAR Updates and Q&A

**Presenter: MD State Trooper; 9am - 11am**

**For: MD State Inspectors**

## AFTERNOON SESSIONS

### 7. Drivability from the Driver's Seat Mastering Scan Tool Data Interpretation

**Presenter: Brandon Steckler; 1pm - 5pm**

Course objective is to first, take the novice driveability-tech and offer insight as to how fuel injection strategy functions. After thorough discussion of what critical inputs are necessary and how they contribute to the decision of the proper fuel injector pulse-width, interactive class exercises will begin.

The goal of the class is to have the attendees analyze the data and decipher which fault is responsible for the data being viewed at that time.

Attendees will leave with an understanding of fuel injection strategy, fuel feedback control and the ability to use generic scan tool data to make preliminary decisions about diagnostic-direction, right from the driver's seat. **For: Technicians**

### 8. Why Can't We All Just Get Along?

**Presenter: Rick White, 180-Biz; 1pm - 4pm**

Conflict in the shop between the Service Advisor and the Technician is all too familiar – particularly under increased business pressures. As shop owners, we expect higher billed hours per ticket as well as higher efficiency and productivity in the bays. Whether we are ON or OFF as a team, it all reflects directly on the bottom line. The reality is that work is accomplished through the collaborative efforts of many and differences are actually a positive force if you know how to harness them. This class will provide you with the tools you need to get your techs and advisors functioning as an effective team – immediately improving your profitability. **For: Shop Owner, Manager**

### 9. Service Advisor 2.0 – Getting to “Yes” the Fun Easy Way

**Presenter: Victor Broski; 1pm - 4pm**

We don't have to “sell” customers on the additional work needed: they are already in our shop. Plus, nobody likes to be sold. We just have to correctly explain the necessary maintenance and repairs to them.

Advisors will learn to build relationships that foster trust, which get approvals much easier than the old-school “benefits, value and safety.” They will learn tools to win potential new customers and communicate better with existing customers.

Takeaways:

- The Service Advisor has less stress because they are dealing with customers/friends who say yes easier.
- Customers stay with shops longer because they know they aren't being sold or manipulated. Which means shops may be able to lower their marketing budget for new customers.
- The interaction contributes to a better experience in this new Experience Economy.

**For: Service Advisors/Shop Owners**

### 10. Wheel Alignment Class

**Presenter: Gary Wilfong; 1pm - 4pm**

This course is designed for the new or less experienced individual with a desire to learn fundamental four-wheel alignment. This course is covering alignment theory, common OEM adjustment methods found on light duty vehicles and basic tire/wheel balancing theory and tire wear patterns. It also includes an overview of suspension and steering systems with detailed instruction in performing proper inspection procedures. The learning objectives are the participant will be able to: Describe camber, caster, toe, and thrust angle and the related effects these angles have on tire wear and vehicle handling. Understand the components of a proper pre-alignment inspection of the suspension and steering systems. An understanding or potential adjustments, parts and accessories to properly align a vehicle and the impact of the alignment and tires to systems such as the braking system and automatic driver assist systems. **For: Technicians**

### 11. Basic Electrical

**Presenter: Mike Carretta; 1pm - 5pm**

Discuss basic electrical concepts applicable to automotive components, circuits and systems. Common failures, diagnostic techniques and repair procedures are covered. First 10 registrants get a Tire depth gauge and/or Digital Volt Ohm Meter.

**For: Technicians**

REGISTER TODAY! [www.wmdacar.com/events](http://www.wmdacar.com/events)

# The Importance of ADA Compliance

Brought to you by James L. Parsons, Jr., [Lynott, Lynott & Parsons, P.A.](#)

**The Americans with Disabilities Act (ADA)** became law in 1990. The ADA prohibits discrimination against individuals with disabilities in many parts of public life, including jobs, schools, transportation, and public and private places that are open to the general public. The ADA is divided into five titles. Title III of the ADA prohibits discrimination against persons with disabilities by places of public accommodation, which includes gas stations and convenience stores.

