

# MT. DIABLO—CHAPTER 20



STEPHEN JOSEPH PHOTOGRAPHY

ASCCA CHAPTER 20, Volume 14, Issue 4 – OCTOBER 2018

OCTOBER 8, 2018



## ASCCA Mt Diablo Chapter 20 Workplace Safety Update with Dave Fischer California Employers Services



**October 18, 2018 | 6:30 pm**  
**at Zio Fraedo's, Pleasant Hill**



Dave Fischer will bring us up to date on the latest OSHA regulations and how to ensure compliance. He'll impersonate a labor lawyer for the audience (but without providing legal advice) And he'll leave time for discussion of any pressing issues.



Serving the Business Community

Cal/OSHA provides free and confidential safety and health advice to California employers committed to providing workplace safety and health



Automotive Service Councils of California  
Professionals in Automotive Service ~ Since 1940

[www.ascca.com](http://www.ascca.com)

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Entire Board!

#### CHAPTER REPRESENTATIVE

Rich Lezcano.....925-680-6946  
richl.ssab@sbcglobal.com

### ASC-CA Chapter 20 MISSION STATEMENT

*"To promote professionalism throughout our industry by upholding our state code of ethics and sharing our successes and failures with our members and future members". "To elevate and unite automotive professionals and give them a voice".*



## President's Message October 2018

Hello Chapter Members,

If you missed last month's meeting at the Cobra Experience you missed a good one. Vendors, ASCEF Scholarships information and ESI filled the program. Full room listening to Bill and Maylan talk about millennials was informative and eye opening. There is a future, however challenging it may seem, to all of us boomers.

The first rains are coming to California. The reminder is winterizing our customers' cars and trucks. Wipers, coolant leaks, good tires and basic inspections should be on our radar on a daily basis. Our customers rely on us for this.

I want to welcome Bud Dansi to our board. Thank you Bud for joining and dedicating some of your precious time for all of us. We as a chapter are looking forward to seeing what happens with your and Scott's automotive program at Mt. Diablo High. Keep up the good work.

October's meeting will be the last chapter meeting of the year. Hope to see you there.

*Steve E.*



# Our Cobra Museum Event was FUN!

## Vendors



Chris Smith

## Networking

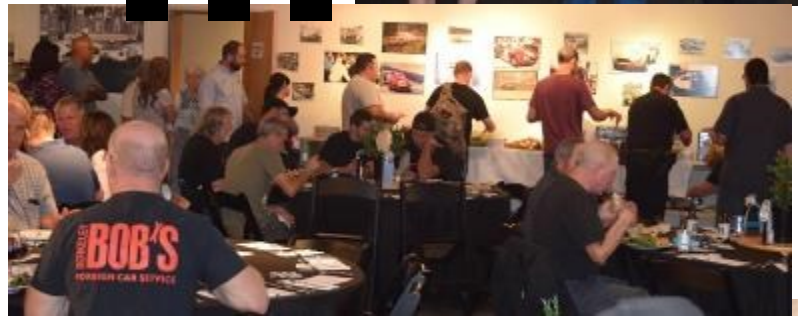


Andy, Sergio and John

## Dinner



Derik Riesberg



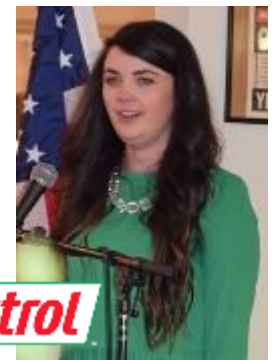
Joe Schwartzbine

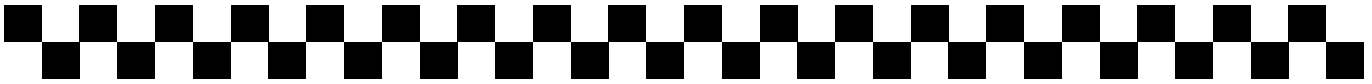


Scott Phillips CPA, Inc.



