

MT. DIABLO—CHAPTER 20



ASCCA CHAPTER 20, Volume 14, Issue 11—MAY 2019

MAY 8, 2019

Are you ready for Chapter 20 May events?



www.ascca.com

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Steve Elstins.....925-676-8376
westcoastmuffler925@yahoo.com

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mak300z@aol.com

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mak300z@aol.com

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gexner6359@aol.com

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Dave Kemnitz925-356-0683
jack300z@aol.com

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CHAPTER REPRESENTATIVE

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

DIRECTOR

Dennis Nolen.....831-430-6402
dnolen@webmail.oreillyauto.com

1

Joint Meeting of Chapters 16 and 20

May 15, 2019 ~ 6:30 pm

*Roundtable discussion moderated by Maylan
Newton on "Today's Issues"*

at: Orinda Motors, 63 Orinda Way,
Orinda, CA 94563



2

Come and meet your future Apprentice!

~ Friday, the 17th of MAY at 6pm ~
2700 East Leland Road, Pittsburg, CA 94565



Dave Kemnitz, D&H Enterprises, has volunteered to speak about his career in the automotive industry and **Maylan Newton** of ESi will speak about the opportunities to be found in the automotive industry. Other shops welcome to present!

3

ASCCA MT DIABLO CHAPTER 20 and ESi bring you a training opportunity

Monday, May 20, 2019 ~ 6:30-9:30 pm



4



May 15, 2019 - 5:30 pm Concord
Diagnosing Advanced Starting and
Charging Systems



May 21 - 6:00 pm Concord
May 22 - 6:00 pm San Ramon
BOSCH training

5

Car Show and Picnic

Mt. Diablo High School

Red Devils Restoration Project

May 18, 2019 - 1:00-4:00 pm



Diagnostic Skills Challenge 2019

April 17, 2019



Thank you to host Rich Lezcano, judge Hans Hiller, participants, and the Chapter 20 Board!



The next ASCCA Team Weekend is May 18-19, 2019

Our May 2019 Team Weekend Schedule is now available. Join your industry peers May 18-19 in Sacramento for new member inductions, committee meetings, education training and our Chapter Representatives Committee meeting. Sign up TODAY!

ASCCA Training Event on Saturday featuring:

- "Understanding Lubricant Fundamentals & Standards" with Nicholas Bagley, National Sales Manager at MOTUL
- "Turn Your Staff into a Team with Rena Rennebohm, Coach, The Automotive Coaching & Training (ACT) Group
- "Winning The Compliance Game" with David Fischer, Owner, California Employer's Services

Embassy Suites Sacramento
100 Capitol Mall Sacramento
CA 95814

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

[Training event flyer for May 18th](#)



For your Calendar ...

Automotive Service Councils of California

ASCCA Mt Diablo Chapter 20 brings you our 2019 Cobra event!

July 17, 2019 ~ 5:00 - 8:30 pm



Vendor Fair at the Cobra Museum

Attendees:

One per shop free for Chapter 20 members

Additional ASCCA attendees \$30 pp

Non ASCCA attendees \$50 pp



- 20 Vendors
- Dinner
- Cobra cars!
- Movie
- Networking
- Drawing



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



Vendors ~ for details

Mary Kemnitz
D&H Enterprises
925-963-2924 or
925-356-0683

Event rsvp

Ginger Exner ~
gexner6359@aol.com
OR Céline Haugen ~
editor20@sonic.net



777 Arnold Drive, Martinez, CA 94553

Ads of Yester-year


THE SATURDAY EVENING POST

See Why 50 Miles an Hour Seems Like 38

—with the Graham-Paige Four Speed Transmission

*Joseph H. Graham
Robert H. Graham
Paige & Graham*

eBay Seller
ggardenour



We Invite You to Try The Tachometer Test

A GRAHAM-PAIGE specially equipped with a Tachometer is ready for you to drive. This instrument enables you to see why you enjoy such quiet smoothness in fourth (direct drive), why you are so relaxed at the end of a long, hard drive, why wear on moving parts is lessened and car life lengthened. Then try third for swift, silent acceleration in traffic and up steep hills—and for a new and safer control of your car. Only by driving a Graham-Paige with four speeds forward can you realize the new comfort and enjoyment that two quiet high speeds bring to motoring.

