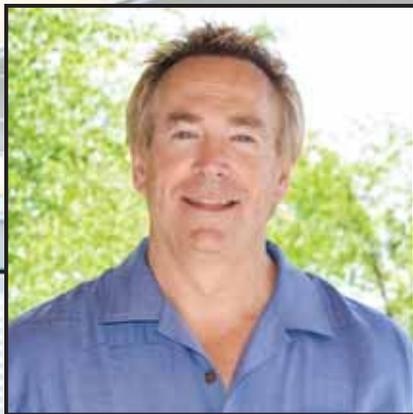


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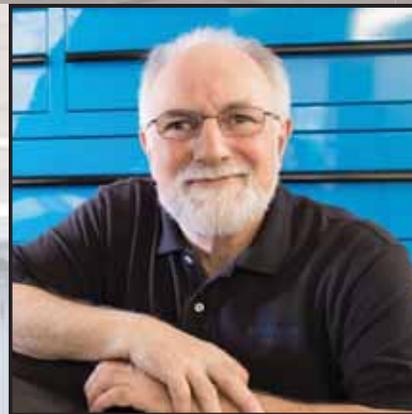
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FEATURED SPEAKERS

Ron Ipach (left)
Marketing & Management Expert
with Repair Shop Coach

Dan Marinucci (right)
Electrical Testing Specialist
& Industry Journalist



ALSO IN THIS ISSUE:

Federal & State Legislative Newssee pages 4-9

Three Things to Look at
Before You Start a Repairsee page 10

Benefits: What Do You Get
for Your WMDA/CAR Dues?see page 12

**REGISTER NOW
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SEE PAGES 13-14**

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WMDA/CAR
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 Website: www.wmda.net

Jason Faust
 Executive Director
 301-390-0900, ext. 115
 jfaust@wmda.net

Roy Littlefield IV
 Government Affairs Assistant
 rlittlefield2@wmda.net

Kirk McCauley
 Director of Member Relations
 and Government Affairs
 301-390-0900, ext. 114
 kmccauley@wmda.net

Debra Webster
 Finance & Member Coordinator
 301-390-0900, ext. 101
 dwebster@wmda.net

Jenise Wray
 Member & Program Coordinator
 301-390-0900, ext. 113
 jwray@wmda.net

Graphic Designer
 Frank Lang

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A MESSAGE FROM THE EXECUTIVE DIRECTOR: WATCH FOR UPCOMING EVENTS

by Jason E. Faust
WMDA Executive Director

It was a very busy month – I had the rare opportunity to attend the American Petroleum Institute’s (API) annual “State of American Energy” address held at the Ronald Reagan Building in Washington, DC. Among the notables in attendance were representatives from all the major media outlets, Senator Joe Manchin of West Virginia, and of course, Jack Gerard, President and CEO of API, who gave the keynote speech entitled, “Energy is Powering Past Impossible.”

His well delivered talk outlined how American energy production uses technologies and innovation to produce energy that improves lives, grows the economy, advances environmental goals, and helps strengthen communities to make them better places to live.

I introduced myself after his presentation and got the same gracious interest in our “little ol’ Association” we find with Drew Cobbs, API’s local Eastern Region Director. Jack

encouraged us to continue to seek unity and value, and draw on the strength of numbers and our potential.



WMDA Executive Director Jason Faust speaks with Jack Gerard, President and CEO of API, following his recent “State of American Energy” address in Washington, DC.

Looking back on the month, I also want to thank the Board and members of the CAR Committee (not to mention our Members and great partners) for their continued support both of me and the staff as we continue to implement new and improved internal procedures and processes. Hopefully everyone likes our new use of graphics in our emails used to announce Training Day 2018.

TRAINING DAY – MARCH 3, 2018

And speaking of Training Day, we have another top-notch line-up of classes and instructors for this year’s event (see pages 13 & 14). We would be remiss in not acknowledging the guidance and leadership of the CAR Committee and in particular Gary Uhlman. In short order, Gary gave much needed structure and direction for the event. Our other honorable mention is Frank Lang of Lang Graphics, who produced great looking promotional materials for the event

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at break-neck speed almost overnight. Keep an eye out for more on Training Day as we provide additional information via email.

2018 EXPO & AWARDS DINNER DATE ANNOUNCED

In other Association event news, I am happy to report that a date has been set for the 2018 Expo and Awards dinner, so save the date: **October 24, 2018 at Martin's West in Baltimore**. Response from attendees of last year's event were excellent and we are pleased to be back at Martin's West...this year with even more room for our Expo guests and exhibitors!

AREA MEETINGS COMING IN MAY

Also in the works are three Area Meetings to be held in May. At the meetings, we will highlight the hard work of Kirk McCauley, Director of Government Affairs, members of the Legislative Committee and our advocacy partners such as SSDA, MAPDA, NFIB, and ACA.