Carlos





**Cobra Cars!**



**Mary and Dave!**

**.. and prizes**



## CHAPTER 20 MEMBER LIST

- |  |   |  |   |  |
|--|---|--|---|--|
| <p><b>Ace Auto Repair &amp; Tire Ctr</b><br/>George Chavez<br/>2560 San Ramon Vly Blvd.<br/>San Ramon, CA 94583<br/>925-743-1552</p>       | <p><b>Contra Costa College</b><br/>Bobby Sturgeon<br/>2600 Mission Bell Drive<br/>San Pablo, CA 94806<br/>510-215-3976</p>                  | <p><b>Frank's Auto Service</b><br/>Margaret &amp; Dave Frank<br/>1255 Boulevard Way<br/>Walnut Creek, CA 94595<br/>925-942-3677</p>        | <p><b>Mendelson Autobody</b><br/>Ted Mendelson<br/>38 Beta Court, Ste A5<br/>San Ramon, CA 94583<br/>925-838-2343</p>               | <p><b>S.P. Automotive Supply</b><br/>Steve Markus<br/>3410 Pacheco Blvd<br/>Martinez, CA 94553<br/>925-372-4930</p>                          |
| <p><b>Acalanes High School</b><br/>Grant Cusick<br/>1200 Pleasant Hill Road<br/>Lafayette, CA 94549<br/>925-935-2600</p>                   | <p><b>D&amp;H Enterprises</b><br/>Dave &amp; Mary Kemnitz<br/>2689 Monument Blvd<br/>Concord, CA 94520<br/>925-356-0683</p>                 | <p><b>Fuenzalida, Bob</b><br/>Ch 20 Member Emeritus<br/>Cars R Us<br/>2269 Bromfield Court<br/>Walnut Creek, CA 94596<br/>925-683-2310</p> | <p><b>Monkey Wrenches, Inc.</b><br/>Ted Curran<br/>8130 Brentwood Blvd<br/>Brentwood, CA 94513<br/>925-634-4145</p>                 | <p><b>Simply Superior Auto Body</b><br/>Rich &amp; Jennifer Lezcano<br/>2110 Market Street<br/>Concord, CA 94520<br/>925-680-6946</p>        |
| <p><b>Alhambra High School</b><br/>Brian Wheeler<br/>150 E Street<br/>Martinez, CA 94553<br/>925-313-0440</p>                              | <p><b>Devil Mountain Diesel</b><br/>Jason Loelieger<br/>Mark Fuenzalida<br/>1500 3rd Avenue<br/>Walnut Creek, CA 94597<br/>925-954-8582</p> | <p><b>Gene's Auto Repair</b><br/>Tracy Renee<br/>37 Tennessee Street<br/>Vallejo, CA 94590<br/>707-642-1900</p>                            | <p><b>Moraga Motors</b><br/>Ron Schumacker<br/>530 Moraga Road<br/>Moraga, CA 94556<br/>925-376-0692</p>                            | <p><b>Solano Way Auto Repair</b><br/>Ken R. Fritzberg<br/>2197 Solano Way<br/>Concord, CA 94520<br/>925-676-2890</p>                         |
| <p><b>Airbag Service &amp; Techzone</b><br/>Matt Patterson<br/>32 California Ave, Ste A<br/>Pleasanton, CA 94566<br/>800-763-8588</p>      | <p><b>Diablo Auto Specialists</b><br/>Tim Stussi<br/>1413 Carback Avenue<br/>Walnut Creek, CA 94596<br/>925-932-6701</p>                    | <p><b>Gilmores Auto Service</b><br/>Phillip Sanders<br/>2151 N. Broadway<br/>Walnut Creek, CA 94596<br/>925-939-9430</p>                   | <p><b>Orinda Motors</b><br/>Allen Pennebaker<br/>63 Orinda Way<br/>Orinda, CA 94563<br/>925-254-2012</p>                            | <p><b>Standard Motor Products</b><br/>Joe Schwartzbine<br/>1460 Arvilla Drive<br/>Sacramento, CA 94582<br/>916-606-0985</p>                  |
| <p><b>All-Flow Muffler &amp; Auto</b><br/>Danny Larson<br/>3900 Pacheco Blvd<br/>Martinez, CA 94593<br/>925-229-3044</p>                   | <p><b>Dick &amp; Ryan's Auto Repair</b><br/>Trevor Stoneham<br/>1679 1st Street<br/>Livermore, CA 94550<br/>925-373-9055</p>                | <p><b>Hagin's Automotive, Inc.</b><br/>Andy Hagin<br/>3725 Alhambra Ave<br/>Martinez, CA 94553<br/>925-228-5115</p>                        | <p><b>Orinda Shell Auto Care</b><br/>Kathy Mitchell<br/>9 Orinda Way<br/>Orinda, CA 94563<br/>925-254-1486</p>                      | <p><b>Superior Auto Parts</b><br/>Don Smith<br/>1055 Detroit Avenue<br/>Concord, CA 94518<br/>925-771-2231</p>                               |
| <p><b>Autotron Service Center</b><br/>Ryan Tunison<br/>3688 Washington St. Ste F<br/>Pleasanton, CA 94566<br/>925-484-2400</p>             | <p><b>Digital Financial Group</b><br/>Shannon Devery<br/>1329 Hwy 395 N., Ste 10<br/>Gardnerville, NV 89410<br/>626-476-9016</p>            | <p><b>Hunt &amp; Sons</b><br/>Tim Lockhart<br/>485 Industrial Way<br/>Benicia, CA 94510<br/>707-747-9500</p>                               | <p><b>Scott Phillips, CPA</b><br/>3011 Citrus Circle, Ste 204<br/>Walnut Creek, CA 94598<br/>916-274-0600</p>                       | <p><b>Timmons Auto &amp; Truck Rpr</b><br/>Dave and Lisa Timmons<br/>2855 Contra Costa Blvd<br/>Pleasant Hill, CA 94523<br/>925-938-9665</p> |
| <p><b>BG Fleming Distrib. Co.</b><br/>Christopher Smith<br/>1011 Suncastr Lane<br/>El Dorado Hills, CA 95762<br/>916-223-0559</p>          | <p><b>Dublin Car Tek</b><br/>Tim Johnson<br/>6008 Dougherty Rd.<br/>Dublin, CA 94568<br/>925-829-9300</p>                                   | <p><b>JJ Auto Repair</b><br/>Victor &amp; Teresa Gonzalez<br/>6300 Brentwood Blvd. #A<br/>Brentwood, CA 94513<br/>925-513-5927</p>         | <p><b>Precision Auto Repair</b><br/>Tyler &amp; Renee Edgren<br/>164 A Wyoming Street<br/>Pleasanton, CA 94566<br/>925-462-7440</p> | <p><b>Tuolumne St Auto &amp; Elec</b><br/>John McLaughlin<br/>635C Tuolumne Street<br/>Vallejo, CA 94590<br/>707-648-3434</p>                |
| <p><b>Burrough &amp; Sons Automotv</b><br/>Tom Burrough<br/>5154 Sobrante Avenue<br/>El Sobrante, CA 94803<br/>510-222-3330</p>            | <p><b>European Auto Repair</b><br/>Carlos Showing<br/>1573 Third Avenue<br/>Walnut Creek, CA 94597<br/>925-944-5606</p>                     | <p><b>Lehmers Concord</b><br/>Caroline Anderson<br/>1905 Market Street<br/>Concord, CA 94520<br/>925-827-2077</p>                          | <p><b>Randys Mobile Mech'l Svc</b><br/>Randy Wilferd<br/>2750 Cloverdale Ave.<br/>Concord, CA 94518<br/>925-288-0766</p>            | <p><b>Walnut Creek Automotive</b><br/>Bill &amp; Jeff Boaman<br/>1855 Contra Costa Blvd<br/>Pleasant Hill, CA 94523<br/>925-849-6440</p>     |
| <p><b>Chris' Engine &amp; Auto Repair</b><br/>Chris &amp; Denise Terry<br/>4770 East 2nd Street<br/>Benicia, CA 94510<br/>707-746-5143</p> | <p><b>European Autotech</b><br/>Chris Murad<br/>31 Beta Court, Ste J<br/>San Ramon, CA 94583<br/>925-820-6460</p>                           | <p><b>Liberty High School</b><br/>Jonathan Dorr<br/>850 Second Street<br/>Brentwood, CA 94513<br/>559-977-0181</p>                         | <p><b>Rich's Auto Service</b><br/>Louis Volpone<br/>839 Ygnacio Valley Rd<br/>Walnut Creek, CA 94596<br/>925-937-3434</p>           | <p><b>West Coast Muffler &amp; Tire</b><br/>Steve Elstins<br/>2090 Market Street<br/>Concord, CA 94520<br/>925-676-8376</p>                  |
| <p><b>Clayton Valley Auto Svc</b><br/>Nancy Stich<br/>1505 Rishell Drive<br/>Concord, CA 94521<br/>925-682-2281</p>                        | <p><b>Five Star Automotive</b><br/>Brian &amp; Janice Andrews<br/>1440 Concord Ave. Ste C<br/>Concord, CA 94520<br/>925-609-7827</p>        | <p><b>M Service</b><br/>Dante Paulazzo<br/>2008 Mount Diablo Blvd.<br/>Walnut Creek, CA 94596<br/>925-932-8744</p>                         | <p><b>SC Fuels</b><br/>Mark Williams<br/>2075 Alum Rock<br/>San Jose, CA 95116<br/>408-625-6059<br/>657-236-8175</p>                | <p><b>50/50 Xtreme Auto Glass</b><br/>O'Neill Tasleem<br/>2098 Market Street<br/>Concord, CA 94520<br/>925-676-2000</p>                      |
| <p><b>Commans, Walt</b><br/>ASE W. States Consultant<br/>5312 Quail Ridge Terrace<br/>Anaheim Hills, CA 92807<br/>714-974-3208</p>         |   | <p><b>Mekatron Concord</b><br/>Ian G. Miller<br/>1771 Concord Ave<br/>Concord, CA 94520<br/>925-687-8300</p>                               | <p><b>S.G. Auto Repair</b><br/>Sergio Garcia<br/>517 C San Pablo Ave<br/>Pinole, CA 94564<br/>510-964-1541</p>                      |  |