A Car Is Ready for You to Drive

1922-1923-1924-1925-1926-1927-1928-1929-1930-1931-1932-1933-1934-1935-1936-1937-1938-1939-1940

Thanks to ASCCA Chapter 5 for the idea ... and see back page! Times have changed ...

BLUE STREAK TODAY: STRONGER THAN EVER

Building on our rich history of quality and durability, we're proud to say that Blue Streak is stronger than ever. Our Blue Streak® program includes our original Blue Streak® products such as points, condensers, caps, and rotors, as well as our new heavier-duty, longer-lasting coils that are engineered and manufactured at our certified facility in Bialystok, Poland.



HEAVIER-DUTY IGNITION COILS

Blue Streak® by Standard's new heavier-duty ignition coils are the product of superior design, manufacturing, and testing. For example, take our UF303, one of the many new heavier-duty ignition coils in our line:



BLUE STREAK VS OE COIL COMPARISON

To see what makes our Blue Streak® ignition coils superior, we conducted a visual cutaway comparison against the OE. Here's what we found:



Note: OE coil pin led during cutting.

- 1 OE: 3 primary winding sections.
Blue Streak: With 10 primary winding sections, our design reduces the height of each section's winding to decrease the risk of breakage between sections.
- 2 OE: Uneven number of winding turns.
Blue Streak: Our barrel winding distribution precisely reduces the number of turns in the first and last two sections to reduce the voltage gradient. When combined with our higher G2 insulation grade, our winding distribution lowers the risk of breakdown within the winding.
- 3 OE: Potted using "yellow" epoxy system.
Blue Streak: When compared to common "amber/yellow" epoxy systems, our "black" epoxy system features nearly 40% higher insulation resistance to voltage breakdown.

Thank you Joe Schwartzbine and SMP for seven continuous years of advertising in support of Chapter 20's newsletter!



ASCCA Awards Assembly-member Evan Low ASCCA's Legislator of the Year Award WYNKR 5/6/2019

During its annual Legislative Fly-In Day, held April 23 in Sacramento, ASCCA presented California State Assemblymember Evan Low (D-Silicon Valley) with its prestigious Legislator of the Year Award in recognition of his support for ASCCA and the independent automotive repair industry.

Elected to the Legislature in 2014, Assembly-member Low chairs the powerful Business and Professions Committee, which oversees the Department of Consumer Affairs and its licensing agencies, including the Bureau of Automotive Repair.

ASCCA bestows its Legislator of the Year Award to members of the Legislature who have demonstrated a commitment to listening to the voices of the automotive repair industry and working with ASCCA to address the challenges facing its members. In recent years, Assemblymember Evan Low has worked closely with ASCCA on the Bureau of Automotive Repair's Sunset Review and Assembly Bill 3141, signed into law in 2018, which included previously-exempt maintenance service providers under BAR jurisdiction, while maintaining the oil changer business model.

Assemblymember Low was presented his award by ASCCA Government Affairs Committee Chair Dave Kusa.



Backed by our LIMITED LIFETIME WARRANTY

We are so confident in the durability of our Blue Streak® by Standard® products, that we've backed every part with our Limited Lifetime Warranty.



BASIC MANUFACTURING AT OUR STATE-OF-THE-ART FACILITY

Our ISO/TS16949 and ISO14001 certified facility in Bialystok, Poland, is dedicated to the highest quality manufacturing. Spanning 105,000 square feet, the facility serves as a basic design and engineering center for our Blue Streak® ignition coils. The facility employs lean manufacturing methods such as the 5S philosophy and features a vertically integrated manufacturing process with robot-aided winding, injection molding, peeling, curing, and welding. At the end of the day, the parts that leave our SMP Poland facility are manufactured for superior performance and durability.