Claims alleging violations of the ADA may be pursued in court by disabled persons who have visited a store and encountered ADA prohibited “barriers” to full access to the facility. In some instances, these cases are pursued by law firms or groups that have a designated disabled person working with them to seek out potential ADA violations to be pursued in court (sometimes referred to as “serial” ADA litigants). The disabled persons in these cases will prevail on their ADA claims if they demonstrate that a store has an architectural barrier to access by disabled persons. Any element in a store that does not comply with the ADA Accessibility Guidelines (ADAAG) can be deemed an architectural barrier under the ADA. The ADAAG standards apply to stores constructed after January 26, 1993, and to alterations to stores made after January 26, 1992. The ADAAG standards are precise and inflexible, and apply to numerous elements of a place of public accommodation, including, but not limited to, exterior ramps, parking access aisles, outdoor seating, transaction counter length and clearance, hinged door operating pressure, restroom counter height, and toilet positioning. For example, stores providing for sales to the public must have a portion of the transaction counter measuring at least 36 inches. 28 C.F.R. pt.36, App. A, §7.2.

In 2010, the Department of Justice published new regulations governing Title III. As a result, after March 15, 2012, all new construction and alterations must comply with the 2010 Standards. For gas stations that were neither constructed nor altered since the effective dates referenced above, the ADA requires existing gas stations that are not otherwise being altered to remove architectural barriers to the extent that it is “readily achievable” to remove them. Readily achievable means “easily accomplishable” and able to be carried out “without much difficulty or expense.” 28 C.F.R. §36.304(a). The determination of whether a barrier removal is readily achievable is made on a case-by-case basis. The DOJ



*Title III of the ADA prohibits discrimination against persons with disabilities by places of public accommodation, which includes gas stations and convenience stores.*





regulations contain a list of examples of modifications that may be readily achievable, including the widening of doors, installing offset hinges to widen doorways, rearranging toilet partitions to increase maneuvering space, and installing a raised toilet seat.

The ADA equal access requirements also apply to gas station dispensers and the pumping of fuel. People with disabilities may have difficulties in the use of the controls, hose, or nozzle of a self-serve gas dispenser. Effective March 15, 2012, the reach heights of operable parts on a gas dispenser must not be more than 54 inches above the driving surface. On newly constructed pumps or alterations to existing pump islands, operable parts must be no higher than 48 inches above the driving surface. Operable parts include the credit card reader, the fuel grade selection button and any buttons that request help. In addition, if necessary to provide access, stations must provide refueling assistance upon the request of an individual with a disability. Gas stations are not required to provide such assistance while operating on a remote control basis with a single employee, but they are encouraged to do so, if feasible. In

addition, gas stations should:

- Let customers know (e.g., using signs or notification on or near pumps) that individuals with disabilities can obtain refueling assistance by honking their horn or otherwise signaling an employee. A call button may also be provided.
- Provide the refueling assistance without any charge beyond the self-serve price, if the customer wants only fuel. The attendant may provide assistance at a self-service pump or at a full-service pump. In either case, the customer must be charged the self-service price.

Title III of the ADA does not require a store to alter its business to provide different services, even if those services might better serve disabled persons. For example, if a gas station does not provide any restrooms for its customers, then the ADA does not require that the gas station provide restrooms for disabled persons. However, if the gas station does provide restroom facilities to customers and those facilities are inaccessible to persons with disabilities, then the gas station may be in violation of the ADA if corrective measures are readily achievable to make the restrooms accessible.

While the ADA permits landlords and tenants to allocate responsibility for ADA

compliance, such an agreement is only effective between the landlord and the tenant. Both the landlord and the tenant are still responsible for ADA compliance, meaning an ADA plaintiff may sue the landlord, the tenant, or both. A provision in a lease allocating responsibility for ADA compliance would not be a defense to an ADA lawsuit.

