

MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 15, Issue 6– DECEMBER 2019

DECEMBER 9, 2019

President's Message December 2019

Hello Chapter Members,
Happy Holidays and Merry Christmas to everyone. 2019 was an incredible year. Our shops were busy and we all worked very hard.



Chapter 20 produced some amazing meetings and trainings that benefited all. Thank you all for attending when you could. Your Board has been working hard behind the scenes to present an even better 2020 array of informative and educational meeting for you.

The 2020 calendar will be up shortly so you can plan for the meetings you would like to attend. Lastly, I just want to wish you all the best this holiday season. Please enjoy this time with your families and friends. Good health and abundance.
God Bless, Steve



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

www.ascca.com

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westcoastmufflers925@yahoo.com

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mak300z@aol.com

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scott@cpaman.com

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jack300z@aol.com

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

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Dennis Nolen.....831-430-6402

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".



November 2019

NOVEMBER TEAM WEEKEND HIGHLIGHTS

This weekend, ASCCA leaders, committee members, and corporate partners convened in Sacramento for its Final Team Weekend of 2019. ASCCA President John Eppstein opened the meeting by welcoming those in attendance and leading them in the flag salute. He then introduced first time Team Weekend Attendees, Corporate Partners, and thanked them for coming and supporting ASCCA.

Following the opening remarks, the **Government Affairs Committee** met to discuss the legislation that ASCCA has been monitoring. D. Kusa presented a report provided by D. Seyfer noting that NASTF will launch a new website in December. The Service Information Request (SIR) process is being overhauled and NASTF will continue to remove the issues while OE's will soon be able to respond directly and have their posts visible immediately. J. Molodanof reported on the two-year bills that will come back next year and reviewed some of the proposals that are coming up. He also reviewed the legislative/industry conversation around rating shops that is being considered by Assemblyman Low and reported that ASCCA working on this to allow for more timely investigations by the Bureau of Automotive Repair.

Next, the **Public Relations Committee**, chaired by Jerry Kubitsky, provided an overview of the PR Committee's past projects and their Members Care project. This was followed by a discussion surrounding how to best promote the Members Care project and identify ASCCA members who would like to participate.

The **Membership Committee** led by Vice-Chair Jim Silverman, discussed how to streamline and improve communication with members and potential members regarding the value of ASCCA membership. They discussed the need for new repair shop members as well as the challenges around retaining and acquiring them. The committee considered several new ideas for potential programs to replace the liaison program and will continue to address the need for a new plan/programs to generate and retain membership, including potentially using advertising.

The **Revenue and Benefits Committee**, chaired by Todd Westerlund reviewed their year-to-date income

and reported that they are already above their 2019 revenue goal despite still needing to collect from several members. They then discussed the need to recruit additional members and hope to be adding several new recruits soon. Todd Westerlund, Rocky Khamenian, Jim Silverman & Rob Pitari all reported that they have generated new leads on potential corporate partners and are working toward adding them for 2020.

The **ETI Committee**, chaired by Grant Takikawa, reported that ASCCA has generated quite a few new CAT members and a new committee member from ATL. This exposure has opened up a new focus for the committee in supporting teachers who are battling for automotive program funding. Going forward the committee will determine how best ASCCA can support these programs.



During the lunch break **President John Eppstein** presented the 2019 Board and Committee Chairs with certificates of recognition in appreciation for their service. He then presented Special Awards to several ASCCA leaders for their long-time service and dedication to ASCCA.

Rocky Khamenian, Angi Roberts, Dave Kusa, Rob Pitari, and Jack Scrafield were all recognized for their outstanding contributions to ASCCA and their work for the association over the years. Afterward ASCCA Executive Director Gloria Peterson swore in 2020's Board of Directors.

Thank you to all our leaders for their tremendous contributions! That afternoon, Team Weekend attendees enjoyed an educational session on **ADAS Innovations and Safety Specifications** presented by Fred Gruner, the Principle Engineer with NVIDIA Corp. Afterward, Dave Kusa, Owner of Autotrend Diagnostics, offered techniques and best practices for shops' Cyber Security who was joined by Walter Edmonson of TeamLogicIT. Walter advised shop owners on important updates and measures to take to keep their shops safe. Lastly, Scott Brown, Founder of Diagnostic Network & Owner of Connie & Dick's Automotive presented ADAS Case Studies and reviewed the tools and equipment involved in ADAS repairs.



NOVEMBER TEAM WEEKEND HIGHLIGHTS - continued

On the final day of Team Weekend, the **Chapter Representatives Committee** received updates from Glen Daily of Armstrong & Associates reviewing insurance industry changes and their affect on shop owners. Dave Kusa also provided an update on ASCEF's status and activities whil ASCCA's committee chairs reported the status of their respective committee work. Chapter Reps Committee Chair Jack Scrafield then asked the Chapter Reps for their takeaways after reviewing the survey results and the committee then discussed some of the implications of this new information for chapters and for ASCCA as a whole.