CHAPTER 20 MEMBER LIST

Ace Auto Repair & Tire Ctr
George Chavez
2560 San Ramon Vly Blvd.
San Ramon, CA 94583
925-743-1552

Acalanes High School
Grant Cusick
1200 Pleasant Hill Road
Lafayette, CA 94549
925-935-2600

Alhambra High School
Brian Wheeler
150 E Street
Martinez, CA 94553
925-313-0440

Airbag Service & Techzone
Matt Patterson
32 California Ave, Ste A
Pleasanton, CA 94566
800-763-8588

All-Flow Muffler & Auto
Danny Larson
3900 Pacheco Blvd
Martinez, CA 94593
925-229-3044

Autotron Service Center
Ryan Tunison
3688 Washington St. Ste F
Pleasanton, CA 94566
925-484-2400

BG Fleming Distrib. Co.
Christopher Smith
1011 Suncastr Lane
El Dorado Hills, CA 95762
916-223-0559

Burrough & Sons Automotv
Tom Burrough
5154 Sobrante Avenue
El Sobrante, CA 94803
510-222-3330

Clayton Valley Auto Svc
Harold Naipo/Terry Ketchel
1505 Rishell Drive
Concord, CA 94521
925-682-2281

Commans, Walt
ASE W. States Consultant
5312 Quail Ridge Terrace
Anaheim Hills, CA 92807
714-974-3208

Contra Costa College
Bobby Sturgeon
2600 Mission Bell Drive
San Pablo, CA 94806
510-215-3976

D&H Enterprises
Dave & Mary Kemnitz
2689 Monument Blvd
Concord, CA 94520
925-356-0683

Devil Mountain Diesel
Jason Loelieger
Mark Fuenzalida
1500 3rd Avenue
Walnut Creek, CA 94597
925-954-8582

Diablo Auto Specialists
Tim Stussi
1413 Carback Avenue
Walnut Creek, CA 94596
925-932-6701

Dick & Ryan's Auto Repair
Trevor Stoneham
1679 1st Street
Livermore, CA 94550
925-373-9055

Digital Financial Group
Shannon Devery
1329 Hwy 395 N., Ste 10
Gardnerville, NV 89410
626-476-9016

Dublin Car Tek
Tim Johnson
6008 Dougherty Rd.
Dublin, CA 94568
925-829-9300

European Auto Repair
Carlos Showing
1573 Third Avenue
Walnut Creek, CA 94597
925-944-5606

European Autotech
Chris Murad
31 Beta Court, Ste J
San Ramon, CA 94583
925-820-6460

Five Star Automotive
Brian & Janice Andrews
1440 Concord Ave. Ste C
Concord, CA 94520
925-609-7827

Frank's Auto Service
Margaret & Dave Frank
1255 Boulevard Way
Walnut Creek, CA 94595
925-942-3677

Fuenzalida, Bob
Ch 20 Member Emeritus
Cars R Us
2269 Bromfield Court
Walnut Creek, CA 94596
925-683-2310

Gene's Auto Repair
Tracy Renee
37 Tennessee Street
Vallejo, CA 94590
707-642-1900

Gilmores Auto Service
Phillip Sanders
2151 N. Broadway
Walnut Creek, CA 94596
925-939-9430

Hagin's Automotive, Inc.
Andy Hagin
3725 Alhambra Ave
Martinez, CA 94553
925-228-5115

Hunt & Sons
Tim Lockhart
485 Industrial Way
Benicia, CA 94510
707-747-9500

JJ Auto Repair
Victor & Teresa Gonzalez
6300 Brentwood Blvd, #A
Brentwood, CA 94513
925-513-5927

Lehmers Concord
Caroline Anderson
1905 Market Street
Concord, CA 94520
925-827-2077

Liberty High School
Jonathan Dorr
850 Second Street
Brentwood, CA 94513
559-977-0181

M Service
Dante Paulazzo
2008 Mount Diablo Blvd.
Walnut Creek, CA 94596
925-932-8744

Mekatron Concord
Ian G. Miller
1771 Concord Ave
Concord, CA 94520
925-687-8300

Mendelson Autobody
Ted Mendelson
38 Beta Court, Ste A5
San Ramon, CA 94583
925-838-2343

Monkey Wrenches, Inc.
Ted Curran
8130 Brentwood Blvd
Brentwood, CA 94513
925-634-4145

Moraga Motors
Ron Schumacker
530 Moraga Road
Moraga, CA 94556
925-376-0692

Orinda Motors
Allen Pennebaker
63 Orinda Way
Orinda, CA 94563
925-254-2012

Orinda Shell Auto Care
Kathy Mitchell
9 Orinda Way
Orinda, CA 94563
925-254-1486

Scott Phillips, CPA
3011 Citrus Circle, Ste 204
Walnut Creek, CA 94598
916-274-0600