A prevailing plaintiff in an ADA lawsuit can recover injunctive relief from the court (i.e., an order from the court requiring the defendant to comply with the ADA requirements), plus attorney's fees. While the correction of ADA violations is a legitimate goal, the "serial" ADA cases are often driven by attorney's fees. Getting into and staying in compliance with ADA requirements is the best means of protection, but even diligent store owners may find themselves on the receiving end of one of these lawsuits. If this happens, prompt action is the key to minimizing exposure and cost. Counsel experienced in ADA cases should be immediately retained, and a qualified ADA expert should be hired to inspect the property to ascertain any compliance issues. If ADA violations are corrected diligently and promptly, the expense of litigation can be minimized. ■

# Introducing a New Automotive IP in 2024? Stay On Top of the Trends!

Brought to you by Garcia-Zamor Intellectual Property Law, LLC



Ruy Garcia-Zamor, Attorney at Law

**The automotive industry is fast changing.** If you want to be an innovator in the industry, it's important to stay on the cutting edge. You want to set the trends, not simply follow them. But understanding the trends that are coming can help you know the context that your newest innovation will exist within. It can also help you prepare to protect your IP with trademarks, patents and more. So today let's talk about some of the top automotive IP trends coming in 2024.

## Higher Tech Means More Standard Essential Patents

A standard essential patent (SEP) is a patent for any technology deemed necessary or "essential" to meet a certain technical standard. In the past, SEPs for things like WiFi or Bluetooth were primarily granted to cellphone manufacturers or others in the electronics industry.

But this technology is becoming more and more standard in the automotive industry. Many manufacturers incorporate the latest cloud technology in order to sell their vehicles internationally. It can help drivers choose their own music, safely take calls and answer texts without taking their eyes off the road or their hands off the wheel, and even offer vehicle diagnostics. With this technology comes more standard essential patents being issued, both in the US automotive industry and abroad.

## More Software For Vehicles Means More Cybersecurity

We've already discussed the ways that vehicles are becoming more digital. In addition to infotainment aspects, software is used to program advanced parking features, as well as plans for self-driving cars. But with more software there comes the risk of cyber attacks. In recent years, ransomware, hijacked infotainment systems, and supply chain ambushes have been common cyber attacks on the automotive industry.

This is good news for software developers who specialize in cybersecurity. If you have an idea for a way to protect connected vehicles from cyber attacks, now might be the time to share that idea with the world. A software patent will help you keep your software or your cybersecurity system distinct on the market as your competitors rush to catch up.

## EV Remains On the Rise

Electric vehicles have been an exciting idea since they first appeared on the market, though a sometimes polarizing one. On one hand, electric vehicles offer an opportunity to save money on gas. But the earliest models were often expensive and overly complicated.



*It can help drivers choose their own music, safely take calls and answer texts without taking their eyes off the road or their hands off the wheel, and even offer vehicle diagnostics*



But in the last few years, things have been turning around for electric vehicles. Auto manufacturers have made efforts to make their electric vehicles more accessible, and in 2023, electric vehicles were bought in significantly higher numbers than in the previous year. With regulations going into effect to reduce Co2 emissions all around the world, the push towards electric vehicles is likely to continue to rise in 2024.

What does this mean for your IP? If you have an idea that would improve electric vehicles, it's a good idea to apply for a patent as soon as possible. While patents can take well over a year to be granted, even a patent pending status could keep your idea from being snatched up. We're also seeing companies like Volkswagen releasing EV related trademarks as they adjust their brand to meet the trend.

**Sustainability Is the Name of the Game**

The automotive and fuel industries play large roles in the state of the environment, which is why many manufacturers are working to reduce their carbon footprint. Auto manufacturers are looking for more sustainable ways to

manufacture cars, and customers are looking for more sustainable car maintenance.

Vehicles with fewer Co2 emissions are leading the discussion, but reducing Co2 emissions is only part of the issue. Another sustainability issue is that of imports. Many of the most popular vehicles in the United States are manufactured in other countries across the world, but some customers may be interested in focusing on domestic manufacturers to reduce their carbon footprints.

For IP, that means there may be fewer international patents granted in 2024, although

becoming a global name is still a dream for most manufacturers. What we can say with more certainty is that any automotive ideas that encourage sustainability or fewer Co2 emissions should be patented sooner rather than later.

Need to protect your IP to stay on top of the automotive trends this year? Garcia-Zamor can help! With over 2 decades of experience in the field of IP law, we can apply for patents and register trademarks, as well as work with you to protect trade secrets for your industry-changing IP. Contact us today to learn more or schedule a consultation. ■

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Westminster, MD 21157



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# WMDA Association Member Exclusive Rebate Promotion



As a WMDA Association Member, during this promotion you can get up to \$750 cash back for your qualifying Chevron lubricant purchases.