**From:** asc-teamtalk  
**On Behalf Of** David Fischer  
**Sent:** Monday, September 17, 2018  
**Subject:** I Have Some Good News For All ASCCA Shops



Hey guys and gals,

I have been going to chapter meetings for years now about Cal-OSHA Compliance, I have presented a lot of those meetings. There have been many times that I have walked away from those meetings feeling like I have failed you. The information that was provided was good and needed but I feel that it resulted in information overload.

The result of information overload means that you feel overwhelmed and as a result of that you fail to take the action that you need to take to protect your business. But sadly in today's world failing to take the needed action concerning Cal-OSHA Compliance and California Labor Laws does not work when it comes to compliance.

### **The Good News:**

Starting tomorrow night in Castro Valley I will be providing a meeting that will give you the information that you must hear about, but we are not stopping there we are going to give you some actionable steps that you can take to actually protect your business. Information is not good if the information overwhelms you and stops you from taking the necessary actions that should and need to be taken.

### **Why am I posting this on TeamTalk?**

1. Because I care, I feel that many are not coming to these meetings whether it be presented by me or a Cal-OSHA Consultant from Cal-OSHA or any one else because they feel that they do not walk out of there with any kind of actionable plan that will work in the real world.
2. Because, in the chapter meetings I do from now on that will change, you will get great and important information, but you will be presented with a way to go that will help you to put yourself in a dependable position.
3. Yes, you need a compliance coach these days, that is just the way it is. But who you get to fill that role is up to you. But you will learn at these meetings what a good compliance coach will provide you and you will be able to know how to tell the difference between someone who will really help and someone who will not.

But most of all I care, ASCCA has been a part of my business and my life since 1997. Since that time ASCCA has been there for me and I hope I have been there for you as well. Dennis Montalbano and Zarkis you both helped in those early years more than I could ever tell you. Since those early days there have been too many to list in this email, but I want to say a LOUD THANK YOU to all of ASCCA.

David Fischer  
California Employer's Services  
888-358-2221



Our vision is to have a positive image in the market place with our consumers, industry and government and create an environment where all stakeholders benefit from our collective efforts.

