

NOZZLE & WRENCH

WMDACAR

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February 2025

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

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- >> SSDA-AT Supports Estate Tax Repeal Efforts
- >> Fueling Growth in 2025: The Road Ahead for the Petroleum Industry
- >> 2025 Training Day Information



Join us for
Legislative Tuesdays
with Kirk : Feb. 4 -
April 8 via Zoom.

KIRK'S CORNER

Legislative



By Kirk McCauley, Director
Of Member Relations &
Government Affairs

I will keep this article short and will expand on legislative work every Tuesday morning at 9:00 am through April 8th.

We have already testified and turned in written on bill that would eliminate interchange fees on Maryland sales tax that we collect, higher penalties for organized retail theft, delay of Family and Medical leave plan and 2 lottery bills. WMDA/CAR is tracking 51 bills out of 2500 hundred dropped so far with more to come. Swapna sent out reminders with zoom link, so tune in Tuesday morning for a quick update and bills coming up. Periodic vehicle inspection, Right to Repair, beer and wine sales. Hope to see you all virtually, on Tuesday.

Training Day February 22

We are fast approaching Training Day, and our CAR team has assembled a top notch set of trainers. There is a class for any tech, service writer or owner. Look at this issue and get all the details. ■

**LEGISLATIVE
TUESDAYS**

February 4 to April 8

9:00 am VIA ZOOM

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2025 CALENDAR

FEB. 4 - APR. 8 **LEGISLATIVE TUESDAYS** – via Zoom (*Link will be sent separately*)

FEB. 22 **TRAINING DAY** at Lincoln College of Technology

APRIL 9 **GENERAL MEMBERSHIP MEETING** at Nautilus Diner, Crofton, MD

JUNE 10 **7TH ANNUAL GOLF OUTING** at Renditions

SEPT. 29 **MAFCAS 2025** at Maryland Live

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2025 GENERAL MEMBERSHIP MEETING

Wednesday, April 9 • 9:30 a.m.
Nautilus Diner, Crofton, MD



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they will no longer support
Flex II equipment



Flex II



Flex IV

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TRAINING DAY

FEBRUARY 22, 2025

Registration: 7:00 a.m. onwards
Breakfast: 7:15 a.m onwards
Breakfast, lunch & snacks included with registration fee.
Tradeshow open to ALL repair shops – FREE to attend.

Training Classes 8:00 am–5:00 pm / Auto Repair Tradeshow 9:00 am–3:00 pm
Lincoln Tech of Columbia / 9325 Snowden River Parkway, Columbia, MD
WMDA/CAR Members: \$199/person / Non-Members: \$219/person*

ALL-DAY SESSIONS: 8 am-5 pm

- 1 A Logical Approach to Port Injection and GDI Driveability Concerns**
Presenter: Brandon Steckler

✓ **AUTO REPAIR TRADESHOW**
9:00 am–3:00 pm — **FREE to attend**

✓ **LUNCH (for paid attendees only)**
11:30 am–1:00 pm

MORNING SESSIONS: 8 am-Noon

- 2 Electrified Vehicles - Maintenance Opportunities**
Presenter: Larry Cardell
- 3 Diagnostics: Beyond the Silver Bullet**
Presenter: Keith Perkins
- 4 Basic Electric** *Presenter: Michael Carretta*
- 5 Advanced Network Diagnostics**
Presenter: Gary Smith
- 6 Mastering Challenging Situations**
Presenter: Mark Seawell
- 6RW Six Steps to Skyrocketing your Bottom Line**
Presenter: Rick White

AFTERNOON SESSIONS: 1 pm-5pm

- 7 Diagnosing Gnarly Intermittent Faults**
Presenter: Gary Smith
- 8 Crystal Clear Communication**
Presenter: Mark Seawell
- 9 Advanced Driver Assistance Systems**
Presenter: Steve Crowe
- 9RW Coaching and Counseling for Success**
Presenter: Rick White
- 10 ASE (1 pm-2:30 pm)**
Presenter: MD State ASE

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

Tradeshow attendee only — No fee, list names above for badges.