The Area Meeting will also be a great opportunity to connect with our vendor partners and even meet new Members – our most recent being:

- Premier Autoworks, Chris Beach
- Elite Auto Service, Tally Hunt
- MMJ Enterprises, Mike Singh
- Gears Garage, Mike Gears
- Fidler & Son Autoworks, Dan Fidler
- Cherry Hill Exxon, Usman Cheema
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- Liberty Garage, Chris Deibert
- GL Sayre Delaware, Chris Brown
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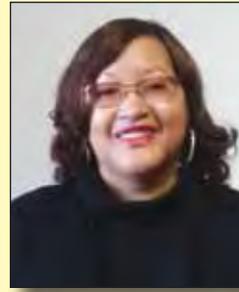
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MEET DEBRA WEBSTER

WMDA FINANCE & MEMBER COORDINATOR



Greetings to you all!

I am the newest staff member at WMDA/CAR and I am very happy to be here. It has been interesting learning the history of this organization and the programs and legislative services that we provide our members.

As the Finance & Member Coordinator, I bring 20 years of accounting and tax preparation experience to this organization. It is my desire to help us continue expanding and providing excellent customer service to all of our members.

Our mission is to bring you cost-effective benefits that will help your business become more profitable. As we plan ahead for our future events, we hope that we can continue to count on your patronage. We will always do our best to find ways to serve your needs.

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EDITORIAL

Stay Politically Active

by Roy Littlefield

Whether it is in Annapolis, the District of Columbia, Dover, or on Capitol Hill, lawmakers are coming together to vote on issues that will affect you and your business. WMDA/CAR was founded to promote political activism. And in 2018 political activism is required.

Kirk, Roy, and Jason will continue to discuss the Federal, state, and city issues. I would like to give an overview of what is happening on Capitol Hill and to encourage you to March on Washington with us. We hope that you will be able to join us in June for WMDA/CAR's and SSDA-AT's Federal Lobby Day.

Certainly, infrastructure spending (and industry taxes), health care, and immigration will be pending issues that will affect you.

2018 OUTLOOK

The Republicans are coming off a win with the historic year end passage of their Tax Cuts and Jobs Act. However, there won't be much time for them to rest on their laurels as there is a lot that Congress needs/wants to get done before the inevitable slow-down that will occur as early as late spring in advance of the 2018 mid-term elections.

The Senate's vote for a Continuing Resolution to reopen the government follows a bi-partisan "global agreement" to work on an omnibus appropriations bill between now and February 8, aimed at funding government agencies, community health centers, disaster relief, opioid addiction, and much else.

A catch-all bill will almost inevitably lead to inclusion of some tax law changes, such as errors and anomalies in the Tax Cuts and Jobs Act that have come to light.

Thus, chances are good for Senate Finance Committee Chairman Orrin Hatch to mark up the Tax Extender Act of 2017 that he and his Republican colleagues introduced on December 21. That markup, if it comes about, presents interesting possibilities that are worth weighing as we seek the best way forward for WOTC.

The year 2025 is a critical year for the tax code because 23 major provisions of the Tax Cuts and Jobs Act must be extended. There would be an advantage for Congress to extend, this year, all provisions expiring in 2016-2024, to

the end of 2025. The advantage is that Congress would not have to act again on extenders for another seven years when, inevitably, it must act.

Under this plan, WOTC would be extended for six years beyond its current expiration date of December 31, 2019.

Empowerment Zone tax credits and Indian Employment Tax Credit would be extended to the end of 2025, retroactive to the end of 2016.

Even if the Tax Extender Act of 2017 is brought to the floor without markup, the logic of extension to 2025 might appeal to Senate leaders. They understand the cost of temporary extension of current programs is zero because there's no increase in the deficit, and as the Senate is always short of time, not having to do another extenders bill till 2025 may be worth considering.

Our priorities would be WOTC extension through 2025, amended to include spouses of active duty service members, transitioning foster youth, and disconnected youth.

Another important priority is authorizing WOTC for private non-profit employers, thus opening up thousands of jobs in health care and education to WOTC workers. This costs nothing but makes WOTC more effective in helping disadvantaged workers obtain good jobs.

A last but not least priority is amending the tax code to allow any unused WOTC credits to be applied against FICA tax, with Treasury reimbursing the Social Security Trust Funds. This bookkeeping change assures continued employer outreach to, and hiring of, WOTC workers, while the cost to the Treasury is the same as if applied against income tax.

The biggest agenda item that we expect to see the White House pushing Congress on this year is infrastructure. Generally, infrastructure investment tends to be less controversial, however, the parties have already begun to take sides on the issue. Last year, when it looked like the Republicans were starting to gear up for an infrastructure bill without including Democrats in the discussions, the Democrats released their own infrastructure plan. The White House has announced that it will be coming out with its own more detailed proposal on infrastructure soon, potentially as early as this month. With the increases to the deficit created

by the tax reform bill, there may be challenges on both sides of the aisle both with respect to the funding and details of an infrastructure bill.