**ALERT!**

## **BAR Electronic Estimate Authorization Regulations Approved!**

**September 15, 2018**

**To:** Our Members

**From:** Johan Gallo

**Subject: NEW – Regulation on Electronic Document & Authorization**



After a long arduous process that started with a proposal I made to Chief Dorais almost eight years ago, we finally have a new regulation on Electronic Document & Authorization. The initial intent was to be more environmentally friendly with less paper and ink being used, not to mention the growing use of electronic communications with the advent of the "smartphone", after all how often do you receive a fax anymore?

While we didn't get everything in the regulation that we had asked for, we got most of the key items we had wanted. While the Statement of Reasons gives you all the give and take on the regulation (see attached) and the version of the regulation isn't out yet, we wanted to provide you with a brief recap of what we ended up with.

What's key in the regulation that went into effect immediately:

- You can now obtain an electronic signature and provide your customers with electronic copies of their work order and final invoice.
- Communicate with your customers via texting and through email and other electronic forms of communication, the key will be how you store and memorialize this information because it must be retained for three years in accordance with BAR Record Retention Regulations.
- We avoided creating too narrow of a definition for "texting" and used the term "Electronic Forms of Communications" instead to allow for future technologies.
- Packaged Parts Kits can now be listed by brand name, part number and note the key components of the kit. There had been a long argument over line listing every part and returning the remaining parts in the kits to consumers which will not be required.
- Businesses will NOT be required to list the name and address of the sublet business on the repair order that was initially going to be required under the newly proposed regulation. Repair shops will still have to provide the customer the sublet business information upon request.
- Clarifying the words, No Charge that often used when offering a minor service or inspection by noting it as: No-Charge to simplify this for consumers.
- Allowing that supplemental documents that sometimes accompany final invoices can be given to the customer in paper copy and wouldn't be required to be provided electronically.
- Your system can now default that all parts provided are "New" unless otherwise specified.
- Customers now have the option of providing the phone number or email address on the repair order and final invoice.
- Businesses will now have the flexibility to use multiple "business phone numbers" that are no longer tied to the phone numbers listed on their BAR Automotive Repair Dealer Registration Application. (We know many businesses now use IP Phones, Cell and other technologies to receive and make phone calls and the regulation required you to list the same number that was on your ARD application)
- Date & Times stamps are not required to be programmed in your system as long as it's noted in the documents for future reference.
- Any advertisements and advertising signs shall clearly show the name and address listed on the automotive repair dealer's State registration certificate.

*Continued on next page*

## BAR Electronic Estimate Authorization Regulations Approved!



*Continued from previous page*

What still needs to be addressed in future updates and revisions to the new regulation and other BAR documents and printing:

- Guidelines and regulation changes to set the standards for how repair shops must memorialize and retain the electronic communications with their customers in accordance with BAR Regulations on the three-year record retention regulation.
  - ◊ How will it be stored
  - ◊ Who will have access
  - ◊ Proper capture and storing of signatures for initial workorders, revised estimates and final invoices
  - ◊ Universal platform for anyone to retrieve it when called upon
- How to address when customers refuse to sign electronically
- Write it Right Updates to include the new Electronic Document & Authorization Regulation
- BAR Statewide Training to Repair Shops and interested parties on the new regulation.
- Creating standardization with BAR and automotive repair shop system providers to ensure compliance.

In the end we received far more than expected in the new regulation, but we still have work to do. We want to extend our biggest thank you to Jack Molodanof, Bud Rice, Nikki Ayers, Lou Anapolsky, Alisa Reinhardt (California New Car Dealers) and other members of their staff, along with Michael Flanigan and countless others who attended countless workshops and BAR meetings to ensure that this would finally happen.

**[Click here for the Final Statements of Reasons for this regulation.](#)**

Sincerely,

A handwritten signature in black ink that reads 'Johan M Gallo'.

Johan M Gallo  
Executive Director  
Cell 9494334513  
Efax: 925-369-0420  
Email: [gallojm1@outlook.com](mailto:gallojm1@outlook.com)  
Follow us at:  
<http://www.calabc.org/>  
<https://www.facebook.com/CalABC.org/>





## *Farewell and Thank You, Alan Cherko*



I am sad to bring the news that this past weekend Alan Cherko passed away. Alan was extremely dedicated to ASCCA, and to improving the independent repair industry. He was an active member of Chapter 12, serving in almost every leadership post. Twice

he was elected state president, and along with his wife Dee helped to create the ASC Educational Foundation. These milestones represent only a fraction of the commitment that Alan had to ASCCA. Others who knew him longer than I can certainly tell many stories.

Alan and Dee were instrumental in my involvement with ASCCA, first by encouraging me to attend meetings, and later convincing me to serve on the chapter board. I am constantly reminded of my debt to them, as I continue to find my participation in this association very rewarding. I would ask that in his memory, please consider a donation to the Alan and Dee Cherko ASCEF Scholarship Fund.

His funeral will be held on Wednesday October 17. At 11:00 AM, at Hillside Memorial park, 6001 West Centinela Ave, Los Angeles 90045.

### **Lee Chesnin**

BVA, Inc. – Santa Monica, CA  
(310) 393-9889  
President, ASCCA Chapter 12  
Chapter Representative, C12  
Director, State Board ASCCA

I am saddened to hear this news. Alan was very instrumental to this what this association is today. When I produced the 70th anniversary video, I read through numerous articles detailing Alan and Dee's participation. He was truly an ASCCA Rock Star. When an older member of this industry dies, a library burns down. God's Speed Alan.