**Promotion Period:** August 1, 2023 – July 31, 2024

**Claim Deadline:** August 15, 2024



## WHO CAN PARTICIPATE IN THE REBATE

Any existing or new WMDA Association Member who purchases the minimum required of any of the qualifying products on a single invoice between August 1, 2023 - July 31, 2024 can claim a rebate of up to \$750.00.

## HOW THE PROMOTION WORKS

When a member's Lubrication Marketer files a valid online claim for products purchased, Chevron will pay the Member a rebate (by check) of up to \$2.00/gallon for every gallon\* of Qualifying Products purchased during the Promotion Period. (See table for qualifying products and rebate amount by product)

\*(Minimum single invoice volume = 55 gallons). Multiple unique invoices of the minimum single invoice volume (55 gallons) can be claimed by a Member during the promotion period up to the maximum rebate of \$750 per Member for the Promotion Period.

**Note:** Bulk and packaged goods ordered on the same order, but invoiced under separate cover, will qualify.

**IMPORTANT NOTES:** Multiple claims can be filed during the Promotion Period by the Member up to the maximum \$750.00 rebate allowed during the Promotion Period. Minimum qualifying gallons per single invoice: 55 gallons. Invoices must be submitted by August 15, 2024. Invoices received past claim deadline will not be accepted.

## FILING A CLAIM

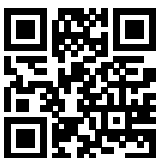
To file a claim, the WMDA Member's Lubrication Marketer will upload a copy of qualifying invoice(s) to the rebate claim site: [wmda.chevronpromos.com](http://wmda.chevronpromos.com). Claim must include volume of qualifying product(s) and required information including mailing address for the rebate check. Member rebate amount is calculated on the site. Customer CAN file multiple claims during the Promotion Period to maximize total rebate (up to \$750.00).

Claims will be processed, and rebate check(s) will be mailed directly to the Member based on the mailing address provided in the claim. All checks are made payable to the Member company named in the claim and documented on the invoice. Checks will be mailed throughout the Promotion Period for qualifying/valid claims. Please allow 4 weeks after a valid claim has been submitted for receipt of rebate check. Chevron reserves the right to audit any claim. Minimum qualifying gallons per single invoice: 55 gallons.

Maximum total claim for single claimant for the duration of the Promotion Period is \$750.00 (based on claimant physical address as indicated on uploaded invoice). Claims for less than 55 qualifying gallons on a single invoice will not be processed. Claims with duplicated invoices will not be processed.

See next page for qualifying products and rebate amounts by product.

Scan to claim



Use QR code to file claim or go to [wmda.chevronpromos.com](http://wmda.chevronpromos.com)

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## QUALIFYING PRODUCTS AND REBATE AMOUNT

### Product List A Table –

All products in List A earn \$2.00/gallon

ENGINE OIL - CHEVRON HAVOLINE®	
Chevron Havoline PRO-RS™ Renewable Full Synthetic SAE 0W16	223520
Chevron Havoline PRO-RS Renewable Full Synthetic SAE 0W20	223521
Chevron Havoline PRO-RS Renewable Full Synthetic SAE 5W20	223522
Chevron Havoline PRO-RS Renewable Full Synthetic SAE 5W30	223523
Chevron Havoline PRO-DS High Mileage Full Synthetic SAE 0W20	223600
Chevron Havoline PRO-DS High Mileage Full Synthetic SAE 5W20	223601
Chevron Havoline PRO-DS High Mileage Full Synthetic SAE 5W30	223602
Chevron Havoline PRO-DS Full Synthetic Euro SAE 5W-40	223504
Chevron Havoline PRO-DS Full Synthetic SAE 0W16	223517
Chevron Havoline PRO-DS Full Synthetic SAE 0W20	223508
Chevron Havoline PRO-DS Full Synthetic SAE 5W20	223509
Chevron Havoline PRO-DS Full Synthetic SAE 5W30	223510
Chevron Havoline PRO-DS Full Synthetic SAE 10W30	223511
TRANSMISSION FLUID	
Chevron Havoline Full Synthetic Multi-Vehicle ATF	226536
Chevron Havoline Global Multi-Vehicle ATF	226537
Chevron Havoline Full Synthetic CVT Fluid	226538