Less likely, but still on the table is welfare reform. In recent days House Majority Leader Paul Ryan (R-WI) has been trying to make the case that, now that it has passed comprehensive tax reform, Congress should take up welfare reform (which would be favored by the Trump base). Congressman Ryan's plan would be to use budget reconciliation on a 2019 budget to pass welfare reform with a simple majority. However, Senate Majority Leader Mitch McConnell has made it clear that he and the Senate leadership team have very little interest in diving into the issue of entitlement reform, which could be politically dicey in an election year and difficult to pass the Senate even with a simple majority.

Another big issue which is worth noting is health care. While some conservative groups are continuing to push for repeal of the Affordable Care Act (ACA), at this point, the President seems content with the stripping of the individual mandate that was included in the tax bill and Senator McConnell has indicated no desire to revive the unsuccessful repeal and replace attempts that the Senate went through last year. However, this doesn't mean the end of the health care discussions in Congress.

The new tax bill stripped the ACA of the individual mandate (by reducing the penalty to zero) which by most estimations

is likely to result in significant premium increases for many health insurance plans. This is because the individual mandate brought in younger, healthier people into the health insurance risk pool which helped to keep the costs down. If these younger, healthier people decide to forego insurance coverage as many are expected to do, then insurance costs will have to rise because the risk pool will become populated by more older, sicker people.

In order to get Senator Susan Collins (R-ME) to vote for the tax bill, the Republican Senate leadership promised her that the chamber would get to the issue of trying to stabilize the insurance marketplace this year. The premium and marketplace stabilization issue has actually been an open concern since before the tax bill passed. Weaknesses in the marketplace were significantly exacerbated in October when President Trump announced that the government would stop making ACA cost sharing payments. In response to the President's announcement, Senators Patty Murray (D-WA) and Lamar Alexander (R-TN) had negotiated a bi-partisan bill to reinstate the cost sharing payments in exchange for changes to ACA that was never brought to the Senate floor. However, now Senator Murray has indicated that she is uncertain whether that bill will be enough to stabilize the markets in light of the individual mandate repeal.

All in all, we expect there will be a lot to watch in 2018 – before we even get into what is certain to be an interesting election season. ♦

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LEGISLATIVE UPDATE

A Look at 2018 Legislation

by Roy Littlefield IV
Government Affairs Assistant

With tax reform now signed into law, there are a number of other issues that Congress will be wrestling with over the next year. WMDA/CAR, working through SSDA-AT, expects to be largely involved with any infrastructure proposals, efforts on tax extenders, and changes to healthcare.

Here is a look at a few big issues we will be involved with in 2018:

1. Reforming healthcare. The Affordable Care Act, also known as Obamacare, has been undergoing an overhaul of sorts, but it has yet to be repealed and may never be. Senate Majority Leader Mitch McConnell (R-KY) said he will attempt to pass healthcare legislation to fund Affordable Care Act cost-sharing payments and provide funds to states for reinsurance programs or high risk pools. SSDA-AT says there appears to be little support for the legislation among House Republicans.

2. Funding infrastructure. The Trump Administration has

made a \$1 trillion infrastructure package a priority for 2018. SSDA-AT believes little details exist about the nature of such a proposal for how it will be funded.

3. Extending the Work Opportunity Tax Credit. The Federal tax credit is available to employers who hire individuals from certain target groups, such as unemployed and disabled veterans; vocational rehabilitation referred individuals; ex-felons; and qualified long-term unemployment recipients. The credit will continue through Dec. 31, 2019 and we will look to extend it beyond that.

4. Managing the Estate Tax. The new tax plan didn't repeal it, but it did double the exemption levels through the end of 2025. We are happy the exemption was raised, as this will help more WMDA/CAR and SSDA-AT members. But we have several other members who will still be negatively impacted by the estate tax and will find themselves over the exemption because of the value of their business.



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We will support any efforts made in Congress to fully repeal the tax. But we do not expect any big efforts being made in the near future given that the tax reform package just passed. Yet the President still has a personal stake in trying to repeal the estate tax and it was a campaign promise, so efforts could always resurface.

At the beginning of the month, we attended the State of American Energy. API President and CEO Jack Gerard gave an address as to where America stands as a global energy leader. He shared the following message: "As the world's leading producer and refiner of natural gas and oil, the United States is strongly positioned to meet its energy needs today and tomorrow, making our country more secure in the world and increasing opportunity as we power past seemingly impossible challenges. We're committed as an industry to ensuring reliable supplies of energy so the nation remains strong today as we help build a better future."

We recently attended a lunch with Congressman Peter DeFazio, 4th Congressional District, Oregon, Ranking Democrat of the House Transportation & Infrastructure Committee. Congressman DeFazio has taken a lead role on several multi-billion dollar surface transportation and FAA reauthorization bills, and worked to strengthen Buy America standards.