CONTACT INFORMATION

Contact Person: _____
Company Name: _____
Mailing Address: _____
City/State/Zip: _____
Phone _____ E-mail: _____

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Member Registration _____ @ \$199/ea.
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Email: training@wmda.net **Fax:** 301.383.2725 **Tel:** 301.390.0900

TRAINING DAY 2025 SESSION DESCRIPTIONS

ALL-DAY SESSIONS: 8 am–5pm

1. A Logical Approach to Port Injection and GDI Driveability Concerns

Presenter: Brandon Steckler (8 hours)

Stick with Brandon Steckler as he takes you through a logical approach solving seemingly difficult driveability symptoms. The 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. Using a vehicle with a MAF fueling strategy, a series of experiments were conducted to create a low-power driveability fault. The faults include:

- Exhaust, air filter and fuel restriction
- Un-metered air before throttle plate and after throttle (vacuum)

The scan data will be presented in graphed format, for "action/reaction" comparison, as well as in a format featured only by certain scan tools. 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. After that, the course will transition into an approach to GDI system driveability faults and how they differ from that of port injection. Delivered in an easily-digestible format, the class is designed to be highly interactive and technicians of all skill levels will benefit from it!

For: Technicians

MORNING SESSIONS: 8 am–Noon

2. Electrified Vehicles - Maintenance Opportunities

Presenter: Larry Cardell, AVI Ondemand

Safety will be reviewed along with proper usage of Personal Protective Equipment (PPE) and when it is to be used. Vehicle type identification leading into covering the basics of hybrid and EV operation such as how to: Enter, Start and Drive a Tesla and other out of the normal style vehicle types. Engaging the learner with a mix of in-shop hands on activities will define maintenance opportunities and create a culture that motivates customers to have their Hybrid or EV serviced at your location. We will explain the wide variety of low voltage system services you should offer as well as provide information on the various high voltage system services to offer. Tools, tips and tricks will be discussed along with many step-by-step processes and critical services which can currently be performed. Highlighted too, will be a variety of hybrid/EV specific procedures for systems such as cooling and fuel services.

For: Technicians

3. Diagnostics: Beyond the Silver Bullet

Presenter: Keith Perkins

We have all been told we must have a process; this class outlines a process used to approach all facets of customer concerns as well as providing resources to aid in creating and sticking to the process. Every level of technician, service advisor and manager will leave with their own "golden nugget" of knowledge out of this class.

For: Technicians, Managers, Service Advisors

4. Basic Electric

Presenter: Michael Carretta

For: Technicians, Managers

5. Advanced Network Diagnostics

Presenter: Gary Smith, DiagNation

Automotive communications network diagnostics can be some of the most challenging diagnostic scenarios that technicians face today. In this class, you will learn game-changing network diagnostic techniques and will learn in-depth physical testing to quickly and accurately nail down the cause of your network fault.

- Learn the physical properties of the CAN and other bus lines for testing.
- Learn about using the transport layer and knowledge of the protocol rules to identify the cause of the fault.
- Learn 5 VISUAL waveforms to guide your next step, don't waste time anymore!
- Learn truly effective diagnostic strategies and approaches to network problems.

To maximize class, please bring your laptop with Pico 7 software loaded, as we will be actively diagnosing network conditions and you will be provided with study waveforms for the class.

For: Technicians

6. Mastering Challenging Situations

Presenter: Mark Seawell, The Institute

Led by experienced instructor Mark Seawell, "Navigating Challenging Situations" provides shop owners, managers, and service advisors in the automotive repair industry with the essential skills and strategies to address and resolve conflicts before they escalate. From handling upset customers to managing disputes with vendors and fostering positive relationships among co-workers, this workshop equips participants with the finesse and confidence needed to navigate challenging situations with ease. Key Topics Include:

- Wowing Upset Customers: Techniques for de-escalating tense situations, empathizing with customers, and finding mutually beneficial resolutions.
- Navigating Tricky Situations: Developing proactive approaches to identify and address potential conflicts before they escalate.
- Handling Vendor Disputes: Strategies for effectively communicating with vendors, resolving disputes, and maintaining productive business relationships.
- Co-workers Coming Together: Building teamwork and collaboration among co-workers to foster a positive and supportive work environment.
- Advisor Training: Enhancing communication skills and conflict resolution techniques to improve interactions with customers and colleagues.
- Shop Management Training: Equipping managers with the leadership skills necessary to address and resolve conflicts within the repair facility.

Certification: Upon completion of the workshop, participants will receive a certificate acknowledging their proficiency in conflict resolution and their commitment to fostering a positive work environment in the automotive repair industry. *For: Service Advisors*

6RW. Six Steps to Skyrocketing your Bottom Line

Presenter: Rick White, 180Biz

Transform your auto repair shop's profitability in just half a day! Industry veteran Rick White reveals six proven strategies that have helped hundreds of shop owners boost their bottom line. Learn how to price your services correctly, maximize your technicians' efficiency, and create systems that generate consistent profits. Stop leaving money on the table – discover the exact steps successful shop owners use to build thriving businesses. This hands-on workshop includes real examples from profitable shops and practical tools you can implement immediately.