### Product List B Table –

All products in List B earn \$1.00/gallon

ENGINE OIL - CHEVRON HAVOLINE	
Chevron Havoline Synthetic Technology SAE 0W20	212043
Chevron Havoline Synthetic Technology SAE 5W30	212044
Chevron Havoline High Mileage Synthetic Technology SAE 0W20	212045
Chevron Havoline High Mileage Synthetic Technology SAE 5W20	224110
Chevron Havoline High Mileage Synthetic Technology SAE 5W30	224111
Chevron Havoline High Mileage Synthetic Technology SAE 10W30	224112
ANTIFREEZE/COOLANT - PASSENGER CAR	
Chevron Havoline Universal Antifreeze/Coolant - Concentrate	227062
Chevron Havoline Universal Antifreeze/Coolant Premixed 50/50	227063
Chevron Havoline Xtended Life Antifreeze/Coolant - Concentrate	236542
Chevron Havoline Xtended Life Antifreeze/Coolant Premixed 50/50	236543

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SCAN TO CLAIM



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*SSDA-AT is looking forward and gearing up for a major tax reform bill next year which will certainly address the estate tax.*

## LEGISLATIVE UPDATE

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# SSDA-AT Supported Death Tax Repeal Act Introduced



By Roy Littlefield IV

Recently, Representatives Randy Feenstra (R-IA) and Sanford Bishop (D-GA) introduced the Death Tax Repeal Act companion bill in the House with over 160 original cosponsors.

This number of original cosponsors already eclipses the total cosponsors from last Congress.

SSDA-AT is looking forward and gearing up for a major tax reform bill next year which will certainly address the estate tax.

SSDA-AT will be continuing to promote both the House and Senate bills in order to build as much momentum as possible moving towards the next tax reform effort in 2025.

SSDA-AT and 157 other groups have already signaled support for the legislation.

Repealing the estate tax remains a top priority for SSDA-AT, representing WMDA/CAR on the federal level.

SSDA-AT supports full and permanent repeal of the federal estate tax for the following reasons:

- Repealing the death tax would spur job creation and grow the economy.
- Many studies have quantified the potential job growth that would result from estate tax repeal.
- Last year the Tax Foundation found that the US could create over 150,000 jobs by repealing the estate tax.
- A 2012 study by the House Joint Economic Committee found that the death tax has destroyed over \$1.1 trillion of capital in the US economy – loss of small business capital means fewer jobs and lower wages.
- Lawrence Summers, former Secretary of the Treasury under President Clinton; Alicia Munell, member of President Clinton's Council of Economic Advisors; Joseph Stiglitz, a Nobel laureate for economics; and Douglas Holtz-Eakin, former CBO Director have all published work on the death tax's stifling effect on job growth and the economy as a whole.



# GOVERNMENT AFFAIRS

- The death tax contributes a very small portion of federal revenues.
- The estate tax currently accounts for approximately one-half of one percent of federal revenue. There is a good argument that not collecting the estate tax would create more economic growth and lead to an increase in federal revenue from other taxes.
- A 2016 Tax Foundation analysis found repeal of the death tax would increase federal income taxes by \$145 billion over 10 years using a more realistic, “dynamic” economic analysis.

In addition, the death tax forces family businesses to waste money on expensive insurance policies and estate planning.

These burdensome compliance costs make it even harder for business owners to expand their businesses and create more jobs. A super-majority of likely voters support eliminating the death tax.

The death tax is unfair. It makes no sense to require grieving families to pay a confiscatory tax on their loved one’s nest egg.

Far too often this tax is paid by selling family assets like land and businesses. Other times, employees of the family business must be laid off and payrolls slashed.

The negative effects of the estate tax make permanent repeal the only solution for family businesses.