In 2005, DeFazio served as the Ranking Member on the Highways Subcommittee where he helped negotiate a five-year federal highway and transit spending bill called SAFETEA-LU. More recently, Congressman DeFazio introduced the Repeal and Rebuild Act (HR 4848), a long-term solution to replenish the Highway Trust Fund. As the Ranking Member of the House Transportation & Infrastructure Committee, Congressman DeFazio continues to fight for infrastructure investment that results in job creation, increased safety, economic efficiency and strategic growth.

DeFazio shared with us his thoughts on the state and future direction of the Federal Aid Highway Program. DeFazio has proposed a number of funding options including a significant gas tax increase that would include indexing. He is concerned that the current spending levels will not be able to be sustained and that in only a few years we will be facing a tremendous deficit in transportation funding unless we find new sources of revenue. The President wants to pass a transportation bill this year but he continues to differ in matters of funding the bill with Congressmen like DeFazio.

WMDA/CAR and SSDA-AT will be involved in a variety of state legislation around the country in 2018. We look to strengthen our relationships in state capitols. We have remained close to the Maryland legislature. On January 10, the Maryland legislative session opened and I attended and met with over 50 legislators, the Comptroller, and Governor Hogan.

We will need you to stay involved in a variety of issues on the state and federal level in 2018! ♦

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KIRK'S KORNER

A Quick Review of the Healthy Working Families Sick and Safe Leave Act

by Kirk McCauley
Director of Member Relations & Government Affairs



I urge all our members to look at Mandatory Leave (HB 1) and go over all requirements with a professional human resource person. If there are no delays, the law will take effect February 11, 2018. WMDA/CAR is actively seeking an extension to give businesses time to meet the requirements. The Department of Labor, Licensing Regulations (DLLR) should be coming out with guidelines and templates, but no word whether this will take place before the effective date.

This bill is 21-pages long, so I will just attempt to give you some of the provisions that mean the most to our members.

- HB 1 requires businesses with 15 or more employees to provide up to 40 hours of paid leave, per year.
- Businesses with 14 or fewer employees must provide unpaid leave, up to 40 hours a year. These businesses still must adhere to all other requirements in the law. Number of employees is calculated by average number of employees the previous 12 months, including full time, part time, temporary, and seasonal employees.
- Leave is earned at a rate of 1 hour for every 30 worked. Employees can carry-over accrued leave up to 64 hours, or if 40 hours is advanced at the start of the year to an employee, no carry-over of leave is required.
- In general, any employee that works 12 or more hours per week is covered.
- **Exceptions:** those under the age of 18 at the beginning

of the year, some staffing agents, and employment agency employees, independent contractors that meet Maryland's unemployment insurance law (ABC test). There are agricultural and professional exceptions also.

Businesses that have a current sick leave or Personal Time Off (PTO) leave policy do not have to change as long as they meet all requirements of this law. Current policies need to be looked at under a microscope to meet every aspect of all 21 pages. Businesses that think their current policy meets requirements should look very closely at how you notify employees of their rights. DLLR will be designing posters and





notices to use for this purpose. I will let you know as soon as they are available.

Every time wages are paid, the employer must provide a statement of used leave and accrued leave or be available to employees through other means that they can access electronically.

The reasons one can use for taking off are a quagmire and should be looked at closely. You might want to say “for any reason, as long as you are notified as soon as possible.” If the need for leave is foreseeable, the employee can be required to give up to seven days notice. All of your leave policies should be in a handbook that every employee receives when hired and he or she is required to sign for.

All leave records must be retained for each employee for at least three years; failure to do so creates a rebuttable presumption that the employer has violated this part of the law.

The penalty parts of this law can be severe with triple wages, punitive damages, civil action, and attorneys’ fees and costs. Do your homework, the Governor is also in the process of setting up by Executive Office of Small Business Regulatory Assistance. The catch is Maryland constitution says the Maryland General Assembly has 50 days to consent or issue a resolution of disapproval.

Remember, an H.R. professional should review your leave policy.

Independent Contractors vs. Employees

I have had numerous questions on independent contractors versus employees. I took the following from the DLLR on classification of independent contractors. This becomes a very slippery slope for the employer and can result in back pay and benefits and fines from DLLR if classification does not meet the test.

How can I be sure I am properly classifying my workers?

State and federal agencies use different tests to determine whether a worker is an employee or an independent contractor for different purposes. For purposes of the Workplace Fraud Act, as well as Maryland’s Unemployment Insurance law, the state has adopted what is commonly referred to as the “ABC Test.” Other agencies utilize a common law test of direction and control or an economic realities test for other purposes. Although the tests are not identical, they have certain elements in common. In particular, the tests examine the degree of direction and control exercised over the worker as well as the financial aspects of the relationship.

Under the ABC Test, a worker is presumed to be an employee unless:

- The individual is free from direction and control.
- The individual is customarily engaged in an independent business of the same nature as that involved in the work.
- The work is outside the usual course of business of the person for whom it is performed or the work is performed outside any place of business of the person for whom it is performed.