Team Weekend ended with a meeting of the **Board of Directors** and President John Eppstein welcomed and congratulated the 2020 Board of Directors and thanked them for their commitment to serve for another year. He also extended thanks to attendees for coming to team weekend and for supporting and promoting our association. ASCCA extends a warm thank you to our partners who participated in Team Weekend, and thank you to all our partners for everything you do for our members!

Didn't get a chance to attend? Mark your calendar for our next Team Weekend, January 25-26 in Sacramento.

ASCCA's January Team Weekend - January 25-26 in Sacramento

Join us in Sacramento for a unique January Team Weekend. Registration is now open. Sign up TODAY!

- **Leadership Training:** Join the ASCCA Board of Directors Orientation as David Butler shares his expertise in organizational management.
- **Strategic Planning:** In this special session, ASCCA leaders participate in a strategic planning process with expert facilitator Dori Eppstein.
- **Important Updates:** Join the Chapter Representatives & Government Affairs Committees for important updates on legislation and committee reports.

January 25-26, 2020
Embassy Suites Sacramento Riverfront Promenade
100 Capitol Mall, Sacramento, CA 95814

[Click here to read more and register](#)

Join us on January 25-26 for a unique Team Weekend Event at Embassy Suites Riverfront Promenade 100 Capitol Mall, Sacramento, CA 95814

Leadership Training
Join the ASCCA Board of Directors Orientation as David Butler shares his expertise in organizational management.

Strategic Planning
In this special session, ASCCA leaders participate in a strategic planning process with expert facilitator Dori Eppstein.

Important Updates
Join the Chapter Representatives & Government Affairs Committees for important updates on legislation and committee reports.

Register Now!

For more information, contact us at 916-624-9254 x137 or bchiminia@angroup.us



Cal-OSHA & Workplace Compliance Updates

ASCCA has launched a new Cal-OSHA and Workplace Compliance resources page for ASCCA members, with regular updates brought to you by David K. Fischer of California Employer's Services. Please be aware: These documents are general in nature and deal with various laws and regulations. They should not be considered as legal advice. It is recommended that you seek the advice of an attorney specializing in this area of the law.

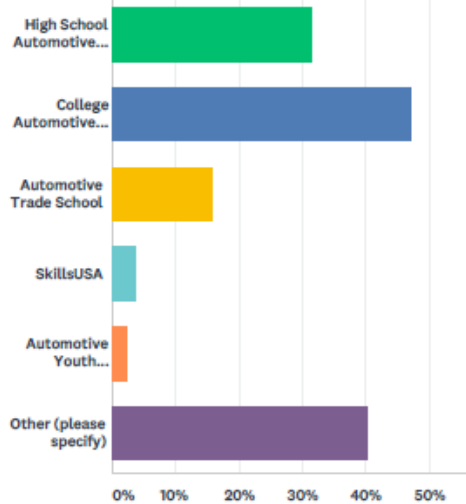
[Click here to access the updates.](#)

ASCCA Wants to Hear Your Voice!

Membership Survey 2019

We will share results over the course of a few months
Here are the results for Questions 7-12

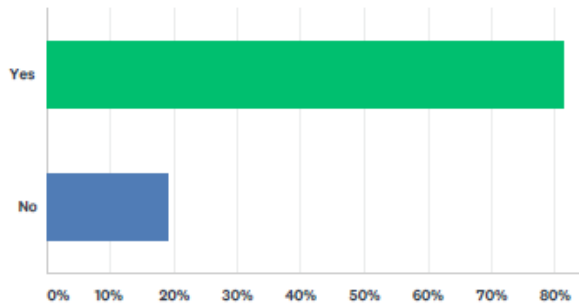
● Q7 Do you or someone in your business serve on an educational advisory board? (check all that apply)



● Q10 Are there any instructors that you would like to hear more from or suggest?

Responses included Maylan Newton, Cecil Bullard, Donny Seyfer, David Schedin, Bob Cooper, Dave Crippen, Phil Fournier, OSHA, hybrid and electric training, diesel and coolant training, advanced scoping, manufacturers, and more.

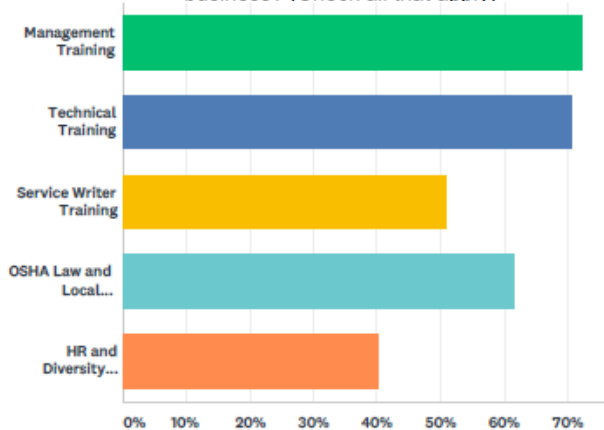
● Q8 Do you consider ASCCA as a resource for your educational needs?