Repealing the death tax will help America’s family businesses create jobs, expand operations, and grow the economy. ■



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# Acting NHTSA Administrator Steps Down



By Roy Littlefield III

**The National Highway Traffic Safety Administration (NHTSA)** saw its interim director, Ann Carlson, announce her resignation on December 15 and was effective on December 26.

Carlson, who had been overseeing investigations into Tesla's Autopilot and efforts to tighten fuel economy standards, explained her departure was due to a provision limiting the duration of temporary roles.

While she steps down, Carlson will continue serving as the chief counsel until the end of January.

The role of acting administrator will be assumed by Sophie Shulman, the NHTSA's deputy administrator, who previously served in various government departments, including the Energy Department and the Transportation Department.

Notably, the NHTSA has been without a Senate-confirmed permanent administrator for the majority of the last six years, spanning the Trump administration.

## IRS Announces Plans For New Leadership Structure

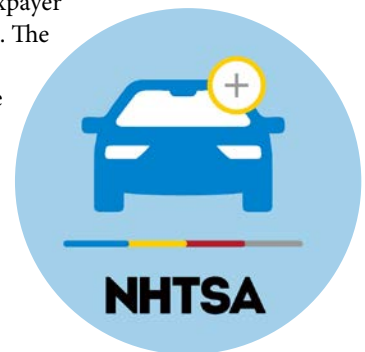
Internal Revenue Service Commissioner Danny Werfel announced plans for a new leadership structure at the agency, a step designed to reflect new transformation goals and update the top of the organization chart for the first time in two decades.

The new organizational structure will feature a single deputy IRS Commissioner, instead of two. And four new IRS chief positions will oversee taxpayer service, tax compliance, information technology and operations. The changes will streamline operational efficiencies and align with major transformation work underway at the agency through the Inflation Reduction Act funding.

The changes are anticipated to be put in place in early 2024. Werfel emphasized that the leadership changes would not immediately impact the vast majority of IRS employees or their day-to-day work, just the reporting structure for these top positions. The IRS will be working with Congress, NTEU and others as plans progress on the changes.

The current IRS leadership structure dates back to 2000, when the agency re-centered operations around taxpayer segments following enactment of the IRS Restructuring and Reorganization Act of 1998. Minor organizational changes were put in place in the years that followed, including adding a second IRS deputy Commissioner in 2003 to oversee operations support.

The new organizational structure reflects years of effort at the IRS. The roots of this change date to the Taxpayer First Act Report to Congress in January 2021 and



*Werfel emphasized that the leadership changes would not immediately impact the vast majority of IRS employees or their day-to-day work, just the reporting structure for these top positions.*



are contained in the new IRS Strategic Operating Plan released this April. Werfel noted this change is a logical step for the agency given recent history and the rapid pace of Inflation Reduction Act work.

### **IRS moves to single Deputy IRS Commissioner model; O'Donnell to serve in role**

A key change in the new organizational structure is shifting to a single deputy IRS commissioner model. Werfel noted a similar approach has worked successfully both inside and outside government, and also reflects the model used at the U.S. Treasury.

The adjustment provides more specialization at the top of the IRS organization chart than the current two deputy commissioner model and reflects the importance of emerging priorities in the transformation work. The deputy commissioner for Services and Enforcement oversees both the nation's tax season and all of the IRS tax compliance work. The deputy commissioner for Operations Support handles both the information technology functions as well as other critical mission support areas.

Werfel noted the new structure – with four chiefs reporting to the agency's top leadership -- will strengthen the senior team's oversight capability and provide new flexibility with virtually no impact on IRS employees.

The new IRS deputy commissioner role will be filled by Doug O'Donnell, currently the deputy commissioner for Services and Enforcement. O'Donnell, who served as acting IRS Commissioner from November 2022 through March 2023, has spent more than 37 years at the IRS in a variety of roles. Prior to becoming Deputy Commissioner for Services and Enforcement in 2021, Doug served as the commissioner of the IRS Large Business and International (LB&I) Division for nearly six years. He joined the IRS in 1986. ■

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### WMDA/CAR LEGISLATIVE & REGULATORY INFORMATION

[WMDA/CAR](#)  
Kirk McCauley  
301-390-0900, ext. 114  
[kmccauley@wmda.net](mailto:kmccauley@wmda.net)



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