HB 1 had a preemption clause for any earned sick leave bill passed by counties after January 1, 2017.

Montgomery County had an earned sick leave law prior to January 1, 2017, so it is still in effect. Montgomery County businesses now must comply with county and state laws.

Prince Georges County earned sick leave law is now preempted by state law as it was passed after January 1, 2017.

Feel free to contact me via email at kmccauley@wmda.net if you have any questions. ◆

To Read the Press Release issued by Governor Hogan go to:

<http://governor.maryland.gov/2018/01/15/test1-15-18/>

To Download the 21-page Final Version of HB 1 PDF go to:

http://mgaleg.maryland.gov/2017RS/chapters_noln/Ch_1_hb0001E.pdf

Three Things to Look at Before You Start a Repair

by Gary Hixson, Mitchell 1



When a vehicle arrives in your auto shop for repair, you know the questions to ask your customer before you get started. Once you've had that initial conversation, you'll have an understanding of the nature of the problem, when it occurs, and how long it has persisted.

Those details are the first steps toward a diagnosis. But the real diagnosing begins when you apply your skill and experience to the problem. A quick look at your auto repair information resource can help set you on the right path right away.

For instance, the ProDemand from Mitchell 1 gives you a variety of features you can check to validate your gut instinct before you get under the hood. The goal is to help you quickly arrive at the correct solution to solve the customer's main concern, as well as determine whether there are additional issues with the vehicle that need to be addressed.

Here are three things to check before you start a repair, to save you time and improve diagnostic accuracy:

1. Technical Service Bulletins, Campaigns and Recalls

One of the most important first steps is to check to see if there is a technical service bulletin (TSB), campaign or recall on the year/make/model of the vehicle in your bay.

If so, that may not only solve the problem, but it might also help you uncover other issues that could require immediate attention.

ProDemand puts TSBs, recalls and campaign information front and center in a "Quick Links" ribbon (see Item #1) that shows up on the first screen after you have selected a vehicle in the program. This information is one of the first things you see, so it's easy to make TSBs the starting point for your initial research.

2. Common Repairs for the Vehicle

Without any information beyond the customer's description of the problem, it can take some time to diagnose the root cause, and identify the components to replace to solve the issue.

Luckily, you can quickly gain insight into how to repair your customer's car by drawing on the experiences of other auto repair technicians. The "Top 10 Repairs" list in ProDemand (see Item #2) is generated from the real-world SureTrack content in ProDemand, based on millions of actual auto repairs performed by professional technicians throughout North America. This is an excellent resource to check when developing a repair or maintenance plan for a vehicle.

#1 – Quick Links



#2 – Top 10 Repairs

CHANGE VEHICLE 1998 Chevrolet Malibu 2.4L Eng Base

SEARCH

Based on Analysis of 204,281 Repairs

Commonly Replaced COMPONENTS	Common DTCs	Common SYMPTOMS	Top Search LOOKUPS
1. Dtc Starter Pac 41,271	1. P0440: Evaporative Emission Control System Vent Control Circuit 1,006	1. Engine Does Not Start 8,892	1. Wiring System
2. Brake Panel 33,985	2. P0442: Evaporative Emission Control System Leak Detected (Small Leak) 970	2. Clutch Light Flashes 8,808	2. Air- Thrust Lock Sys
3. Spark Plug 21,813	3. P0441: Evaporative Emission Control System Leak Detected (Gross Leak) 639	3. Engine Runs Rough 3,879	3. Engine Water Mark
4. Fuel Filter 21,403	4. P0131: O2 Sensor (Bank 1) 444	4. Noise (Rattle) From E 2,572	4. Powertrain Control M
5. Light Bulb 19,277	5. P0420: Catalyst System Efficiency Below Threshold (Bank 1) 379	5. Engine Stalls 1,731	5. Transmission Flaw
6. Battery 15,492	6. P0017: Cylinder 1 AS 318	6. Noise Heard 1,519	6. Radio
7. Drive Belt 14,040	7. P0016: Cylinder 2 AS 314	7. Engine Overheat 1,310	7. Ignition Switch
8. Wheel Hub Assembly 13,845	8. P0015: Cylinder 2 AS 285	8. Aids Light On 1,234	8. Evaporative Emission
9. Clutch Slave Flange 11,820	9. P1105 256	9. Noise Heard From Fto 1,185	9. Wiper Motor
10. Alternator 10,798	10. P1105 252	10. Noise (Rattle) From 952	10. Washer Eye

#3 – Real Fixes

PRODEMAND CHANGE VEHICLE 2001 Chevrolet Tahoe 4.8L Eng

SEARCH p0446

P0446: Evaporative Emission System Vent Control Circuit

Common Repair Procedures

P0446, REPLACED EVAP CANISTER VENT SOLENOID

Complaint
The customer states the check engine light is on.