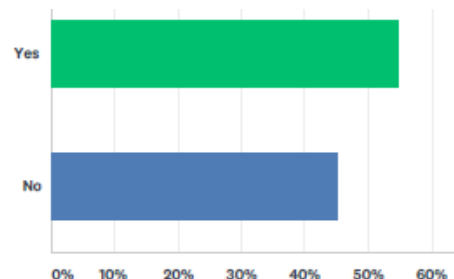
● Q11 What other automotive or business groups do you belong to? (Associations, Industry Groups, Government, Education, ETC.)

Responses included ASA, BBB, AAA, IATN, WorldPac Smart Group, Elite Pro, Napa Auto Care, ACSC, NFIB, BNI, NASTF, AERA, Rotary, Kiwanis, WIA, ACA, ATRA, CITEA, ATI, CA Automotive Teachers Association, College advisory boards, Chamber, ELITTE, Bosch, BIMRS, PPG, Technet, and more.

● Q9 What type of training do you find the most valuable to you and your business? (Check all that apply)



● Q12 Would you work on a car with a customer complaint about the lane keeping assist system?



CHAPTER 20 MEMBER LIST

- | | | | | |
|---|--|---|--|---|
| <p>Ace Auto Repair & Tire Ctr
George Chavez
2560 San Ramon Vly Blvd.
San Ramon, CA 94583
925-743-1552</p> | <p>Devil Mountain Diesel
Jason Loelieger
Mark Fuenzalida
1500 3rd Avenue
Walnut Creek, CA 94597
925-954-8582</p> | <p>Gene's Auto Repair
Tracy Renee
37 Tennessee Street
Vallejo, CA 94590
707-642-1900</p> | <p>Moraga Motors
Ron Schumacker
530 Moraga Road
Moraga, CA 94556
925-376-0692</p> | <p>Simply Superior Auto Body
Rich & Jennifer Lezcano
2110 Market Street
Concord, CA 94520
925-680-6946</p> |
| <p>Acalanes High School
Grant Cusick
1200 Pleasant Hill Road
Lafayette, CA 94549
925-935-2600</p> | <p>Diablo Auto Specialists
Tim Stussi
1413 Carback Avenue
Walnut Creek, CA 94596
925-932-6701</p> | <p>Gilmores Auto Service
Phillip Sanders
2151 N. Broadway
Walnut Creek, CA 94596
925-939-9430</p> | <p>Orinda Motors
Allen Pennebaker
63 Orinda Way
Orinda, CA 94563
925-254-2012</p> | <p>Solano Community College
Paul Hidy
1687 North Ascot Parkway
Vallejo, CA 94591
707-864-7000, ext 5746</p> |
| <p>Alhambra High School
Brian Wheeler
150 E Street
Martinez, CA 94553
925-313-0440</p> | <p>Dick & Ryan's Auto Repair
Trevor Stoneham
1679 1st Street
Livermore, CA 94550
925-373-9055</p> | <p>Hagin's Automotive, Inc.
Andy Hagin
3725 Alhambra Ave
Martinez, CA 94553
925-228-5115</p> | <p>Orinda Shell Auto Care
Kathy Mitchell
9 Orinda Way
Orinda, CA 94563
925-254-1486</p> | <p>Solano Way Auto Repair
Ken R. Fritzberg
2197 Solano Way
Concord, CA 94520
925-676-2890</p> |
| <p>All-Flow Muffler & Auto
Danny Larson
3900 Pacheco Blvd
Martinez, CA 94593
925-229-3044</p> | <p>Digital Financial Group
Shannon Devery
1329 Hwy 395 N., Ste 10
Gardnerville, NV 89410
626-476-9016</p> | <p>Hunt & Sons
Tim Lockhart
485 Industrial Way
Benicia, CA 94510
707-747-9500</p> | <p>Scott Phillips, CPA
3011 Citrus Circle, Ste 204
Walnut Creek, CA 94598
925-274-0600</p> | <p>Standard Motor Products
Joe Schwartzbine
1460 Arvilla Drive
Sacramento, CA 94582
916-606-0985</p> |
| <p>Autotron Service Center
Ryan Tunison
3688 Washington St. Ste F
Pleasanton, CA 94566
925-484-2400</p> | <p>Dublin Car Tek
Tim Johnson
6008 Dougherty Rd.
Dublin, CA 94568
925-829-9300</p> | <p>JJ Auto Repair