For: Managers, Shop Owners

(Continues next page)



TRAINING DAY 2025 SESSION DESCRIPTIONS

AFTERNOON SESSIONS: 1pm–5pm

7. Diagnosing Gnarly Intermittent Faults

Presenter: Gary Smith, *DiagNation*

This class will fill the attendee with several out-of-the-box diagnostic thoughts, approaches and strategies for tracking down and successfully diagnosing those gnarly “ghost” faults that can be so difficult to solve. We will look at several methods used every day on the DiagNation Support Hotline to help technicians with a “Guided Fault Finding” pathway to solve these vexing issues, regardless of the system you are working with. Learn why the shop and technicians often make intermittent diagnosis more difficult and learn how to avoid these mistakes and leverage a customized approach to each intermittent fault you approach. We will use actual case studies to prove these methods of approach. This is a DON'T MISS CLASS.

For: Technicians

8. Crystal Clear Communication

Presenter: Mark Seawell, *The Institute*

Led by seasoned instructor Mark Seawell, “Crystal Clear Communication” delves into the indispensable skill of effective communication within the automotive repair shop. From fostering seamless interactions between customers and advisors to enhancing collaboration among technicians and managers, this workshop equips attendees with the tools and techniques to communicate with clarity and impact in every aspect of their work. Key Topics Include:

- **Verbal, Non-Verbal, and Written Communication:** Understanding the nuances of different communication channels and utilizing them effectively.
- **Effective Listening:** Mastering the art of active listening to ensure clear understanding and facilitate meaningful connections.
- **Motivating Others Through Communication:** Learning how to inspire and influence through persuasive communication techniques.
- **Communication Across Roles:** Developing strategies for improved communication between customers and advisors, advisors and technicians, and among colleagues at all levels.
- **Advisor Training:** Enhancing communication skills to better engage with customers and colleagues, ultimately driving sales and fostering positive relationships.
- **Management and Leadership Training:** Equipping managers and owners with the tools to lead by example, communicate vision, and inspire their teams towards success.

Join us and unlock the power of crystal clear communication to drive success in your repair facility!

Certification: Upon successful completion of the workshop, participants will receive a certificate recognizing their proficiency in effective communication within the automotive repair industry and their commitment to fostering a collaborative work environment.

For: Service Advisors, Managers and Shop Owners

9. Advanced Driver Assistance Systems (ADAS)

Presenter: Steve Crowe, *Montgomery College*

It is here to stay and GROWING for what it means to repair shops...whether you are doing full recalibrations or not. This class will cover specific examples of what you need to know and can expect to see going forward.

- A definition of the different levels of systems.
- Legislation concerning upcoming mandatory equipment on cars to be required by the Federal Government.
- Why we are not there yet.
- Survey of systems with a little history.
- Overview of the ASE L-4 composite vehicle, highlighting ADAS repair procedures and how unrelated repairs can impact ADAS functionality.
- Examples of equipment to perform task.
- Examples of potential legal ramifications of not performing repairs correctly or skipping required procedures/processes.

For: Technicians, Service Advisors, Shop owners Safety Inspectors

9RW. Coaching and Counseling for Success

Presenter: Rick White, *180Biz*

Every employee, including your superstars, can reach higher levels of performance. All they need is a manager who can coach. Some will regularly watch, assess, and interact with each employee in ways that will develop and maximize their individual effectiveness. Coaching your employees one-on-one will raise their level of performance making sure you can get the most out of your team. In this class, you will practice coaching techniques like how to ask open-ended questions to draw the best from your employees. Owners and managers who want to improve results and get higher performance from their team should absolutely attend. In this course, you will learn to:

- Improve or develop your ability to coach
- Close the gaps between what you have and what you want in performance and outcomes
- Challenge your best performers to greater levels of success
- Integrate coaching seamlessly into the daily interactions with your people

For: Managers, Shop Owners

10. ASED (1 pm-2:30 pm)

Presenter: MD State ASED

- New COMAR Vehicle Inspection Handbook update
- Current Inspection Process/Regulations Questions
- NEW MSIS demo and background
- MSIS Q & A and suggestions *For: Safety Inspectors*

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TRAINING DAY

FEBRUARY 22, 2025*LINCOLN TECH OF COLUMBIA / 9325 SNOWDEN RIVER PARKWAY, COLUMBIA, MD*

MEET THE COACHES!

