

TRAINING & TRADE *Expo*

NOVEMBER 11, 2023



LIVE at Daytona Speedway

Join us for Collision, Mechanical, EV, and Hybrid Training. Showcase the Premier SouthEast Training Event & Trade Show.



Admission Fees

Association Members: \$249 (valid membership required)

Regular Admission: \$299

Admission with 2 Night Hotel Room: \$495 (includes training event, food at event, and hotel room Friday and Saturday night)

Six Pack Admission: \$999 (20% off!)

Six Pack Admission with 2-Night Hotel Room: \$2,999

Instructors & Students: \$99 (entry & food at event)



Add Ons

- **Spousal Dinner:** \$49 (bring a spouse to our happy hour, graduation, expo, and dinner)
- **Museum:** \$29 (enjoy the track tour and racing museum)



ATI Shops Discount

- **ATI Discount:** \$49
- **Use Code:** ATI23

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Daytona Speedway



www.floridafoundations.com



Jim Morton, MATS

AM Class 8-12

Assembling the Diagnostic Driveability and Electrical Puzzle Pieces.

In many of the Diagnostic presentation that I have seen over the years (including some of my own) there is a part of the diagnostic process taught. In this presentation, I would like to start with the initial consumer concern and go through the entire procedure ending with the “ROOT CAUSE” of the issue, Not the results.

Developing a consistent, repeatable procedure will keep the shop and the technician profitable. I was taught years ago by my mentor that the difference between a Business and a Hobby is that one of them makes a Profit, so let's spend some time analyzing how to get into the correct area of the concern with General Test procedures then drive down the funnel to arrive at the actual concern using detailed Pinpoint test procedures.

Bill Weaver, Napa Auto Tech

AM Class 8-12

With the ever-expanding line of Hybrid and EV vehicle models being released, we need to know how to accurately and safely service various systems in these vehicles. The fundamentals of air conditioning haven't changed, but there are some important details that must be known, and safety procedures followed in relation to these high-voltage systems.

Students will be taught about safety precautions, component construction and operation, compressor design and heat pump systems, and diagnostics. Follow along as we introduce case studies that highlight different issues and their subsequent repairs.

Recommended for all levels of technician.

Safety precautions

R134A and R1234yf refrigerants

PID interpretation and diagnostics

Refrigerant pressures

Common Issues

Types of compressors

Isolation and refrigerant oil

Heat pump systems

poor or no cooling

Maylan Newton, ESI

**Management: SA/SW/Mgr/owner
AM Class 8-12 and PM 2-5**

With over 40 years of automotive industry experience, Maylan Newton has literally been there and done that. From shop owner, technician, and service advisor to one of the most renowned industry trainers and speakers in the country.

Maylan combines his real-world experience with profit-building takeaways in a humorous and engaging manner that only Maylan can deliver.

As the president and CEO of ESI seminars, Maylan travels the country, sharing the keys to being successful in the automotive repair industry in his sold-out classes.

Maylan is also the author of The Joy of Hiring, available now on Amazon.com.

Jim Morton, MATS PM Class 2-5

Using Ignition waveforms to determine driveability problems. In this presentation, Jim from Morton's Automotive Technical Services will show the technician all the valuable information there is in an ignition waveform, both primary and secondary. Jim feels this is becoming a dying art due to the fact of the problems and cost of secondary adapters. Also, most techs that try to use this information only know and use the firing KV and maybe the burntime. There is an unbelievable amount of information in the Spark KV, Dwell and the condenser/coil oscillation areas.

Join us and look at what the ignition pattern is trying to us

Hands-On Hybrid & EV Vehicle Maintenance

Hands On All Day

Tom Rayk

Tom has achieved ASE Master Certified Automotive Technician with L1 Advanced Engine Performance certification, is a master trainer for the Ohio EPA Emissions Program, and holds various OEM and industry supplier certifications. Tom's Clients have included Ford Motor Company, General Motors Corporation, Snap-On Tools, Ohio EPA, American Automobile Association, Cuyahoga County, Cargill Salt, and Cuyahoga Community College. He has also served as a field technician servicing both automotive and heavy-duty trucks.

Break through the unknown factors surrounding hybrid and EV service, creating a positive experience for the customer.

Course Description

Safety policy 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 and out-of-the-normal style vehicle types. Engaging the learner with a mix of in-shop hands on activities will define maintenance opportunities. We will explain the wide variety of low voltage system services that can be offered as well as provide information on the availability of 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.

Tom Steele, Napa AutoTech, All day

Course and Instructor

Bio

Build A Technician - Electrical

This 8 Hour course includes classroom lecture/demonstration and hands on activities utilizing training demo mock-ups. This class provides technicians with knowledge, skills and confidence to tackle everyday electrical issues. You will read schematics, build circuits, and diagnose faults in real world scenarios.