Cause
Connected a scan tool and found code P0446 - Evaporative Emission System Vent Control Circuit. Used the scan tool to swal the evaporative emission system by commanding the EVAP purge solenoid valve and EVAP vent solenoid closed. Connected a smoke machine to the system, induced smoke to check for leaks, and found smoke leaked from the EVAP canister vent solenoid.

Correction
Replaced the EVAP canister vent solenoid. Cleared codes, performed a road test and verified the vehicle operated properly. The check engine light did not illuminate and no fault codes returned.

Component Tests
EVAP System -> Fuel Injection

Operation
TAHOE 4.8L VIN V

Enhanced EVAP system uses a purge solenoid, vent solenoid & fuel tank pressure sensor. PCM provides a ground to energize normally closed purge solenoid. This allows Engine vacuum to purge canister. PCM uses Engine temp, operating time, throttle position, & other factors to determine Duty cycle on time (PW/M) for purge solenoid & may vary from 0%-100%. Purge operation is verified by PCM, during driving test, by closing the vent solenoid and monitoring fuel tank vacuum/pressure. Vent solenoid is attached to canister vent hose. PCM energizes vent solenoid during driving test to close the vent solenoid. A vacuum/pressure is then created in the fuel tank. A pressure sensor located at the top of the fuel tank measures pressure or vacuum in the tank. A DTC will set if the vacuum/pressure level is not achieved, or drops too fast.

With every vehicle search in ProDemand, the Top 10 Repairs list gives detailed information about the most common component failures, diagnostic trouble codes (DTCs), symptoms and lookups for the vehicle selected. This allows you to learn from the collective wisdom of many other auto care professionals, and gives you a starting point to start your diagnostic process.

3. Real-world Repair Information

You're likely not the first technician to face the issue with the vehicle in your bay. Being able to access the records of how other professional technicians solved the same issue can be a huge time-saver. ProDemand calls these "Real Fixes" — and there are over 35 million of them available in the software (see Item #3).

Enter the vehicle information and problem (a symptom, DTC or component) and you can compare it with the most likely causes based on documented repairs and community discussions. To help narrow the search, ProDemand ranks the Real Fixes by "probable component," with the most common fixes at the top.

With just a little research up front, you will have a wealth of information at your fingertips to feel confident in your diagnosis and begin the repair. Complete OEM information, like wiring diagrams, specifications and procedures, is also close at hand to help you complete the repair with maximum efficiency. ♦

This article was brought to you by Mitchell 1 Shop Connection. Visit <http://mitchell1.com/shopconnection/> for more tips and tricks for shop owners, managers, and technicians.



CAR TALK

Benefits: What Do You Get for Your WMDA/CAR Dues?

by Sandi Weaver, BA Auto Care
and Stephen Powell, Thoroughbred Transmissions & Auto Care, Inc.

What do you get for your WMDA/CAR dues? This is a question I get asked often as a WMDA/CAR board member and CAR committee member. It's a pretty important and detailed answer. There are a lot of benefits for members both with repair shops or gas stations and any combination of the two.

Most members know about the endorsed suppliers and are using one or more. These suppliers offer such great services and discounts that you can recoup some or all of the yearly WMDA/CAR dues and more. We've written articles on PPC Lubricants/Castrol for your oil and chemical supplies. They are huge WMDA/CAR supporters and offer fantastic incentives to our members. Parts Authority is a great source for parts with 12 locations in Maryland and DC, not to mention they offer their customers/WMDA/CAR members technical training. Benjamin F. Brown for insurance with specialty in automotive industry, First Merchant Services for wonderful rates for credit card processing and so many more. See the inside back cover of the newsletter to learn more about all of the amazing endorsed suppliers and what they have to offer you and your company.

A huge benefit, I'm sure you have read about, is legislation. WMDA/CAR holds a lot of weight when it comes to bills which can affect our industry both locally and on the federal level. Kirk McCauley takes care of our membership area and does legislative work in Maryland, Delaware and the District of Columbia and Roy Littlefield keeps track of federal

legislation that affects small business. They keep a mindful eye on potential bills which could take money away from our businesses such as insurance regulations, environmental law changes, OSHA, and right now the HB 1 (a one size fits all mandate of paid leave) along with so many others. WMDA/CAR works with other lobby groups and asks for members' help to pressure legislators and voice your concerns about these potentially harmful bills. Every voice counts and the more voices the louder and stronger we are as a group. When you see those emails from Kirk and agree with WMDA/CAR's position, please take action. We are stronger together.

Training is one of the leading concerns shop owners have and we are here to help. Every year WMDA/CAR has Training Day at Catonsville Community College and this year is no exception. On March 3 we are once again bringing in top notch trainers from around the country to a day of training for everyone; owners/managers, service writers and technicians. Along with this training will be a trade show, improved continental breakfast and a hot lunch. We are also working on having training classes throughout the year so check the website at www.wmda.net and our Facebook page, WMDA/CAR, for upcoming training and events.