**BRANDON STECKLER – Technical Editor, Motor Age Magazine**

- A Logical Approach to Port Injection and GDI Driveability Concerns (Full Day)

**GARY SMITH – DiagNation**

- Advanced Network Diagnostics (AM Session)
- Diagnosing Gnarly Intermittent Faults (PM Session)

**RICK WHITE – 180Biz**

- Six Steps to Skyrocketing your Bottom Line (AM Session)
- Coaching and Counseling for Success (PM session)

**MARK SEAWELL – The Institute**

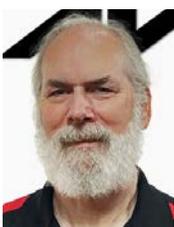
- Mastering Challenging Situations (AM Session)
- Crystal Clear Communication (PM Session)

**KEITH PERKINS – L1 Training**

- Diagnostics: Beyond the Silver Bullet (AM Session)

**MICHAEL CARRETTA – Montgomery College**

- Basic Electric (AM Session)

**LARRY CARDELL – AVI On Demand**

- Electrified Vehicles - Maintenance Opportunities (AM Session)

**STEVE CROWE – Montgomery College**

- Advanced Driver Assistance Systems (ADAS) PM Session

**MD STATE ASED**

- (PM Session)



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*Technology
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Fueling Growth in 2025: The Road Ahead for the Petroleum Industry

Brought to you by Jim Jancius, [Spigler Petroleum Equipment, LLC](#)

The petroleum industry continues to evolve, driven by technological advancements, shifting consumer expectations, and the need for efficiency. As we move through 2025, businesses in this space have a unique opportunity to expand, innovate, and strengthen their operations in an increasingly competitive market.

Embracing Innovation

Technology remains at the forefront of industry transformation. From advanced fuel dispensers and tank monitoring systems to automated point-of-sale solutions, self-checkout stations, and integrated food ordering systems, these innovations are reshaping how businesses operate and serve their customers.

Larger chains have already seen success by embracing these technologies, optimizing operations while enhancing customer experiences. By integrating smart systems, they can streamline services, improve efficiency, and build stronger brands. These advancements not only drive sales but also help businesses better manage payroll, staffing, and day-to-day operations, all while delivering greater convenience to their customers.

Advocacy and Industry Support

Growth and innovation don't happen in isolation they require strong advocacy and industry support. The WMDA Association continues to play a vital role in ensuring businesses in the petroleum industry have a voice in Annapolis. Their dedication to representing our interests helps us navigate legislative challenges and advocate for policies that encourage innovation, fair competition, and long-term success. With their support, we can continue to push forward with new technologies and business strategies that drive industry-wide progress.



Growth Through Collaboration

Staying competitive in today's market means leveraging strong partnerships and collaborative efforts. Working closely with suppliers, contractors, and technology innovators is essential for overcoming industry challenges and optimizing business operations. Companies that invest in reliable support systems and cutting-edge technology position themselves to stay ahead of trends, meet customer demands, and improve operational efficiency.

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A Vision for the Future

The service station and energy industries are evolving beyond traditional fuel services. Consumer demand for convenience, smarter systems, and improved service options is shaping the future of the market. This shift presents an opportunity for businesses to expand their offerings, strengthen customer loyalty, and position themselves for long-term success.

Moving Forward

The future of the petroleum industry isn't just about responding to change its about leading it. With a focus on innovation, collaboration, and service expansion, businesses have the opportunity to drive meaningful growth.

At Spigler Petroleum, we remain committed to providing the tools and expertise that fuel success. As we navigate the road ahead, we look forward to continuing our partnerships, embracing new technologies, and driving progress together. ■



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SSDA-AT Supports Estate Tax Repeal Efforts



By Roy Littlefield IV

SSDA-AT has reaffirmed its commitment to protecting family-owned businesses by formally supporting the Death Tax Repeal Act of 2025, which is set to be introduced in both the House and Senate this week. In a letter addressed to lawmakers, SSDA-AT emphasized the critical need for a permanent repeal of the estate tax, citing the financial strain and uncertainty it places on small and family-owned businesses.

SSDA-AT has historically supported increased estate tax exemption thresholds indexed for inflation, lower tax rates, spousal transfer provisions, and stepped-up basis adjustments to lessen the burden on family-owned businesses. The association also backed the Tax Cuts and Jobs Act (TCJA), which provided temporary relief by doubling the estate tax exemption to approximately \$12.9 million for tax year 2023, with future increases indexed for inflation through 2025.