Precision Auto Repair
Tyler & Renee Edgren
164 A Wyoming Street
Pleasanton, CA 94566
925-462-7440

Randys Mobile Mech'l Svc
Randy Wilfred
2750 Cloverdale Ave.
Concord, CA 94518
925-288-0766

Rich's Auto Service
Louis Volpone
839 Ygnacio Valley Rd
Walnut Creek, CA 94596
925-937-3434

SC Fuels
Mark Williams
2075 Alum Rock
San Jose, CA 95116
408-625-6059
657-236-8175

S.G. Auto Repair
Sergio Garcia
517 C San Pablo Ave
Pinole, CA 94564
510-964-1541

S.P. Automotive Supply
Steve Markus
3410 Pacheco Blvd
Martinez, CA 94553
925-372-4930

Simply Superior Auto Body
Rich & Jennifer Lezcano
2110 Market Street
Concord, CA 94520
925-680-6946

Solano Community College
Paul Hidy
1687 North Ascot Parkway
Vallejo, CA 94591
707-864-7000, ext 5746

Solano Way Auto Repair
Ken R. Fritzberg
2197 Solano Way
Concord, CA 94520
925-676-2890

Standard Motor Products
Joe Schwartzbine
1460 Arvilla Drive
Sacramento, CA 94582
916-606-0985

Superior Auto Parts
Horacio "O" Parra
1055 Detroit Avenue
Concord, CA 94518
925-305-1624

Tuolumne St Auto & Elec
John McLaughlin
635C Tuolumne Street
Vallejo, CA 94590
707-648-3434

Walnut Creek Automotive
Bill & Jeff Boaman
1855 Contra Costa Blvd
Pleasant Hill, CA 94523
925-849-6440

West Coast Muffler & Tire
Steve Elstins
2090 Market Street
Concord, CA 94520
925-676-8376

50/50 Xtreme Auto Glass
O'Neill Tasleem
2098 Market Street
Concord, CA 94560
925-676-2000





2019 Meeting Calendar

NOTE Chapter 20 meetings will be held on the 3rd Wednesday

January 16, 2019 ... Round table discussion with Los Medanos College on their auto program and possible intern program. Also meet **Elie Massabki!**

March 20, 2019 ... Assemblyman Tim Grayson
on upcoming legislative issues (Legislative Day coming up April 23rd!)

April 17, 2019 ... High School Diagnostic Challenge
at Superior Auto Body

May 15, 2019 ... Joint Meeting with Chapter 16
at Orinda Motors, with **Maylan Newton** as guest moderator

June 19, 2019 ... Carolyn Coquillette
Connected Cars (to be confirmed)

July 17, 2019 ... Vendor Fair
at Cobra Museum

September 18, 2019 ... Jennifer Filzen
Rock Star Marketing

October 16, 2019 ... ESi Maylan Newton
on Influence - Positive and Negative

November 20, 2019 Joint Meeting with Auto Body and Tow Truck Industry
(to be confirmed)

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

| | | | |
|------------------------------------|--------------------------|--------------|--------------------------|
| BG Fleming Distributing Co. | Christopher Smith | 916-223-0559 | csmith@bgfleming.com |
| Hunt & Sons | Tim Lockhart | 707-747-9500 | tlockhart@huntnsnons.com |
| Scott Phillips, CPA, Inc. | Scott Phillips | 925-274-0600 | scott@cpaman.com |
| SC Fuels | Mark Williams | 408-625-6059 | williamsm@scfuels.com |
| | | 657-236-8175 | |
| S.P. Automotive Supply | Steve Markus | 925-372-4930 | smarkus@spauto.com |
| Standard Motor Products | Joe Schwartzbine | 916-606-0985 | jschwartzbine@smpsfa.com |
| Superior Auto Parts | Horacio "O" Parra | 925-305-1624 | horacio@trimoninc.com |

ESi 2019 Northern California Schedule!

