



CAR
Council of Automotive Repair

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Continental Breakfast, Hot Lunch & Snacks Included with Registration

TRAINING DAY 2023

SATURDAY, MARCH 25, 2023 • 9 a.m.–4 p.m.

Powered by **Parts Authority**
Auto Parts Super Stores
"The Answer Is Yes!"

WMDA/CAR Members: \$149/person
Non-Members: \$169/person
Check-in & breakfast opens at 8 a.m.

Additional Sponsors



Location: Automotive Training Institute (ATI), 705 Digital Drive, Suite V, Linthicum Heights, MD

ALL-DAY SESSIONS 9 a.m.–4 p.m.

- 1 ADAS – Understanding the Systems and How to Make Money**
Presenter: Steve Dawson
- 2 Electric Vehicles**
Presenter: Craig Van Batenburg

MORNING SESSIONS 9 a.m.–12/1 p.m.

- 3 Youth Apprenticeship Program**
Presenters: Stephanie Discepolo & Sheila Jackson (9 a.m.–12 Noon)
- 4 Gasoline Direct Injection**
Presenter: Tom Rayk (9 a.m.–1 p.m.)
- 5 Mastering Your Phone**
Presenter: Geoff Berman (9 a.m.–1 p.m.)

AFTERNOON SESSIONS 1 p.m.–4 p.m.

- 6 Protect Your Biggest Business Investments®–Your Legal Bootcamp!**
Presenter: Ruy Garcia-Zamor
- 7 Maryland State Inspectors**
Presenter: Bill Lasner

See reverse side for session descriptions
REGISTER TODAY!

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

CONTACT INFORMATION

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

REGISTRATION FEES*

Member Registration _____ @ \$149/ea.
Non-Member Registration _____ @ \$169/ea.
Total Amount Due: \$ _____
(*Breakfast, Lunch & Snacks included with registration)

PAYMENT INFORMATION

☐ Check Enclosed (Payable to WMDA)
Bill my credit card: ☐ Visa ☐ MasterCard ☐ American Express
Account # _____ CVW Code: _____
Exp.Date: _____ Billing Address Zip Code: _____
Account Name (print): _____
Signature: _____
or ☐ Checking this box is my electronic signature

REGISTRATION FORM SUBMISSION OPTIONS:

Mail (by March 15): WMDA, 1532 Pointer Ridge Place, Suite F, Bowie, MD 20716
Email: ssripada2@wmda.net

Training Day 2023 Session Descriptions

ALL-DAY SESSIONS – 9 a.m.-4 p.m.

1. ADAS – Understanding the Systems and How to Make Money



Presenter: Steve Dawson, Hunter Engineering

An Introduction to ADAS system, how they work, how to calibrate and how to charge accordingly. Many shops are not fully understanding the impact of calibrations, they also are not researching repair plans that require post repair calibrations, such as many AC condenser/radiator replacements. In this program we will review the operations a functionality of ADAS systems as well dig into repair procedures for many common repairs you are completing today that require a post repair calibration. We will also discuss the necessary documentation for your protection. This class would be ideal for Shop Owners, Service Writers, Technicians will gain as well in sight on what repair procedures effect ADAS systems and that are required for a complete repair. **For: Shop Owners, Service Advisors & Techs**

2. Electric Vehicles



Presenter: Craig Van Batenburg, ACDC

PART 1: Heat Pumps and HVAC in Electric Vehicles
9 a.m.–10:20 a.m.

This class will get you up to speed on heating and cooling for passengers, batteries and other hot and cold parts of a modern electric vehicle. Previous knowledge of conventional

A/C systems is expected. Your instructor, Craig van Batenburg, drives 5 EVs and PHEV, Nissan Leaf, Chevy Volt, Kia Niro EV, Tesla Model 3 and Zero SR/F motorcycle. The A/C system in the motorcycle is very basic.

PART 2: Grid Charging Electric Vehicles 10:30 a.m. –12 Noon

The 3 levels of charging will be explained. The SAE J1772 standard and DC fast charging will be taught. You will know how to test with a break-out-box the low voltage communication between the on-board charger and the EVSE. If an EV will not charge what do I do?

PART 3: Tesla Model 3 and S. Getting Started 1 p.m.–4 p.m.

We will explain the Model 3 and S. You will learn about “Tool Box”, Service Mode Plus, parts ordering from Tesla, and lots more. Tesla does not have enough service centers to fix their EVs. Great time to get involved. ACDC have both Model 3 and S at our training center. **For: Technicians**



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MORNING SESSIONS – 9 a.m.-12/1 p.m.

3. Youth Apprenticeship Program 9 a.m.–12 Noon

Presenters: Stephanie Discepolo & Sheila Jackson

In this session we will discuss the youth and registered apprenticeship programs and its benefits and how shops owners can get involved. **For: Shop Owners**

4. Gasoline Direct Injection 9 a.m.–1 p.m.



Presenter: Tom Rayk, Automotive Video Innovations (AVI)

Gasoline direct injection is one of the best engineering changes to extend the life of the ICE engine. Along with this new technology comes service opportunities. This session will address GDI issues along with system types and diagnostics. Master your GDI diagnostic and service skills. GDI System

Types, Low Pressure Fuel Systems, High Pressure Fuel Systems, Carbon Buildup Issues, Specific GDI Diagnostic Procedures, No Start Diagnostics, Common Failures, and Scan Tool Diagnostics. **For: Technicians**

5. Mastering Your Phone 9 a.m.–1 p.m.



Presenter: Geoff Berman, Automotive Training Institute (ATI)

In this course, you will learn how to be prepared as well as how to better prepare your customer to spend more money. You will learn how to better use the tools you already have to absolutely help you sell more. What's in it for you?

- Get more sales from the time you are spending selling
- Make your job easier
- Increase profit for everyone

Most business do ok over the phone but very few take the time to hone this skill into a profit center. An underutilized phone creates a huge revenue loss in any business. In this class you will learn the pitfalls that most fall into and what you can do about it. You'll likely be surprised because it is much easier than you might think. Let face it. The job of your advertising is to get the phone to ring, not to get the car in the door. That's the job of whoever answers the phone. This session will uncover the 18 components to an exceptional phone experience, which will have you converting more first time callers in no time, while at the same time maximizing you advertising dollars and making the shop even profitable. **For: Service Advisors**

AFTERNOON SESSIONS – 1 p.m.-4:00 p.m.

6. Protect Your Biggest Business Investments® — Your Legal Bootcamp!



Presenter: Ruy Garcia-Zamor

Take advantage of this excellent opportunity to attend a legal bootcamp which is focused on you and helping your businesses prosper. Ruy Garcia-Zamor is the founding partner of Garcia-Zamor IP Law and has more than 25 years of experience as a Maryland attorney. Intellectual property includes, business legal matters, patents, trademarks, copyrights, and more. During the seminar an orientation will be provided for various legal structures, patents, trademarks, copyrights, important considerations for your website etc. Best of all, there will be an opportunity to ask questions at the end of the seminar. Bring a business card for Mr. Garcia-Zamor and grab a seat! Whether you think your service or repair station has potential legal issues or whether you have another business or idea for which you need advice, this is the seminar for you. **For: Business Owners**

7. Maryland State Inspectors (Refresher Course)



Presenter: Bill Lasner, Secure Streets

This class is for current state inspectors who need a refresher, get updates or ask questions that they have. **For: Current MD State Inspectors**