We're working hard to make 2018 the best year yet. Please join the new Facebook page, WMDA/CAR, to ask questions, share your concerns about our industry and get some great advice from other shop owners. We hope to hear from you soon. ♦



REGISTER FOR WMDA/CAR TRAINING DAY

Saturday, March 3, 2018 • 9:00 a.m.–4:00 p.m.

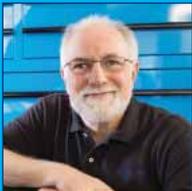
Community College of Baltimore County - Catonsville
800 S. Rolling Road • Baltimore, MD 21228

Training for owners, managers, service advisors and technicians
from the industry's leading experts.

FEATURED SPEAKERS



Ron Ipach
Marketing &
Management Expert
with Repair Shop
Coach



Dan Marinucci
Electrical Testing
Specialist &
Industry Journalist

For one low registration fee,
owners, managers, service
advisors & technicians
can enjoy a continental breakfast,
a hot lunch and spend the day
networking, gaining valuable
business knowledge and
learning new skills.

Registration Fees

Member Rate

1st Registration – \$139.00
Each additional Registration – \$129.00

Non-Member Rate

1st Registration – \$169.00
Each additional Registration – \$159.00

Workbook Fees

Course #1 – \$25.00 each
Course #6 – \$25.00 each



**Training Day
also features
a Hot Lunch & Sponsor
Tabletop Displays.**

TRAINING SESSIONS

FOR OWNERS, MANAGERS & SERVICE ADVISORS

- Succession Planning – Do You Have an Exit Strategy?
- Fluid Specs – Are You Voiding Your Customer's Warranty?
- Telematics – Technology to Drive Business Into Your Bays
- Service Advisor Workshop – Controlling the Daily Chaos
- Next-Gen Car Count Strategies to Keep Your Bays Full

FOR TECHNICIANS

- Computer Controlled Starting/Charging System Diagnosis
- A/C System Service and New Technologies
- Vehicle Maintenance – Is Your Shop Selling Its Share?
- Understanding Honda Variable Engine Displacement
- Proper Wheel Alignment on Modern Day Vehicles
- J2534 Reflashing Today's Cars
- TPMS
- Basic Electrical Systems
- Maryland State Inspection Test Prep Course

Register Online at www.wmda.net
or Call Today: 301-390-0900.

WMDA/CAR TRAINING DAY 2018 REGISTRATION FORM

Saturday, March 3, 2018 • 9:00 a.m.–4:00 p.m.

Community College of Baltimore County - Catonsville • 800 South Rolling Road, Baltimore, Maryland

MORNING SESSIONS

9:00 a.m. – Noon

1. **Computer Controlled Starting/Charging System Diagnosis ***
Dan Marinucci
A/B Techs
2. **Succession Planning – Do You Have an Exit Strategy?**
Jim Groves, Automotive Training Institute Owners
3. **Fluid Specs – Are You Voiding Your Customer's Warranty?**
Gene Nace, PPC
Service Advisors, Owners & Managers
4. **A/C System Service and New Technologies**
Matt Real, Standard Ignition
A/B Techs
5. **Vehicle Maintenance – Is Your Shop Selling Its Share?**
Dave Warner, New Auto Solutions
B Techs & General Service Techs

AFTERNOON SESSIONS

1:00 p.m. – 4:00 p.m.

6. **Understanding Honda Variable Engine Displacement ***
Dan Marinucci
A/B Techs
7. **Telematics – Technology to Drive Business Into Your Bays**
CAARMO
Owners & Managers
8. **Service Advisor Workshop – Controlling the Daily Chaos**
Don Walter, Automotive Training Institute
Service Advisors & Owners
9. **Proper Wheel Alignment on Modern Day Vehicles**
Dave Fox, Hunter Engineering
A/B Techs
10. **J2534 Reflashing Today's Cars**
Jasper Engine and Transmission
A/B Techs

AFTERNOON SESSIONS

1:00 p.m. – 4:00 p.m.

11. **TPMS**
Kevin Rohlwing, Tire Industry Association
B Techs & General Service Techs

ALL-DAY SESSIONS

9:00 a.m. – Noon & 1:00 p.m. – 4:00 p.m.

12. **Next-Gen Car Count Strategies to Keep Your Bays Full**
Ron Ipach
Owners
13. **Basic Electrical Systems**
Harold Babb, CCBC
B/C Techs & a great refresher for A Techs
14. **Maryland State Inspection Test Prep Course**
William Hemling, CCBC
A/B Techs

* Courses 1 & 6 Require a Workbook

Please check course(s) of interest.

MORNING

AFTERNOON

ALL-DAY

1 2 3 4 5 6 7 8 9 10 11 12 13 14

Attendee #1 _____

Attendee #2 _____

Attendee #3 _____

Business _____

Contact _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Email _____

REGISTRATION FEES

Member Rate 1st Registration \$139.00
Each additional Registration \$129.00/ea.
Non-Member Rate 1st Registration \$169.00
Each additional Registration \$159.00/ea.