2019 Professional Business Development Northern California Schedule
Monday Evening 6:30PM to 9:30PM

| | | | | |
|--------------|----------|--|---|------------------|
| April 29 | Martinez | Don't just sit there do something! | All the knowledge in the world cannot make it happen. You must get up and take the 1st step, write the 1st word, drive the 1st nail. Our world is paralyzed by great ideas but not the discipline to implement them. Knowledge is not the power we seek, implementation of the knowledge we already have is the key to success. The most successful business owners have had the discipline to take the 1st step . 4 Essential Steps to Successful Implementation | ENTIRE STAFF |
| May 20 | Martinez | Business 101 for Employees | Teach your employees about business, the ABC's of Cash Flow and Basic P&L interpretation. Ever heard of the "6 Minute Factor," the "Pitfalls of Discounting" and "The Missing employee." Join us in determining what it could cost you and your business. Learn how 6 minutes per tech per day could be the difference between making money or closing your doors. | ENTIRE STAFF |
| July 22 | Martinez | Service Advisors Roundtable | Sit down with your service advising peers to discuss the challenges facing service advisors in repair shops today. No subject is off the table! Phone shoppers, quoting prices, the internet customers, or owners and staff. | SERVICE ADVISORS |
| September 16 | Martinez | 11.5 Ways to Massively Grow Your Customer Base in 30 days | Need to get some new business and do so quickly? Lost too many customers over the last few years? Want some new marketing ideas or maybe some new ways to use the old ones? In this workshop, you will learn the many tried and true ways to massively grow your customer base very quickly. | OWNERS/ MANAGERS |
| December 7 | Martinez | Owners Roundtable | Sit down with other owners and managers to have an open honest and frank discussion on the Good, Bad and the Ugly of shop ownership today | OWNERS/ MANAGERS |

Hagin's Automotive
 3725 Alhambra Ave. Martinez, Ca 94553



ASCCA Member Exclusive Offer!



ASCCA Partners with Educational Seminars Institute (ESi) again to Bring You Special Course Offerings in 2019!

Seminar courses are normally \$149.95. ASCCA members pay only \$95 per attendee -- a savings of almost \$55 per class! Service writer courses are normally \$1,795. ASCCA members pay only \$995 per attendee!

[Click here to take advantage of this offer](#)

WYNKR 3/5/19



LOS MEDANOS COLLEGE

Come and meet your future Apprentice!

~ **Friday, the 17th of MAY at 6pm** ~

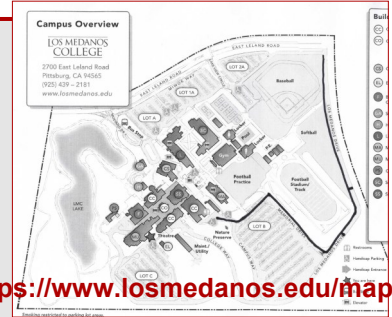
2700 East Leland Road, Pittsburg, CA 94565

Dave Kemnitz, D&H Enterprises, has volunteered to speak about his career in the automotive industry and **Maylan Newton** of ESi will speak about the opportunities to be found in the automotive industry.

Chapter members are welcome to speak or attend.
Let Earl Ortiz and Mary Kemnitz know. Dinner will be provided.

Members who attended the January Chapter meeting will recall hearing from **Earl Ortiz**, Los Medanos College. Earl extended an invitation to speak to his students. The goal is to have shop involvement in internships. Hearing from ASCCA shops directly is powerful input for students.

The College's Advisory Board will also meet later in the year - representation from the industry also provides important input for the College. Earl Ortiz can be reached at **925-352-5011** or eortiz@losmedanos.edu ~ <https://www.losmedanos.edu/>



<https://www.losmedanos.edu/maps/>

Auto shop is closest to Lot B (CC), Campus Way and Nature Preserve
Enter on Memorial Drive



Project Update!

Build is coming along. We finished rebuilding the engine, suspension and are working on assembling the cab and bed. The goal is to get the truck off to paint soon. We have a car show at Mt. Diablo HS on **Saturday, May 18**. This is an opportunity to meet the students, see our progress on the build and donate to the program. We are looking for someone who does upholstery for the bench seat, roof liner and dash.

We are continuing the program through the **summer May 31-July 22** Wednesday's and Thursday's 1:30pm-5:00pm. The need is for volunteers, expertise and donations to continue the program. *Nick*



1st Annual Family Picnic
Cali-bowl
-CARCLUB-
May 18, 2019

Mt. Diablo High School
2450 Grant St. Concord, CA 94520

[NO ALCOHOL] [NO DRAMA]

10:00A.M.-4:00P.M
Free Car Admission
Free Food While Supplies Last
~Music & Raffle~
~Kid Zone~

Nick Brys: (916) 804-5911 nicholis.brys@cityofconcord.org
Scott Smith at (925) 603-5859; scott.smith@cityofconcord.org

BAR Advisory Group Meeting Summary

Courtesy ASCCA Attorney, Jack Molodanof



Below is a summary of the BAR Advisory Group meeting and Auto Body Workshop held in Sacramento on Thursday April 18, 2019.