### ***Dennis Montalbano***

President German Auto Repair Inc.  
Past President ASCCA 2016  
Past President ASCCA 2011



*Steve Vanlandingham, 2015 State Board President of ASCCA, honoring Alan at a Chapter 12 dinner. Alan served as President in 1995 and 2000.*





October 2018  
**Chapter Reps Report - Excerpt**



*Matthew Peralta, ASCCA Deputy Executive Director*

## ASCCA Committees... What are they up to?

**ASCCA's Membership Committee**

discussed promotion of the Team Talk Trial Membership available to potential members—it will allow potential members to view Team Talk posts for 30 days without the ability to post. This is an exciting new opportunity for any potential shop owner who has been considering joining ASCCA, so please help spread the word.

**ASCCA's Revenue and Benefits**

**Committee** is on track toward its 2018 partnership goal of \$70,000. The committee re-emphasized the importance of ASCCA members supporting the association's corporate partners.

**ASCCA's ETI Committee** continues to plan education and training events for upcoming ASCCA Team Weekends and will announce the training courses as they are finalized.

**ASCCA's Public Relations Committee**

discussed the committee's plans to discontinue the countertop display contest next year but will continue producing the countertop display inserts to promote ASCCA membership. The committee is also beginning "ASCCA Members Care", a new initiative to promote ASCCA members who take an active role within their community.

**ASCCA's Connected Cars Committee,**

fresh off its very successful September Team Weekend training, continues to monitor news and information on the topic to keep ASCCA members up-to-date. Members of the committee recently sat down with Carm Capriotto of Remarkable Results Radio podcast to discuss the September Team Weekend Connected Cars training. [Click here to listen in.](#)

**ASCCA's Government Affairs Committee**

is monitoring legislation that is pending the Governor's review. The committee is also working to produce a regulatory summary for ASCCA members.

*You're invited!*



### ASCCA Chapter 16 Meeting – October 16<sup>th</sup>, 2018

**Location:** Doral's Auto Repair, 2000 Merced St, San Leandro, CA

Time: 6:30 pm to 9:00 pm ~ No charge ~ Food will be provided

### **Cecil Bullard, Institute for Automotive Business Excellence** **"Top Ten Mistakes Shop Owners Make"**

Cecil Bullard is a 32-year veteran of the Automotive Service Industry and has run some of the best independent shops in the United States. Cecil is a trainer for the WorldPac Training Institute as well as his own business the Institute for Automotive Business Excellence. He has been a featured speaker at automotive events such as CARS in Las Vegas, VISION in Kansas City and ATE in Washington State and has given hundreds of seminars and webinars training tens of thousands of shop owners, Service Advisors and Managers throughout the United States. He is a Co-founder of QuickTrac Software.

**RSVP** (appreciated by not required) ~ Kamil Targosz, [kamil@mechanicgrid.com](mailto:kamil@mechanicgrid.com), 510-209-8049



- February 15, 2018** **Stop Advertising, Start Educating**  
with Chris Maggard of AutoVitals
- March 15, 2018** **A Driving off into the Sunset Party for Doug Mueller!**  
*and*  
**Assemblywoman Catharine Baker**  
on repealing the gas tax and other auto-related issues
- April 18, 2018** **Diagnostic Skills Challenge**  
Student teams test their diagnostic skills
- April 19, 2018** **Tax Reform**  
with Beri Kasper of Kasper Accountancy
- May 17, 2018** **Motivational Speaker Mary Schmidt**  
on job burnout and mentoring
- September 20, 2018** **Cobra Museum - with Mini Vendor Fair**  
and guests Bill Haas and Maylan Newton
- October 18, 2018** **Labor Law and OSHA compliance**  
with Dave Fischer

All meetings subject to final confirmation by scheduled speakers and Board. If you need more information about ASCCA Chapter 20's meetings, please contact Steve Elstins, West Coast Muffler, 925-676-8376 OR Mary Kemnitz, D&H Enterprises, 925-356-0683



## Chapter 20 appreciates its Associate Members and Branch Members

- |                                    |                          |  |
|------------------------------------|--------------------------|--|
| <b>BG Fleming Distributing Co.</b> | <b>Christopher Smith</b> | 916-223-0559 csmith@bgfleming.com                  |
| <b>Hunt &amp; Sons</b>             | <b>Tim Lockhart</b>      | 707-747-9500 tlockhart@huntnsions.com              |
| <b>Scott Phillips, CPA, Inc.</b>   | <b>Scott Phillips</b>    | 925-274-0600 scott@cpaman.com                      |
| <b>SC Fuels</b>                    | <b>Mark Williams</b>     | 408-625-6059 williamsm@scfuels.com<br>657-236-8175 |
| <b>S.P. Automotive Supply</b>      | <b>Steve Markus</b>      | 925-372-4930 smarkus@spauto.com                    |
| <b>Standard Motor Products</b>     | <b>Joe Schwartzbine</b>  | 916-606-0985 jschwartzbine@smpsfa.com              |
| <b>Superior Auto Parts</b>         | <b>Don Smith</b>         | 925-250-1321 grayhackel3@comcast.net               |



PRODUCT SPOTLIGHT

Hyundai / Kia

Hyundai and Kia are two of the top import brands in North America. In order to supply premium replacement parts for these popular vehicle makes, we're proud to offer more than 2,200 SKUs across 125 engine management categories for Hyundai and Kia applications. Highlights from our offering include yaw rate sensors, relays, and OE-caliber turbochargers.