Victor & Teresa Gonzalez
6300 Brentwood Blvd, #A
Brentwood, CA 94513
925-513-5927</p> | <p>Precision Auto Repair
Tyler & Renee Edgren
164 A Wyoming Street
Pleasanton, CA 94566
925-462-7440</p> | <p>Superior Auto Parts
Horacio "O" Parra
1055 Detroit Avenue
Concord, CA 94518
925-305-1624</p> |
| <p>BG Fleming Distrib. Co.
Christopher Smith
1011 Suncastr Lane
El Dorado Hills, CA 95762
916-223-0559</p> | <p>European Auto Repair
Carlos Showing
1573 Third Avenue
Walnut Creek, CA 94597
925-944-5606</p> | <p>Lehmers Concord
Caroline Anderson
1905 Market Street
Concord, CA 94520
925-827-2077</p> | <p>Randys Mobile Mech'l Svc
Randy Wilferd
2750 Cloverdale Ave.
Concord, CA 94518
925-288-0766</p> | <p>Techzone
Matt Patterson
1300 Galaxy Way, #13
Concord, CA 94520
800-763-8588</p> |
| <p>Burrough & Sons Automotv
Tom Burrough
5154 Sobrante Avenue
El Sobrante, CA 94803
510-222-3330</p> | <p>European Autotech
Chris Murad
31 Beta Court, Ste J
San Ramon, CA 94583
925-820-6460</p> | <p>Liberty High School
Jonathan Dorr
850 Second Street
Brentwood, CA 94513
559-977-0181</p> | <p>Rich's Auto Service
Louis Volpone
839 Ygnacio Valley Rd
Walnut Creek, CA 94596
925-937-3434</p> | <p>Tuolumne St Auto & Elec
John McLaughlin
635C Tuolumne Street
Vallejo, CA 94590
707-648-3434</p> |
| <p>Clayton Valley Auto Svc
Harold Naipo/Terry Ketchel
1505 Rishell Drive
Concord, CA 94521
925-682-2281</p> | <p>Five Star Automotive
Brian & Janice Andrews
1440 Concord Ave. Ste C
Concord, CA 94520
925-609-7827</p> | <p>Los Medanos College
Stan Gozzi
2700 East Leland Road
Pittsburg, CA 94565
925-918-0532</p> | <p>SC Fuels
Mark Williams
Derik Riesberg
2075 Alum Rock
San Jose, CA 95116
408-625-6059
657-236-8175</p> | <p>Walnut Creek Automotive
Bill & Jeff Boaman
1855 Contra Costa Blvd
Pleasant Hill, CA 94523
925-849-6440</p> |
| <p>Commans, Walt
ASE W. States Consultant
5312 Quail Ridge Terrace
Anaheim Hills, CA 92807
714-974-3208</p> | <p>Frank's Auto Service
Margaret & Dave Frank
1255 Boulevard Way
Walnut Creek, CA 94595
925-942-3677</p> | <p>M Service
Dante Paulazzo
2008 Mount Diablo Blvd.
Walnut Creek, CA 94596
925-932-8744</p> | <p>S.G. Auto Repair
Sergio Garcia
517 C San Pablo Ave
Pinole, CA 94564
510-964-1541</p> | <p>West Coast Muffler & Tire
Steve Elstins
2090 Market Street
Concord, CA 94520
925-676-8376</p> |
| <p>Contra Costa College
Bobby Sturgeon
2600 Mission Bell Drive
San Pablo, CA 94806
510-215-3976</p> | <p>Fuenzalida, Bob
Ch 20 Member Emeritus
Cars R Us
2269 Bromfield Court
Walnut Creek, CA 94596
925-683-2310</p> | <p>Mekatron Concord
Ian G. Miller
1771 Concord Ave
Concord, CA 94520
925-687-8300</p> | <p>S.P. Automotive Supply
Steve Markus
3410 Pacheco Blvd
Martinez, CA 94553
925-372-4930</p> | |
| <p>D&H Enterprises
Dave & Mary Kemnitz
2689 Monument Blvd
Concord, CA 94520</p> | | <p>Monkey Wrenches, Inc.
Ted Curran
8130 Brentwood Blvd
Brentwood, CA 94513
925-634-4145</p> | | |