BAR Advisory Group Committee Meeting

1. DCA News. The current DCA Director, Dean Grafilo is leaving DCA. The Governor will be making a new appointment soon.

2. Legislation and Regulations. Legislation - AB 142 (Lead-Acid Batteries fees); AB 161 (Electronic receipts); AB 210 (Smog Check Exemption); AB 390 (Violations for muffler noise); AB 755 (Tire Tax); AB 949(unsafe used tire installation); AB 1359 (Towing oversight by CHP); AB 1538 (Auto Collision Coverage); SB 59 (Automated Vehicle Technology); SB 460 (Biennial Registration). BAR working on the following Regulations: STAR Program Clean-Up; BAR Licensing Form Updates; Certified Training Institution/Instructors updates; Smog Check Repair Assistance; Brake Lamp Stations and Adjusters updates. For more information contact Holly O'Conner, BAR at Holly.OConner@dca.ca.gov

3. Cal-VISTA Project Update. The smog check data base transfer from SGS to Cal-Tech is complete. CalTech is now the primary data center for smog check. The new RFP contract for ongoing smog check Maintenance and Operation should be awarded very within the next 30 days, pending negotiations. The contract transition to new vendor to take place Oct/Nov 2019. For more information contact Clay Leek, BAR at Clayton.leek@dca.ca.gov

4. Permanent Diagnostic Trouble Codes (PDTC) Implementation Plan. PDTC supported by 2010 model years and newer vehicle. Vehicles with PDTC will fail smog check. Targeted implementation date is July 1, 2019. ET Blast notices will be going out shortly to smog stations. Conditions where the PDTC can be ignored include: 15 warm up cycles and driven 200 miles. BAR estimates the failure rate on 2010 model year and newer vehicles will rise approximately 1% or 155 additional failures statewide per day. Also PDTC's will be ignored when specific models tested have been identified having difficulty clearing PDTC. BAR working on specific model list which will be available to smog stations. For more information contact Greg Coburn, BAR at Greg.Coburn@dca.ca.gov

5. Product Labeling Regulations. California Department of Food and Agriculture (CDFA) is in the process of developing new regulations for lubricants including transmission fluids specifications, advertising and labeling requirements. Current concerns involve ARD's adding additives to base fluid (Multivehicle Transmission Fluids) to meet OEM performance requirements. CDFA wants to create a working group to identify issues and address needs of consumers and auto repair industry. BAR and CDFA discussed holding public workshop after next BAR Advisory Committee to discuss possible solutions. For more information contact Allan Morrison, CDFA at Allan.Morrison@cdfa.ca.gov

6. Disciplinary Case Processing Overview. The BAR goal with regard to the most egregious cases (e.g. fraud) is to impose discipline within 540 days from initial investigation. In the 17/18 FY, the average was 808 days to impose discipline from initiation to decision effective date. Initiation of investigation can come from the following: complaints, auto body inspection, anonymous tips, smog inspection data, other sources. Investigative procedures include: undercover vehicles, video surveillance, adverting review and review of ARD paperwork. The BAR prepares report of investigation which is reviewed by headquarters. Once review is completed then submitted to Attorney General to prepare accusation and then served upon ARD. The ARD has options once served with accusation including settling or going through the hearing process. After decision by administrative judge then proposed decision maybe accepted or rejected. For more information contact Bill Thomas, BAR at Bill.Thomas@dca.ca.gov

7. Enforcement Statistics. Consumer complaints holding steady: Engine repair/performance account for 33% of consumer complaints; General repair maintenance 18%; Auto Body 15%; Transmission 9%; Smog 7%; Used car transactions 4%; vehicle warranty 2%; unlicensed activity 2%. For more information contact Bill Thomas, BAR at Bill.Thomas@dca.ca.gov