Recommended for Shop Owners, Service Advisors, and all levels of Technicians

- **Electrical safety**
 - **DVOMs explained via hands-on**
 - **Electrical wiring diagrams**
 - **Circuits (series, parallel, series/parallel)**
 - **Control circuits & relays**
 - **Parasitic load testing**
 - **ASE Certification(s): ASE Master Technician, L1, P3, C1 and EPA 609 Certified**
 - **Years of Experience: 40+ years in the Automotive Industry**
 - **Years as an Autotech Instructor: 6 years**
 - **Experience in: All areas of automotive repair**
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Bill Weaver, Napa Auto Tech

PM 2-5

- **ASE Certification(s): Master Certified Technician, A9, L1, L2, L3, L4, MIL2 & MIL6**
- **Years of Experience: 40**
- **Years as an Autotech Instructor: 12**
- **Experience in: Automatic and manual transmission rebuilding, Driveline, Drivability, Light duty diesel, Small Agg equipment, Hybrid/electric vehicles, Engine repair, and most other daily functions of modern automotive mechanical repair**

Every car and light truck manufacturer in North America today, builds at least one model with a hybrid-electric or all-electric powertrain, and the popularity of these models is growing.

This training course covers the proper procedures involved in the measuring and operational testing of HV components carrying a voltage.

Recommended for all levels of Technicians

Hybrid and electric vehicle design

In-bay safety and personal protective equipment (PPE)

Low-voltage battery systems

High-voltage shutdown procedures

High-voltage battery systems

Hybrid, PHEV, and EV charging

HV battery heating and cooling systems

Rick Escalambre AM & PM Course

(AM Workshop)

Pinpointing the Reason for Incomplete Monitor Tests

This workshop is designed for the technician working with a MIL-commanded ON. Whether or not the technician is part of an emissions program, the commanded MIL means an emission failure has occurred. The technician is now working for the PCM. Failing to work for the PCM runs the risk of not satisfying the owner, missing monitor test blocking conditions, making unnecessary repairs, and increasing the chances of a comeback.

There is valuable data to be collected from the scan tool while sitting in the driver's seat. Every DTC that turns on the MIL has a related monitor test. The MIL commanded ON means a monitor test ran and failed. Learn to use MODE \$09 (In-Use Performance Monitor Tracking) and MODE \$06 (Test Results) to identify some difficult-to-run monitor tests. Case studies will demonstrate this systematic approach.

Because it can be challenging to determine which monitor test(s) within the group prevented completion, Unified Diagnostic Services (UDS) will phase in starting in 2024. UDS will include IUPMT, detailed DTC failure bits, and expanded DTC status bits for every monitor test capable of setting a DTC. It is designed to decrease diagnostic time and improve the diagnosis's accuracy.

PM Workshop

Variables to Verifying the Success of a Monitor Test Repair

While attempting to verify a repair, some variables can prevent a monitor test from running. The PCM cannot verify the repair if a monitor test does not run. Variables to running a monitor test include identifying the correct enable criteria, blocking conditions, establishing a sufficient inferred exhaust time, knowing the difference between parallel and series monitor tests, test samples and flow counts, minimum and maximum monitor test time, normal and fast filtering, and exponentially weighted moving average (EWMA). Grouping PIDS related to specific monitor tests will also be discussed.

Mike Cleary-ALL DAY. Bring Your test light & DVOM

Tired of going to electrical classes that begin with atomic theory and movement of electrons? Sure, it explains how current flows, but does it really help you fix the vehicle? That will not be covered in this class. This class is all about helping you become proficient at electrical diagnostics. Become an expert electrical and electronics diagnostics tech! Whether you are an apprentice technician looking to become more proficient in diagnostics, or a seasoned veteran who wants to learn more, this is the course for you. You will learn the skills necessary to become more efficient and profitable when performing electrical and electronics-related diagnostics work. You will learn these skills from a hands-on working automobile technician. Basic to advanced electrical and electronics topics will be discussed. This is NOT your typical electrical class!

Topics covered:

- **What really goes on inside that multi-meter and how to apply it to diagnosis**
- **How to partition and simplify wiring diagrams, facilitating diagnosis**
 - **Why fuses sometimes don't blow**
 - **Kirchoff's and Ohm's Laws of electrical circuits**
 - **AC Voltage and Current**
- **Why Kirchoff's laws apply more to diagnosis than does Ohm's Law**
 - **What the "real world" voltage drop specs are**
 - **Basic electrical circuits and their components**
 - **Common diagnostic mistakes and how to avoid them**
 - **What a negative resistance value on your meter really means**
- **Module Failures: Causes and Remedies. Is the module really faulty?**
- **Pinpoint test shortcuts and how to build your own pinpoint test based on the fault code**
 - **Bi-stable relays**
- **Hall Effect Devices: how they really work and how to diagnose a failure**

Oscar Gomez

My Bio: I'm Oscar Gomez, and I'm the director of Master Automotive Training as well as an ASE Master Technician. My goal is to improve the auto industry one technician at a time, and I believe the most effective way to do that is to invest in education. I love teaching others what I know. When I'm not teaching, I like to go for long bike rides on the road or fly planes. My goal is to encourage both new and experienced technicians to keep learning and growing, both as people and as professionals, so that they can become better. I want to give back to the industry that has helped me so much by one day sitting in on one of my students' classes and watching them teach.