New California Laws for 2020

Courtesy ASCCA Attorney, Jack Molodanof



Every year, hundreds of new laws are enacted that impact California automotive repair dealers. Below is a brief summary of key measures that take effect January 1, 2020, unless otherwise noted.

- **Minimum Wage Increase.** Reminder that effective January 1, 2020, the minimum wage for employers with 26 or more employees will increase to \$13.00 per hour. The minimum wage for employers with 25 or fewer employees will increase to \$12.00. (SB 3 of 2017) Local minimum wage may be higher.
- **Unsafe Used Tires.** Prohibits an automotive repair dealer from installing a used unsafe tire as specified. (AB 949)
- **Lead Acid Battery Fees Increase.** Beginning, April 2022, the current \$1.00 California battery fee imposed on a person who purchases a replacement lead-acid battery from a retail dealer (including auto repair dealer) will increase to \$2.00. (AB 142)
- **Automobile Collision Policy.** This law restates that an insured has the right to select the auto body shop of choice to repair a damaged vehicle, or decide not to have the vehicle repaired; however, an insurer may require that a damaged vehicle be repaired as a condition for payment if the damage is sufficiently serious that safety features of the vehicle's operating systems are compromised. (AB 1538)
- **Vehicle Exhaust System "Fix it" Ticket.** Updates the noise standards for vehicle exhaust systems, and modifies existing law to allow an individual who is arrested or cited for a violation of noise standards to fix the noise violation and provide proof of correction instead of facing other enforcement actions, unless the violation consists of modifying the exhaust system of a motorcycle. (SB 112)
- **Permanent Diagnostic Trouble Codes.** On July 1, 2019, the BAR incorporated Permanent Diagnostic Trouble Codes (PDTCs) as part of the Smog Check failure criteria for model-year 2010 and newer vehicles. 16 CCR 3340.42.2(c)(5)
- **Smog Check Stations Enrollment with OnCore.** The BAR's contract with SGS Testcom supporting the maintenance and operations of the California Vehicle Inspection System expired on October 31, 2019. The contract was awarded to OnCore Consulting LLC. The new contract reduces the Smog Check communication fee assessed to smog stations from \$1.08 per inspection to \$0.7036 per inspection. Stations must have enrolled with OnCore by November 1, 2019 to continue in the smog check program.
- **Service Bulletins and Electronic Authorizations.** This law permits a new motor vehicle dealer to receive electronic authorization from consumers for any repair of a manufacturer recall consistent with regulations adopted by the BAR. (AB 596)
- **Heavy Duty Vehicle Smog Inspection.** Requires the state Air Resources Board, in consultation with the BAR and other specified entities, to implement a pilot program that develops and demonstrates technologies that show potential for readily bringing heavy-duty vehicles (GVW of more than 14,000 pounds) into an inspection and maintenance program. (SB 210)
- **California Consumer Privacy Act (CCPA).** Beginning January 1, 2020, this new law, in part, would grant a consumer the right to request a business to disclose the categories and specific pieces of personal information that it collects about the consumer, the categories of sources from which that information is collected, the business purposes for collecting or selling information and the categories of third parties with which the information is shared. (AB 375-2018).

Continued on next page



New California Laws for 2020 - continued

- Several new laws passed to clarify and to ease **CCPA compliance** including a narrow opt-out and deletion rights in order to facilitate prompt and effective recalls and warranty work. (AB 1146, AB 25, AB 874, AB 1355 and AB 1564).
- **New Motor Vehicle Board.** This new law, among other things, requires car manufacturers to reimburse franchised new car dealers for warranty repairs based on a specified formula instead of using the existing practice of determining a reasonable rate and recasts other exiting provisions of the relationship between manufacturers and dealerships. (AB 179)
- **Sexual Harassment Prevention Training Deadline Extended.** Extends the original compliance deadline associated with SB 1343 (passed in 2018), which requires all employers with five or more employees to provide two hours of sexual harassment training from January 1, 2020 to January 1, 2021. (SB 778)
- **Independent Contractor or Employee?** This new law provides factors of the “ABC” test, as specified, to determine the status of workers as employee or independent contractor. The law also provides an exemption between business-to-business provided that vendor meets the specified independent contractor criteria. (AB 5)
- **Extension of FEHA Statute of Limitations.** This new law extends the deadline to file an allegation of unlawful workplace harassment, discrimination, or civil rights-related retaliation under the Fair Employment and Housing Act from one year to three years. (AB 9)
- **Prohibition of Arbitration Agreements.** This new law, among other things, prohibits employers from requiring employees or applicants to waive any right, forum, or procedure for a violation of the Fair Employment and Housing Act or the Labor Code as a condition of employment. (AB 51). Also SB 707, requires the employer (for an employment-related arbitration agreement) to pay for certain fees and costs before an arbitration may proceed.
- **Failure to Pay Wages - Penalties.** In addition to existing penalties that an employee may recover for an employer’s failure to timely pay an employee’s wages, this new law authorizes the affected employee to bring action to recover statutory penalties against the employer to recover unpaid wages. It also authorizes an employee to either recover statutory penalties under these provisions or to enforce civil penalties under Labor Code section 2699(a), the Private Attorneys General Act of 2004 (“PAGA”), but not both, for the same violation. (AB 673)
- **Expansion of Lactation Accommodation Requirements.** Expands existing law relating to lactation accommodation to add a number of new requirements for the lactation space itself, including access to running water and a refrigerator for storing milk, as well as employer policy requirements and document retention obligations. (SB 142)
- **Hairstyle Discrimination.** This new law expands the Fair Employment and Housing Act’s definition of race to include traits historically associated with race, such as hair texture and protective hairstyles. It defines “protective hairstyles” as “braids, locks, and twists.” It also prohibits workplace dress code and grooming policies that prohibit natural hair, including afros, braids, twists and locks. (SB 188)
- **Paid Family Leave.** Amends exiting law and increases the maximum wage replacement benefits under the California Paid Family Leave program from six to eight weeks, beginning July 1, 2020. (SB 83)

This summary has been provided for informational purposes only and is not intended and should not be construed to constitute legal advice.

What's Now, What's New & What's Next

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From: John Eppstein <john@johnsautomotivecare.com>
To: Gloria Peterson <GPeterson@amgroup.us>
Sent: Tue, Nov 26, 2019
Subject: Local Cintas Agreement Info



Please share this with your Chapter members and let me know if you need any further assistance. The pricing should not have increased all that much. The pricing has a ceiling that it can't go past but if the shop requests a lower price they should be able to accommodate that within reason. See further suggestions below.