8. Enforcement/Licensing Modernization (ELM) Overview. The BAR along with DCA working on modernizing BAR software/website which will increase efficiencies in on-line applications and shifting to paperless processing and reducing costs. The BAR also planning on increasing standardizing for BAR. Starting to move BAR in the 21st century. BAR is looking for ideas to assist consumers, repair facilities, consumer/industry advocates, industry training providers. For more information contact Clay Leek, BAR at clayton.leek@dca.ca.gov

Next BAR Advisory Group Meeting is scheduled for Thursday, July 18, 2019

Continued on Page 10



Random Thoughts

May 2019 ~ by Jerry Kubitsky



- Landscaping: Make sure your landscaping looks inviting. Get rid of weeds, tall grass, then add some nice plants and mulch to dress up the appearance.
- Don't forget your driveway. Refacing your parking lot and restriping makes the place look great and more appealing. If you don't own the property ask the landlord. Get rid of any grass growing in the cracks.
- Plants by the front door or even a small Ficus tree is very welcoming.
- A place to sit outside. We have a small table and chair outside our front door. People love sitting out there making phone calls or just reading. At night take the table in.
- Create a small workstation for your customers to use with a multi type phone charger station. We have people sit and do work all the time. Have a secure wifi for them.
- Add to your invoice "Test Results" . Write down what you found on your first road test. When you do your Final Road Test, make sure you addressed all the issues.
- If you are going to be closed for a holiday or special event, note it on Yelp, Google and your website, as well as on your answer machine.
- Reading a good book to generate some new ideas. I'm reading "Building a Story Brand" by Donald Miller. Grab some 2x2 post-it notes and a pen. As you go through any book, jot down any ideas that come to mind and paste it to the page. Later you can review the notes and decide what will work for you.
- Brainstorm. Grab a friend and throw out some wild ideas. Watch their reaction. Something that may sound stupid, like advertising on the side of an elephant, might just generate a new idea that makes sense like advertising at the Zoo or sending thank you cards with a picture of an elephant on it.

Till next time.
Sincerely,
Jerry Kubitsky
ASCCA Chapter 24



(619) 335-4324
7633 El Cajon Blvd #100, La Mesa, CA 91942

BAR Advisory Group Meeting Summary - continued

Auto Body Regulatory Workshop

The BAR working on regulatory changes due to technical advances in collision repair and to clarify equipment requirements for the auto body industry. The goal is to make sure vehicles repaired correctly and safely. BAR is updating the definitions of OEM crash parts and Non-OEM crash parts. Equipment requirements include requirement that the body shop have all the equipment and current reference manuals for the types of vehicles repaired and repairs be made to OEM specifications. BAR also updating supplemental restraint systems. BAR seeking comments and input from stakeholders. **BAR contacts Michelle Oberg at Michelle.Oberg@dca.ca.gov and Mark Guess at Mark.Guess@dca.ca.gov**

All presentations from the BAG meeting and Workshop will be posted on BAR website shortly.
https://bar.ca.gov/About_BAR/BAR_Advisory_Group.html

Jack Molodanof

Mary and Dave, please see the attached flyer for Bosch GDI training coming up in May. I know we spoke regarding the need for training in the aftermarket and I hope this is something that interests you and your team.

The cost is \$74.95 per attendee. Customer who show up will receive dinner and a \$25.00 Gift Card as well as Raffle prizes available.

Thank you,
Chris Sanchez
Trimon Inc.
1055 Detroit Ave.
Concord, CA 94518
P (925) 771-2223
C (925) 457-3920
F (925) 798-0784

MONUMENT CAR PARTS **SUPERIOR AUTO PARTS WAREHOUSE** **BUMPER TO BUMPER**



BOSCH

½ Day/Evening Seminar Options – Approximately 3-4 hours in length

Gasoline Direct Injection (GDI) Seminar:

This seminar will enable the technician to properly identify, understand and diagnose Bosch GDI engine management systems. Provides an overview of GDI operating strategies, intake system, fuel delivery, ignition, exhaust, and emissions related components.