More Than **2200** Total SKUs



PRODUCT SPOTLIGHT

Turbochargers - NEW

Exclusive



TBC596  
Hyundai Genesis Coupe (2012-14)



TBC597  
Hyundai Genesis Coupe (2014-13)



TBC598  
Hyundai Santa Fe (2016-13)  
Hyundai Sonata (2014-11)  
Kia Optima & Sportage (2016-11)



TBC599  
Hyundai Santa Fe (2017)  
Hyundai Sonata (2016-15)  
Kia Optima, Sorento, & Sportage (2017-16)

YAW Rate Sensors



YA149  
Hyundai Tucson (2007-06)



YA169  
Hyundai Genesis Coupe (2016-10)  
Hyundai Veloster (2016-12)



YA165  
Kia Sorento (2013-11)



YA114  
Hyundai Azera & Sonata (2009)  
Hyundai Entourage (2007)

Relays



RY185D  
Hyundai Elantra (2017-16)  
Hyundai Genesis (2016-14)  
Kia Forte & K900 (2015-14)  
Kia Sorento (2015-09)



RY185Z  
Hyundai Azera, Elantra, & Sonata (2013-10)  
Kia Cadenza, Optima, & Sorento (2015-11)



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Last ESI Concord class for 2018 is on December 3rd

December 3	Concord 6PM 9 PM	Hiring and Firing	We all have done it, hired the wrong employee and had let someone go. Learn the basics of hiring the "right" employee. What should you ask, what should you know to get the right person for the job. Why testing is an important tool to hiring correctly. Letting someone go improperly and failure to use these techniques could cost you BIG MONEY!	OWNERS
December 4	San Jose 7 PM 10 PM			

Hans' Training Resources

ESI – Maylan Newton - Service advisor and Owner management training 888-338-7296

Worldpac Training – [worldpac.com/training](http://worldpac.com/training) – Offers both management and technical training, local classes available

Car Quest CTI - Offers technical training 1 class every 2 months, contact your sales representative for more details.

Techelp - Longer term training to bring your people up to speed with late model electrical systems and classes for smog update and new licensing. Contact Jon Brown: 888-747-8888. Or see his schedule at [www.tec-help.com](http://www.tec-help.com)

ATG – Automotive Training Group [www.atgtraining.com](http://www.atgtraining.com) – Advanced training various topics. 800-233-3182,

RLO Training/Bottom Line Impact Groups [www.rlotraining.com](http://www.rlotraining.com)

ATI – [Autotraining.net](http://Autotraining.net) – Offers coaching services for shop owners

Elite – [Eliteworldwidestore.com](http://Eliteworldwidestore.com) – On line and service advisor training

SSF offers European training topics (MZB, BMW, Porsche) <https://www.ssfautoparts.com/>

## The ASCCA Advantage

The ASCCA Advantage provides a comprehensive summary of the value of ASCCA membership. We are proud to be able to offer a number of discounts and intangible benefits that are uniquely provided by our association. Please review the following benefit categories and be sure to make the ASCCA Advantage your first stop when looking for products and services you can trust.



## Endorsed Vendors and the Value They Bring to Us

### INSURANCE & LEGAL SERVICES

- EE & MB ASC Insurance Services** – Includes an enrollment discount of \$100. Customer Service (866) 923.7767, [www.armstrongprofessional.com](http://www.armstrongprofessional.com)
- EE & MB CoreMark Insurance Services** – Competitive dental & vision plans exclusively available to ASCCA members. Mat Nabity, (916) 286.0918, [mnabity@coremarkins.com](mailto:mnabity@coremarkins.com)
- MB FREE LEGAL Service** – 30 minutes of free legal advice per month for all ASCCA members. A \$225 monthly value. Jack Molodanof (916) 447.0313, [jack@mgrco.org](mailto:jack@mgrco.org), [www.mgrco.org](http://www.mgrco.org).

### EDUCATION PROVIDER

- CP Automotive Training Institute** – For 30 years, Automotive Training Institute has been helping thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses into the companies of their dreams. ATI is the industry leader in automotive business coaching providing expert management and consulting services through one-day workshops and an all-inclusive Re-Engineering Program which includes weekly business coaching from an industry expert coupled with classes in marketing, hiring, finance, leadership and sales. Whether you need training, coaching or a state-of-the-art business model, ATI has systems to help make the changes you want right away. Jim Silverman, (301) 575-9140, [jsilverman@autotraining.net](mailto:jsilverman@autotraining.net), [www.autotraining.net](http://www.autotraining.net)
- CP & MB CompuTrek** – Automotive Coaching & Training with PROVEN automotive system solutions coupled with implementation & accountability coaching, of individuals & teams, typically yields \$200,000+ in NEW GP Dollars in 12 months! ASCCA Members will receive a complimentary, Level 1 Business Evaluation. Purchase of a full Stage One Training Package includes your next year's annual ASCCA Dues! A \$400/year value. Dave Schedin, (800) 385.0724, [dave@computreksystems.com](mailto:dave@computreksystems.com)
- CP & MB Educational Seminars Institute (ESI)** – Since 1984 ESI has been the forerunner in providing the independent repair shop with up-to-date full-facility training for the management team and personnel. ASCCA Members have exclusive access to discounted training courses as well as 30 minutes free business consulting advice per month. Save \$55 on every seminar registration and \$800 on every Service Writer course registration.

(Space limited.) ESI services include personal coaching and consulting, service writer's school of America, educational programs and temporary fill-in service writer services. Contact Maylan Newton (866) 526.3039, [maylan@esiseminars.com](mailto:maylan@esiseminars.com). Proud ASCCA members for over 30 years.