John Eppstein | John's Automotive Care | 619-280-9315 | 6267 Riverdale Street SD 92120

From: Essad, Jessica <EssadJ@cintas.com>
Sent: Tuesday, November 26, 2019
To: John Eppstein <john@johnsautomotivecare.com>
Subject: Local Cintas Agreement Info

Hello John,

If you have individual sites needing help with their Cintas agreements, have them reach out to me.

For new accounts, depending on the product type, we can go down to 3 year agreements. Please make sure to note that our service guarantee protects your sites from getting "stuck" in an agreement should they be unhappy with their service. Additionally, they can opt out of the evergreen clause.

Jessica Essad

Enterprise Global Accounts Manager | Cintas Corporation | c. 775-813-8954 | e. essadj@cintas.com



Random Thoughts for the Holidays

December 2019 ~ by Jerry Kubitsky



Rob Morrell from Worldpac sent some wonderful thoughts which I thought I would share with everyone.

- I'm thankful for music and the motorcycle rides that focus and relax my mind.
- I'm thankful for my morning bike rides with Rais (my dog) and how Rais teaches me everyday what teamwork and cooperation are all about.
- I'm thankful for the beach.
- I'm thankful for overcast days, sunny days, stormy days and snowy days, love it all.
- I'm thankful for the folks I get to work with and the vision and journey we share together.
- I'm thankful I can still work out every day, if I do...
- As I get older, I am increasingly thankful for the time I had growing up on a small island.
- I'm thankful for living in a free country.
- I'm thankful for the people that work everyday to ensure our freedom.
- I'm thankful for what the future holds and the challenges that lie ahead.

There are many things to be thankful for. Take some time to write them down and maybe share with others.

May our Lord bless your family in this wonderful season of joy and love.

If you have any of your own Random Thoughts, please drop me a line at summittransmissions@gmail.com Include your name so I can give you credit.

Jerry Kubitsky
ASCCA Chapter 24



Real World Training Series

2020 Training dates
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Contact Dennis Nolen ~ 831-430-6402

<https://www.firstcallonline.com/FirstCallOnline/>

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2020 Topic Schedule

Individual Part#	Date	Topic
CONCORDCAA	June 1	Modern Smart Charging Systems
CONCORDCAB	August 31	Automotive HVAC Diagnosis and Service*
CONCORDCAC	November 18	Toyota and Honda Computer Controlled Charging Systems

*O'Reilly Exclusive Topic Available to O'Reilly Customers Only!

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2020 Scholarship Application Now Open for the ASC Educational Foundation!

Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2020 scholarships! Each year, the ASCEF awards 18 scholarships ranging from \$500 - \$1,000. These scholarships provide assistance to current under-graduates who are in the automotive service field.

Overall Qualifications: You must be planning to seek employment in the California after-market/independent repair industry and be a

- California high school senior who plans to enroll in post high school technical and academic training or
- California college under-graduate in the automotive service field.


Applications must be submitted by March 31, 2020.

To apply online visit: <https://www.automotivescholarships.com/scholarshiptype.cfm?type=39>

The ASCEF is a nonprofit corporation dedicated to supporting and advancing the entire automotive industry through technical education and training, scholarships, and other industry inspired programs.

To learn more about the ASCEF, visit www.asc-ef.org.

Questions? Contact Kate Peyser at 916-290-5828 or kpeyser@amgroup.us.






**STANDARD MOTOR PRODUCTS
WOMEN IN AUTO CARE
SCHOLARSHIP**

Standard Motor Products and the Auto Care Association are proud to present the first annual Standard Motor Products 'Women in Auto Care Scholarship' for aspiring female tech students pursuing an education in automotive technology or repair at a technical school or college.

Two deserving women will each be awarded a \$5,000 Scholarship!

SMPWIAcscholarship.com
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*Announcement of the winner will take place at January Team Weekend in Sacramento on
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Proceeds will benefit ASCCA & Your Local Chapters
(\$5 of every ticket sold will go to your local chapter)

The Autel MaxiIM IM608 is an advanced and smart key programming tool that combines the most powerful IMMO and programming functions with OE-level diagnostics and advanced service functions in one Android-based 10.1-inch touchscreen tablet and includes the XP400 key programmer.

MaxiIM IM608



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For more information:
Cheryl Harrison (703-669-6623)
E-mail: charrison@ase.com

FOR IMMEDIATE RELEASE

53 Technicians Honored at ASE Annual Meeting

Leesburg, VA, November 19, 2019 – Fifty-three automotive professionals were recognized on November 13, 2019, at the Fall Board of Governors meeting of the National Institute for Automotive Service Excellence (ASE) held at the Arizona Grand Resort and Spa in Phoenix, Arizona. The annual awards banquet spotlights top scorers on the ASE Certification Tests.