Topics Covered:

- GDI operating strategies
- Fuel delivery overview
 - Low pressure
 - High pressure
- Review common sensors and actuators

\$74.95

Receive a \$25.00 Gift Card when you show up

Raffle Prizes and Dinner at training

Tuesday May 21st 2019 at 6:00 PM

Fuddruckers Hamburgers

1975 Diamond Blvd
Concord, CA 94520



Wednesday May 22nd 2019 at 6:00 PM

Buffalo Wild Wings

200 Montgomery St
San Ramon, CA 94583



See your Superior Auto Parts Salesman to Sign up

(Space is Limited, BOS GDITRAINING)

REAL WORLD TRAINING SERIES **O'Reilly**
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Diagnosing Advanced Starting and Charging Systems

Starting and charging systems have evolved greatly over the years. In order to improve fuel economy, a great amount of attention has been given to the parasitic load that battery charging has on the engine. A variety of sensors and strategies have been employed to reduce this load. This has made diagnosing charging and starting systems problems more complex. Some vehicles must be relearned after battery replacement or other charging system service. In this class we will explore the changes of the various systems and new techniques for diagnosing faults. Be prepared to get your customers charging.

For more information regarding the above topic, please visit www.bestrealworldtraining.com to access a short video explaining the details of what will be covered.

CLASS INFORMATION:

| | | |
|---|---|-----------------------------------|
| INSTRUCTOR: Max Thomas | LOCATION: Fuddruckers 1975 Diamond Blvd Concord, CA 94520 | LINE CODE: TEC |
| DATE: Wednesday, May 15, 2019 6:00 pm – 10:00 pm (Meal Served at 5:30 pm) | CONTACT: Dennis Nolen @ (831) 430-6402 | PART NUMBER: CONCORDCA2 |

Cost is \$94.95 per tech

WWW.FIRSTCALLONLINE.COM

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AUTO PARTS

Real World Training Series

Next training date:

May 15, 2019
Diagnosing Advanced Starting and Charging Systems

Fuddruckers, Concord ~ 5:30 pm
Contact Dennis Nolen ~ 831-430-6402

ASAP

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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 (MZB, BMW, Porsche) <https://www.ssfautoparts.com/>



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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.



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| | 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, (877) 351.9573 info@aeswave.com www.aeswave.com |
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EDUCATION PROVIDERS

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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
 One Capitol Mall, Suite 800, Sacramento, CA 95814
 P: (800) 810.4272 | F: (916) 444.7462
 info@ascca.com | www.ascca.com

Updated 1/30/19

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



New Sexual Harassment Training Portal - NOW LIVE!

CoreMark is thrilled to announce the much anticipated Sexual Harassment Prevention Training Module is now live! The Training360 Learning Management System delivers high quality courses to satisfy training requirements for employees of all levels, with easy-to-understand videos and tools for management tracking. Thru our partnership with ASCCA, all ASCCA members have access to this valuable training module at no additional cost. WYNKR 3/5/2019

[Continue Reading](#)

Subject: California DMV 2019 new laws

Seen on FB

CA DMV new 2019 Laws:

- Not carrying driver's license: \$250
 - After 6 days without a change of new address with MTO: \$230
 - Driving without insurance cause an accident: \$5000 and license suspended for 5 years
 - Driving Through a red light: \$900
 - Crossing two solid yellow lines: \$500
 - Turn, U-Turn and turn violation: \$350
 - Speeding (from 1-15m over): \$250
 - Speeding (from 16-25m over): \$450
 - Driving too slow: \$399
 - Fail to Full stop at Stop Sign: \$270
 - Passing School bus when lights are flashing: \$885
 - Holding and or using the cell phone while driving (1st time): \$1000 and Driving license suspended 3 years
 - Parking in Bus Lane or Zone: \$900
 - Fail to turn on head lights (30 minutes) before dark: \$200
 - Tint too dark on door glass: \$199
 - Failing to wear seat belt: \$200
 - Children not wearing Seatbelts or not in accordance with Highway traffic act: \$599
 - Car pool Lane violation: \$505
- New 2019 laws cost very expensive, especially No car insurance and Cell phone.



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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

Contact information for ASCCA's attorney,
Jack Molodanof:
 916-447-0313 ~
jack@mgrco.org



ASCCA State Office's contact information:

One Capital Mall, Suite 800, Sacramento, CA 95814
 Telephone: (916) 444-3568, (800) 810-4272; Fax:(916) 444-7462
Gloria Peterson - Executive Director, Ext 108, GPeterson@amgroup.us
Kari Groff - Membership Services, Ext 116, kgroff@amgroup.us