- MB Motor Age Training** – 25% discount on all ASE exam study guides. James Hwang (310) 857.7633

### MERCHANT SERVICES

- EE, CP & MB Digital Financial Group (DFG)** – Credit card processing company. DFG pays \$350 for each ASCCA members state dues annually. Special member only rates. Call us for a free no obligation consultation. David Cherney and Shannon Devery (877) 326.2799

### SOFTWARE PROVIDERS

- CP Autoflow** – A comprehensive, cloud-based tool that offers simple solutions for workflow management, improved communications, digital vehicle inspections, and quality control. autoflow was created by Chris Cloutier of Golden Rule Auto Care to solve communication gaps that cause workflow delays and waste valuable rack time. Because autoflow is created and developed by a shop owner, the company is uniquely positioned to understand what owners and shops go through and their need for continual process improvement. autoflow has been proven to be an easy-to-implement, timesaving solution to common industry problems and is available to benefit all shop owners. Chris Cloutier (469) 546.5725, [chris@autoflow.com](mailto:chris@autoflow.com), [www.autoflow.com](http://www.autoflow.com)
- MB Identifix** – Members receive a promotional price for online diagnostic tool and telephone diagnostic services. New Identifix members received \$40 off each of the first 3 months and \$10 off every month after for annual savings of \$210. Customer Service (800) 997.1674
- CP & MB Shop-Ware** – The New Standard in Shop Management. 100% cloud-based on any device. Take your shop fully digital and 100% paperless. Scott Alton at (415) 890.0906 x106, [contact\\_us@shop-ware.com](mailto:contact_us@shop-ware.com). Ask for a special ASCCA member rate.
- UNIFORM SERVICES**
- EE & MB G&K Services** – Nationally recognized supplier of customer and employee apparel with special ASCCA pricing. Thomas Dunne (619) 399.6078, [DunneT@Cintas.com](mailto:DunneT@Cintas.com)



## INTERNET MARKETING, WEBSITE DESIGN & SEARCH ENGINE OPTIMIZATION SERVICES

- CP & MB Broadly** – Through internet marketing, Broadly gets great customer reviews on Google, Facebook, and other review sites. ASCCA members get a FREE account set-up (valued at \$200). Call (800) 693.1089, write marketing @broadly.com or visit www.broadly.com
- CP & MB Kukui Corporation** – The Kukui All in One Success Platform is combined solution of custom online marketing tools, websites designed for higher conversion rates, customer relation management, search engine marketing, email marketing and customer retention, and revenue tracking tools. The Kukui solution empowers each of Kukui's clients with quantitative data showing their return on investment, the number of new clients based on their POS system, statistics revealing their customer retention rate, and areas to improve their business through the tracking of phone calls, appointment forms, and feedback from customer reviews. ASCCA members receive special pricing on custom website designs. Todd Westerlund (925) 980.8012, Todd@kukui.com, Patrick Egan (805) 259.3679, Patrick@kukui.com, www.kukui.com

- CP & MB Repair Pal** – Join the nation's largest network of elite auto repair shops. RepairPal independently certifies auto repair shops nationwide for superior training, quality tools, fair pricing, and a minimum 12-month/12,000 mile warranty. Our website gets millions of visitors each month from Google searching for "car repair estimate" and other phrases. In turn, each of our shops gets 8-10 new customer contacts per month, with an average repair order over \$500. (Estimated new business \$48,000/year.) We also get shops additional business through our partner program, CarMax, The Warranty Group, and USAA. Russell Miller, rmiller@repairpal.com, www.repairpal.com

## INDUSTRY NETWORKING WITH TOP AUTOMOTIVE TECHNICIANS

- MB iATN** – The International Automotive Technicians Network (iATN) is the world's first and largest online network of automotive service industry professionals providing resources to members worldwide. ASCCA members enjoy a \$9-per-month discount off of the regular price of iATN Business+ premium membership, a savings of \$108/year. (Regularly \$45-per-month, ASCCA members \$36/month.) This membership provides your shop with up to 5 premium access accounts, free job ad postings, a private forum for your shop and unlimited access to the iATN Knowledge

Base allowing one to perform research within iATN's databases of in-use industry knowledge collected over the past 20+ years. Scott Brown, (714) 257.1335 x3807 or cell (909) 257-9497, scott@iatn.net, www.iatn.net

## BUSINESS SUPPLIES, EQUIPMENT & SERVICES

- MB ACA** – Access to Auto Care Association's publications, the Aftermarket Insider and the ACA Capitol Report, as well as member discounts on ACA publications and events. Call to see how you can save up to \$600 a year. kathleen.schmatz@autocare.org, (301) 654.6664
- CP Automotive Electronics Services, Inc (AESwave)** specializes in sales and support of automotive diagnostic equipment. Each day, thousands of technicians, educators, trainers, engineers, and technical writers use products and strategies developed at AESwave. Carlos Menchu, Toll Free (877) 351.9573, info@aeswave.com, www.aeswave.com
- CP & MB AutoZone** – This partnership provides Platinum level membership pricing, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more! Jim Gray, (704) 301.1500, jim.gray@autozone.com
- CP BG Products** – Provides maintenance services, equipment, training & consumer education materials. BG Products have been shown to increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving the customers driving experience and vehicles performance. Exact revenue estimates will vary from store to store, but the statement above is a universal truth. Eric Waln (949) 337.2484 / Eric Elbert (805) 490.6080, EricE@petrospecsBG.com, www.petrospecsinc.com.
- CP & MB BP/Castrol** – An innovative company that markets high-performance engine oils and business-building programs directly to independent workshop owners. For over 23 years, Castrol has been the only major marketer to manufacture its own premium, custom-made additives for its leading passenger car motor oils. They use the best combination of components rather than rely on commercial engine oil additive packages. Their patented, multi-functional additives combat against engine deposit build-up. Contact Castrol at (310) 699.5212 or Mackenzie.Merz@BP.com, http://bit.ly/2qsuKiQ.
- MB HotelStorm** – Savings of 10-55% over other online travel agencies from thousands of hotels worldwide. Visit hotelstorm.com/ascca and use password Auto 1234 to get your discount. concierge@hotelstorm.com, www.hotelstorm/ascca