Forty-one companies from both OEM and Aftermarket segments sponsored individual technician recognition awards in the Auto, Truck, Collision, Bus, Parts and Service categories, along with awards for instructors. Award sponsors look for top scores on ASE tests, on-the-job excellence, and community service when selecting honorees.

"ASE has recognized the best of the best in our industry for more than 40 years, and this year we honored 53 outstanding individuals from across the nation," said Tim Zilke, ASE President & CEO. "We couldn't do this without the support of our award sponsors, who include some of the best-known names in the industry. Their commitment to excellence is reflected in the talented individuals receiving these awards. The enthusiasm and professionalism displayed by our award winners is a testament to the high-quality of ASE Certified technicians and specialists. We are proud to have them as part of the ASE family."

The National Institute for Automotive Service Excellence was established in 1972 as a non-profit organization to help improve the quality of automotive service and repair through the voluntary testing and certification of automotive technicians and parts specialists. Today, there are approximately a quarter of a million ASE certified professionals at work in dealerships, independent shops, collision repair shops, auto parts stores, fleets, schools and colleges throughout the country. For more information about ASE, visit www.ase.com.



**Chapter 20 appreciates its Associate Members,
 Branch Members and Corporate Representatives**

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Superior Auto Parts	Horacio "O" Parra	925-305-1624	horacio@trimoninc.com



OUR MESSAGE

Join the Alliance as we take our fight to the Hill in 2021! As business owners and technicians, you face a lot of obstacles in your day-to-day operations. Politics don't help. Our industry faces a lot of threats. The driver's right to their vehicles data. Your ability to access that data to make repairs. Tariffs and more. The time for sitting on the sidelines is over. It is time for us to take a stand and be heard. We look forward to seeing you in Washington, D.C. as we rally together for Auto Value and Bumper to Bumper!



HIGHLIGHTS

- ▶ Legislative Workshops & Summit
- ▶ March on Capitol Hill
- ▶ Channel Partner Booth Show
- ▶ Sight Seeing
- ▶ Receptions, Meals, & Entertainment

ACCOMMODATIONS Gaylord National Resort & Convention Center

Join Auto Value and Bumper to Bumper as we head to the nation's capital. The Alliance will host receptions, dinners, workshops, and evenings full of entertainment and giveaways that you won't want to miss at the Gaylord National Resort & Convention Center in National Harbor, a nationally recognized waterfront destination.

Standing on the shores of the Potomac River, this stylish resort offers convenient access to many of the prime D.C. destinations which are bound to be on your bucket list. This resort features an 18-story glass atrium overlooking the river and the city, while a full-service spa and seven distinct restaurants offer plenty to choose from at the hotel. We hope you'll join us in taking a stand and influencing decision makers at the most unique convention in Alliance history.

www.alliancetakesthehill2021.com

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Room block commitments were due by November 15th to guarantee spots and rates, but give Chris Sanchez a call for updates: C 925-457-3920

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- ◆ **What about Parts Markup? What do successful shops charge?**
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Here's what Mary Kemnitz from D&H had to say: *“After months of unsuccessfully searching for technical staff we discovered Mechanics Marketplace. The service is incredible. Within two days, several interviews were scheduled and we were able to choose from candidates that were both skilled and fit into our business culture beautifully. 5 stars to Mechanics Marketplace!!”*

For more information, call Elie Massabki at 650-867-1072 and register for free to find temporary employees at:
www.MechanicsMarketplace.com

Hans' Training Resources

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

Worldpac Training – 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

ATG – Automotive Training Group www.atgtraining.com – Advanced training various topics. 800-233-3182,

RLO Training/Bottom Line Impact Groups www.rlotraining.com

ATI – Autotraining.net – Offers coaching services for shop owners

Elite – Eliteworldwidestore.com – On line and service advisor training

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

The ASCCA Advantage



The ASCCA Advantage outlines 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.