Continental Breakfast & Hot Lunch included in each Registration Fee.

Amount Due for Registration \$ _____

* Course #1 Workbook(s) _____ at \$25/ea. \$ _____

* Course #6 Workbook(s) _____ at \$25/ea. \$ _____

Total Amount Due \$ _____

PAYMENT OPTIONS

Check enclosed (payable to WMDA) and mail to:
WMDA, 1532 Pointer Ridge Place, Suite G, Bowie, MD 20716
Charge my: Visa MasterCard American Express

Name on Card _____

Card # _____

Expiration Date _____

CVV Code (on back of card) _____

Billing Zip Code _____

Signature _____

For Credit Card Payments Fax Registration to 301-390-3161 or Email to dwebster@wmda.net



WMDA/CAR ENDORSED Membership Benefits & Services Providers

If your business needs any of the following products or services, be sure to check out these companies endorsed by WMDA/CAR.

ATM MACHINES

INTELCOM, INC.

Intelcom, Inc.
Larry Shapero
1-877-666-6269
Email: intelcom@verizon.net

AUTO PARTS SUPPLIER



Parts Authority
Stan Bailey
202-829-6315
Email: sbailey@partsauthority.com

CASTROL BUYING PROGRAM – BULK OIL AND PREMIUMS



PPC Lubricants
Gene Nace
1-717-215-7253
Email: gnace@ppclubricants.com

CONVENIENCE STORE PRODUCTS



Century Distributors, Inc.
Lori Rodman
301-212-9100
Email: lrodman@centurydist.com

CREDIT CARD PROCESSING



First Merchant Services
Dan Cohen
1-866-511-4367, ext. 105
Email: dcohen@firstmerchant.us

ELECTRICITY PROGRAM



Sprague Energy (MAAGIC)
Tom Gussen
732-440-0039
Fax: 732-440-0031
Email: tgussen@spragueenergy.com

INSURANCE – LIABILITY, WORKERS' COMP, HEALTH INSURANCE

*Benjamin F. Brown
Insurance Agency*



Benjamin F. Brown Insurance Agency/
UTICA/Meadowbrook
Ben Brown or Berry Brown
1-800-861-3434
Email: berry@benbrown-ins.com

LEGAL SERVICES



Astrachan Gunst Thomas, P.C.
Peter Gunst
410-783-3523
Email: pgunst@agtlawyers.com

Lynott, Lynott & Parsons, P.A.
James L. Parsons, Jr.
301-424-5100
Email: jparsons@llplawfirm.com

LEGISLATIVE & REGULATORY INFORMATION



WMDA/CAR
Kirk McCauley
1-800-492-0329, ext. 114
Email: kmccauley@wmدا.net

TRASH/DUMPSTER BROKER



Premier Waste Group
Ian Djuric
410-490-3769
Email: premierwaste6@gmail.com

WEBSITE DESIGN & MANAGEMENT



Net Driven
1-877-860-2005
Email: sales@netdriven.com

LET YOUR MEMBERSHIP WORK FOR YOU!

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!



CAR
Council of Automotive Repair
A Division of the Motor



A Passion for Service, The Power of Solutions.

PPC Lubricants is proud to bring you the ONLY ENDORSED OIL PROGRAM by WMDA and CAR — one designed specifically to help put thousands of Dollars in Dealers Pockets!!!

- ◆ **Offering High Quality products for all of your Lubricant needs at prices and service you won't beat anywhere**
- ◆ **The Official Endorsed Supplier for the Council of Automotive Repair (CAR)**
- ◆ **Great Brands with Great Prices & Products**
 - ◆ **Castrol GTX Magnatec & GTX High Mileage, Castrol EDGE and all other Castrol branded products meeting and exceeding industry standards for over a century**
- ◆ **Every Castrol Service Center will Receive:**
 - ◆ **Marketing Support**
 - ◆ **Professional Training**
 - ◆ **Best Pricing Structure (Members)**
 - ◆ **Unmatched Service**



"PPC Lubricants give me a great price on Premium Castrol branded products and a bulk program that will knock your socks off and then I get this check in the mail for a quarterly rebate...What's not to like?" - Ken Quasney Auto Sense

"I have hear it before, best price, largest selection, good service and a quarterly rebate, but I said 'what the hell... WMDA did the homework, I will give it a try'. Boy I am glad I did! PPC Lubricants delivered in spades, plus a big check!"

- Dave Taggart Superior Auto Service

"We work on a lot of high end cars and needs a supplier that we can depend on, not only for service but a broad range of quality products. PPC not only supplies that product, but they supply it at a price that makes sense. The quarterly rebate and the amount was a complete surprise!"

- Clyde McLaughlin Chesapeake Import Service