**CP & MB LKQ Corporation** – LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines. Steven Poole, (562) 320.2398, SJPoole@lkqcorp.com

**CP Motul** – A recognized specialist in synthetic lubricants, having been the first lubricant manufacturer to pioneer the formulation of a 100% synthetic lubricant for automotive engines, the 300V, making use of Esters technology and issued from the aeronautical industry. Motul's 8100 line of 100% synthetic oils have OE approvals from manufacturers such as Porsche, Audi, BMW, Mercedes-Benz, and VW. Nicholas Bagley, (909) 538.2042, n.bagley@us.motul.com

**CP NAPA Auto Care** – An integrated banner program that unites everything an independent repair business needs to prosper. Since 1984, the NAPA AutoCare family has grown to over 16,000-plus independently owned and nationally recognized automotive, collision, and truck service centers, making it the largest single aftermarket repair network in the country. NAPA's mission is to help all member businesses increase car count and sell more services. John Hartman, NAPA SoCal District Sales Manager, cell: (619) 300.4910, john\_hartman@genpt.com

**MB Office Depot** – Streamlined business supply ordering process. Free delivery over \$50. Custom pricing and discounts for ASCCA members. Michael Nitz, 855-337-6811 Ext.12809, Michael.nitz@officedepot.com, <https://business.officedepot.com/>

**CP & MB O'Reilly Auto Parts** – O'Reilly has been dedicated to the Professional since 1957. ASCCA members that choose to partner with O'Reilly have access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform everyday, a nationwide road-hazard tire warranty, shop management training, nationwide roadside assistance, technician training classes, competitive pricing, early-pay discounts, electronic ordering discounts, and more. [ASCCA@oreillyauto.com](mailto:ASCCA@oreillyauto.com)

**MB Phillips 66** – Special pricing on Kendall GT-1 Motor Oil available to ASCCA members. Kendall Installers may be eligible for annual rebates. Howie Klein (SCAL), (951) 903.8466, [howie.klein@p66.com](mailto:howie.klein@p66.com) Jeff Landon (Central CA), (805) 296.0170, [Jeff.A.Landon@p66.com](mailto:Jeff.A.Landon@p66.com) Keith Westbrook (Valley/NCAL), (707) 448-8279, [Keith.R.Westbrook@p66.com](mailto:Keith.R.Westbrook@p66.com)

### ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP

**Proudly Display Your ASCCA Affiliation** – Use of ASCCA sign, code of ethics, and logo for use on invoices, customer forms, etc.

**Communications** – The ASCCA Independent newsletter, fax broadcasts, email broadcasts, special news alerts, member benefit flyers and our website.

**Member-to-Member Communications** – The ASCCA TeamTalk list serv provides members to communicate directly with their peers on a broad range of topics facing shop owners throughout California.

**Education Programs** – Attend ASCCA's Annual Summer Conference for educational opportunities for Shop Owners and Technicians. From business management to industry updates attending the Annual Summer Conference will keep you and your staff informed.

**Government Affairs & Political Representation** – Bill tracking, reading and analyzing constantly changing information and tracking bills via our website. Representation at government meetings, lobbying, etc. Hugely beneficial because it ultimately affects your bottom line.

**Local Chapters** – Chapter meetings give members unprecedented opportunities to meet, network and trade ideas with colleagues in your local area.

Updated 4/27/18

## Mission Statement/Core Purpose/Code of Ethics



**MISSION STATEMENT:** To provide business resources for our members and to advance the professionalism of the Automotive Repair Industry.

**CORE PURPOSE:** To elevate and unite automotive professionals and give them voice.

**CORE VALUES:** Integrity, Compassion, Professionalism, Unity

**BHAG:** Make the public aware that ASCCA means skilled professionalism and inspired customer trust.

### CODE OF ETHICS:

1. To promote goodwill between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To perform high quality services at a fair and just price.
4. To employ the best skilled personnel obtainable.
5. To use only proven merchandise of high quality, distributed by reputable firms.
6. To itemize all parts and adjustments in the price charged for services rendered.
7. To retain all parts replaced for customer inspection, if so requested.
8. To uphold the high standards of our profession and always seek to correct any and all abuses within the automotive industry.
9. To uphold the integrity of all members.
10. To refrain from an advertisement, which is false or misleading or likely to confuse, or deceive the customer.



**CARS is a 501(c)(3) nonprofit.**

**We make it easy to make a difference.**

**<https://careasy.org/nonprofit/asc-educational-foundation-inc>**



Contact information for  
ASCCA's attorney, **Jack Molodanof:**  
916-447-0313 ~ [jack@mgrco.org](mailto:jack@mgrco.org)



**[www.facebook.com/  
ASCCA.Chapter20/](http://www.facebook.com/ASCCA.Chapter20/)**

## The Jeff Stich Memorial Scholarship



If you would like to make a donation:

ASCEF (Automotive Service Council's  
Educational Foundation)

Jeff Stich Memorial Scholarship

700 R Street, Suite 200

Sacramento, CA 95811



### ASCCA State Office's contact information:

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**Kari Groff** - Membership Services, Ext 116, [kgroff@amgroup.us](mailto:kgroff@amgroup.us)