Course Description:

Unlocking the Power of OBDII: 10 Modes of OBDII with Mode \$06 is a comprehensive training course designed to enhance the diagnostic skills of automotive technicians using the On-Board Diagnostics II (OBDII) system. This course covers all 10 modes of OBDII, with a special focus on Mode \$06, known for its advanced diagnostic capabilities. Participants will gain a deep understanding of OBDI to OBDII evolution, the advantages of OBDII, and its industry standardization. By the end of the course, participants will be proficient in utilizing Mode \$06 and other modes to diagnose complex automotive problems.

Kukui presents: Connor Tracy
Retention: Keeping your customers, YOUR customers

“This class will discuss best practices to close the back door and keep your customers coming back. This approach will drive profitability while controlling marketing costs in creative ways.”

Connor Tracy is an automotive professional with over 20 years of experience in the automotive industry. He currently serves as the Director of Partner Relations at Kukui, where his goal is to share best practices and unique ways to help shop owners achieve the goals for their businesses. Prior to his time with Kukui, Connor worked for almost 20 years guiding auto repair shop operations to increase growth and profitability. Connor considers himself a student of the industry, and an advocate for the automotive aftermarket. Throughout Connor's career he has provided his companies with strategies for Growth, Profitability, Dominating Market Presence, and Leadership Development.

Mike Muck, AE Tools
AM Class 8-12, PM 2-5

Learning programming will teach Tech's a lot about how the particular manufacturer line thinks. They need to learn this as it is an every day part of car repair today. Programming is not going away.....it is and will be a growing aspect of automotive repair. If they are not doing programming....they are paying someone to do it...which is counter productive to business. The ability to program saves immense amounts of time and makes the shop more profitable and makes the tech more money. They will learn how to program most vehicles but will most importantly know that they will have a REAL support staff behind them to get them thru any programming issue they are having. They will need our custom laptops which we will explain in full detail how important the laptop is. They will need a j-2534 pass thru device. They will need a clean power supply for the car and will know why they need it.

BIO:

Mike Muck

AE Tools & Computers

Industry Professional since 1985

In the mid-80s I began my career in the automotive aftermarket driving a mobile tool truck. I didn't grow up in the industry, I just thought it would be cool to have my own tool truck, so that's what I did. All was good, but by the early 2000s, the needs of my customers shifted. The focus was on diagnostics and programming, and they needed support.

I decided to become part of the solution. This transition occurred as J-2534 rolled out to the aftermarket, so I started figuring out the new pass-thru device on my own. At the time, there was really no where to go for training. Fortunately

for me, a good friend owned a salvage yard and he provided me countless modules to train myself on (by the way, I blew up plenty of modules in the beginning).

As I got to where I became something of an asset to my customers for diagnostics and programming there began to be a transition. They didn't need me as a tool man anymore, they needed me as solution to their diagnostic and programming needs. By 2009, I'd signed on as an Automotive Service Representative with Bosch Diagnostics. I wanted to provide a solution to the customers in my territory so they could do everything the dealer could. I realized quickly however, that the need was much larger--everybody in the aftermarket needed help. I was constantly bumping into

AE Tools & Computers throughout the Midwest.

Rather than exist in the same market, we partnered. In 2014 we brought together a shared perspective and common goal for the aftermarket---bring our customers to the next level--the dealer level. Our goal is to be a strategic business partner with our customers. If you want to fix cars, improve the bottom line and do everything the dealer can do, we can get you there.

Repairify Presents ADAS by Kris Bjerke, Director of Calibrations and Implementation

CALIBRATIONS ARE A BIG OPPORTUNITY. TIME TO SEIZE IT

- Looking to learn more on "Why" and "When" performing ADAS Re-Calibrations are necessary? Have you thought about getting started in the ADAS Re-Calibration space and want to know what you need? How about determining what to look for and how to problem solve through obstacles that arise while performing ADAS Re-Calibrations. Join asTech's Kris Bjerke at our Foundations of ADAS Re-Calibrations presentation while we cover what it takes to be a power player in the ADAS Re-Calibration space.

Keith Manich, VP Collision & Richard Sharman; ATI (AM & PM session)

Preparing for the evolving negotiation processes within collision repair and what you need to know.

The landscape for the “negotiations” within the collision repair ecosystem have changed significantly over the last several years. This training module will cover some of the drivers of the change, how to prepare for and deliver effective communication with superior negotiating positions. We will identify the ongoing concerns with insurer positioning with their customers and how it has changed as well as the lack of professionalism occurring in B to B transactions. What do you do when someone says “no”?

**Topic to be presented by Richard Sharman Executive Coach
Collision ATI**

**Setting customer expectations for Collision Repair Processes
Consumers are typically unprepared for the post-accident claim experience. When their vehicle is damaged it becomes a highly stressful and frustrating time. Helping the customer to prepare for the “what’s next” will help them feel more confident in the experience as well as giving them insight as to what they will experience. During this training module we will take a look at several different areas of the claim and repair processes that collision repair shop owners should be educated in. This will help us better prepare customers to journey through the mine field of claim processing more specifically how the policy and regulatory processes drive conversations and outcomes.**

Daytona Beach IHG

Daytona Beach Hotel At International Speedway

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