These measures have provided significant relief for businesses that would otherwise struggle to absorb the financial impact of the estate tax upon the transfer of ownership. However, without further legislative action, the temporary exemption increase is set to expire at the end of 2025, reverting to lower levels and increasing uncertainty and financial planning costs for family-owned enterprises across the country.

While SSDA-AT supports making the estate tax provisions of the TCJA permanent, we believe that full repeal of the estate tax is the most effective solution to ensure the long-term viability of family-owned businesses. The estate tax, commonly referred to as the “death tax” disproportionately affects multi-generational businesses, forcing some families to sell assets or even shut down operations to cover the tax burden when passing businesses down to heirs. By eliminating the estate tax altogether, Congress would provide family-owned businesses and farms with greater financial stability, reduced tax planning costs, and the ability to invest more in their operations and workforce. Repeal would also help prevent the unintended consequences of forcing businesses to liquidate assets or take on debt just to meet estate tax obligations.

In its letter to lawmakers, SSDA-AT expressed appreciation for the ongoing efforts to support family-owned businesses and reaffirmed its commitment to working with Congress to advance estate tax relief. The organization urged legislators to consider the long-term economic impact of allowing the temporary TCJA provisions to expire and emphasized the importance of passing the Death Tax Repeal Act of 2025 to provide lasting certainty for business owners. Thank you for your continued efforts to support America’s family-owned businesses and farms. We look forward to working with you to advance this important issue, the letter stated.

As the legislative process unfolds, SSDA-AT will continue monitoring developments, advocating for estate tax relief, and keeping its members informed on any changes that could affect their businesses. The association remains committed to ensuring that family-owned enterprises are not unfairly burdened by a tax that threatens their longevity and success. For more updates on estate tax legislation and other industry-related issues, SSDA-AT encourages its members to stay engaged and informed as efforts to repeal the estate tax move forward in Congress. ■



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



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*Simply participate in all of the programs for which you are eligible and you will
save or make enough to pay for your membership in WMDA/CAR!*

CTA Update



By Roy Littlefield III

The Financial Crimes Enforcement Network (FinCEN) has announced that businesses and covered entities are not currently required to file under the Corporate Transparency Act (CTA) as long as the ruling in *Smith v. U.S. Department of the Treasury* remains in place. This comes despite a recent Supreme Court decision that lifted a separate nationwide injunction on CTA enforcement.

On January 23, 2025, the Supreme Court granted the government's motion to stay an injunction issued in *Texas Top Cop Shop, Inc. v. McHenry* (formerly *Texas Top Cop Shop v. Garland*), effectively removing one legal barrier to CTA enforcement. However, another Texas court ruling in *Smith v. Treasury* remains in force, meaning that reporting companies are still not obligated to submit beneficial ownership information to FinCEN at this time. According to FinCEN's latest guidance, businesses will not face penalties or liability for failing to file while the *Smith* ruling is in effect, though voluntary submissions remain an option.

This news comes just a day after the Supreme Court's decision in *Texas Top Cop Shop*, which had initially caused concern among businesses about the reinstatement of CTA enforcement. However, because the ruling in *Smith v. Treasury* remains intact, the deadline for compliance is still on hold. Notably, the Biden administration did not appeal the January 7 *Smith* decision, and unless the Department of Justice under President Trump decides to do so, the current pause in enforcement should remain in place.

Meanwhile, another major case, *National Small Business Association (NSBA) v. Yellen*, remains before the Eleventh Circuit Court of Appeals and could further impact the CTA's future. Oral arguments took place last fall, and a ruling is expected soon. Given the significance of the case, there is a strong possibility it could be heard by the Supreme Court later this year.

At the same time, legislative efforts to delay CTA enforcement are also gaining traction. Last week, Congressman Zach Nunn (R-IA) reintroduced a CTA delay bill, following up on his previous efforts in the last congressional session. The bill has bipartisan support, with an even split of Democrats and Republicans backing the measure. It has also gained the endorsement of House Majority Whip Tom Emmer (R-MN), signaling growing congressional interest in postponing or revising the CTA's reporting requirements.

For now, as long as the *Smith v. Treasury* ruling remains in place, businesses are not required to comply with CTA reporting requirements. However, ongoing litigation and potential legislative changes could alter this status. SSDA-AT will continue to monitor developments and keep businesses informed as the legal and legislative landscape evolves. Companies should stay updated and consult with legal professionals to ensure compliance with any future changes. ■





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