Corporate Partners - Increasing Your Membership Value

BUSINESS SUPPLIES, EQUIPMENT & SERVICES


	<p>ASCCA members get access to Auto Care Association's publications, the Aftermarket Insider and the ACA Capital Report, as well as member discounts on ACA publications and events. Call to see how you can save up to \$600 a year!</p>	<p>Kathleen Schmatz, (301) 654.6664 kathleen.schmatz@autocare.org</p>
	<p>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.</p>	<p>Carlos Menchu, (877) 351.9573 info@aeswave.com www.aeswave.com</p>
	<p>This partnership provides Platinum level membership pricing, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more!</p>	<p>Jim Gray, (704) 301.1500 jim.gray@autozone.com</p>
	<p>Provides maintenance services, equipment training & consumer education materials. Increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving your customer's driving experience and vehicle performance.</p>	<p>Eric Waln (949) 337.7484 Eric Elbert (805) 490.6000 Eric.E@petrospecsBG.com www.petrospecsinc.com</p>
	<p>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.</p>	<p>concierge@hotelstorm.com www.hotelstorm/ascca</p>
	<p>LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines.</p>	<p>Steven Poole, (562) 320.2398 SJPoole@lkqcorp.com</p>
	<p>The leader in automotive thermostats, fuel, oil and coolant caps sold to the North American automotive aftermarket. Their line of thermostats is one of the most advanced in the automotive industry, using state-of-the-art manufacturing equipment, with strict quality control and functional testing, ensuring high quality and long-lasting products.</p>	<p>Sean Ruitenber, (618) 599.5196 sean.ruitenber@moto-radusa.com</p>
	<p>Motul is 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.</p>	<p>Nick Bagley, (909) 538.2041 n.bagley@us.motul.com</p>
	<p>NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognized automotive, collision, and truck service centers. NAPA's mission is to help all member businesses increase their car count and sell more services.</p>	<p>John Hartman, (619) 360.4910 NAPA SoCal District Sales Manager john_hartman@genpt.com</p>
	<p>Streamlined business supply ordering process. Free delivery over \$50. Custom pricing and discounts for ASCCA members.</p>	<p>Michael Nitz, (855) 337.6811 Michael.Nitz@officedepot.com https://business.officedepot.com/</p>
	<p>Get access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform every day, 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.</p>	<p>ASCCA@oreillyauto.com</p>

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	<p>DFC is the leading manufacturer of award-winning automotive braking systems. They maintain a huge selection of brake parts for all domestic and foreign vehicle applications. Their engineers, product managers, and R&D staff work hard to give their customers first-to-market advantage.</p>	<p>Dan Biezorsky, 951-200-0953, danb@dynamicfriction.com, http:// www.dynamicfriction.com/</p>




EDUCATION PROVIDERS

	<p>The ACT Group is a partnership of long time automotive industry experts. Former Technicians, Service Writers, Managers, General Managers and owners of automotive facilities offer their expertise in a strong variety of industry training classes. Discounts are available to ASCCA members, including \$200.00 off our Service Advisor Classes.</p>	<p>Ray Kurz, 916-588-0775</p>
	<p>ATI has helped thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses for over 30 years.</p> <ul style="list-style-type: none"> • They are the industry leader in automotive business coaching providing expert management and consulting services. Get weekly business coaching from an industry expert and classes in marketing, hiring, finance, leadership and sales. 	<p>Jim Silverman, (301) 575-9140, jsilverman@autotraining.net, www.autotraining.net</p>
	<p>Since 1984 ESI has provided independent repair shops with up-to-date full-facility training for management and personnel.</p> <ul style="list-style-type: none"> • ASCCA Members have exclusive access to discounted training courses. • Save \$800 on every Service Writer course and \$55 on every seminar. (Space limited.) • FREE 30 minutes of business consulting advice per month. 	<p>Maylan Newton (866) 526.3039, maylan@esiseminars.com.</p>
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	<p>iATN is the world's first and largest online network of automotive service industry professionals. -Get discounted access to up to 5 premium access accounts, free job ad postings, a private forum for your shop, and unlimited access to the iATN Knowledge Base that allows you to search iATN's databases of in-use industry knowledge compiled over the last 20 years.</p>	<p>Greg Montero (651) 628.5706 greg.montero@iatn.com www.iatn.net</p>
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INSURANCE & LEGAL SERVICES

	<p>Includes an enrollment discount of \$100</p>	<p>Customer Service (866) 923.7767, www.armstrongprofessional.com</p>
	<p>Competitive dental & vision plans exclusively available to ASCCA members.</p>	<p>Mat Nabity, (916) 286.0918 mnabity@coremarkins.com</p>
	<p>FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!</p>	<p>Jack Molodanof, (916) 447.0313 jack@mgrco.org www.mgrco.org.</p>

INTERNET MARKETING, WEB DESIGN & SEARCH ENGINE OPTIMIZATION

	<p>The Kukui All in One Success Platform provides solutions for custom online marketing tools, website design, customer relation management, search engine marketing, email marketing and customer retention, and revenue tracking tools. Kukui will help you track stats about new clients, your customer retention rate, and will help you track areas of improvement through appointment forms, phone call tracking, and feedback from customer reviews. ASCCA members receive special pricing on custom website design.</p>	<p>Todd Westerlund (925) 980.8012 Todd@kukui.com or Patrick Egan (805) 259.3679 Patrick@kukui.com www.kukui.com</p>
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	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).	(800) 693.1089 marketing@broadly.com www.broadly.com
	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. RepairPal shops gets 8-10 new customer contacts per month, with an average repair order over \$500. (Estimated new business \$48,000/year)	Evan DeMik, (415) 595-3346 evan@repairpal.com www.repairpal.com
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	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
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ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP

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

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, email broadcasts, 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.



Scan here to learn more about your benefits or visit <http://ascca.com/resources/memberbenefits>

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.

Educational Foundation – ASCCA members can also participate in the association's educational foundation that raises funds for scholarships issues to students entering into the automotive aftermarket.



Automotive Service Councils of California
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Updated 1/30/19

[Click here to see clearer pages on ASCCA's website](#)



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Email:
chad.lewis@jasperengines.co

Contact information for
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Jack Molodanof:
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