

THE CALIFORNIA *Independent*

SUMMER 2019

A Publication of the Automotive Service Councils of California

September Team Weekend
Huntington Beach, CA
September 7-8



Take our Membership Survey & Win an iPad!



ASCCA Wants to Hear Your Voice!

ASCCA: "To Elevate and Unite Automotive Professionals, and Give Them Voice." Let us know what you are thinking and help shape ASCCA's future by participating in a survey.

If you've already taken the survey great! ASCCA appreciates your input! If you haven't taken it yet, we invite you to participate.

Participants will be entered into a prize drawing that will include a chance to win one of the following items:



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Click Here To Take the Survey
(surveymonkey.com/r/ZTV85M8)

The deadline for submissions is midnight on August 30 and the prizes will be presented on September 7 during the Team Weekend event, September 7-8, 2019, Gustafson Brothers Automotive, 19161 Gothard St, Huntington Beach, CA 92648.

JOIN THE ASCCA BOARD OF DIRECTORS!



The ASCCA is pleased to call for nominations for seats open on the 2020 Board of Directors. Participation on the ASCCA Board of Directors is a unique opportunity for automotive repair professionals to help guide the state's largest organization of independent auto shop owners in shaping the future of the industry and building a stronger industry. Board participation is a chance to grow personally and professionally, and to develop skills, experience and connections with a team of other passionate and motivated professionals.

Applications are due August 2.

[Click here for the nomination application.](#)

Automotive Service Councils of California

Professionals in Automotive Service
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> PRESIDENT'S MESSAGE

ASCCA,

It is hard to believe that we are almost halfway through the year already. The leaders of your chapters, as well as those at the state level, have been working hard to improve the automotive industry and bring you greater value from your ASCCA membership.

Our Government Affairs Committee identified several bills that could have an adverse effect on our businesses and one of them was moved to the inactive file just a few days ago. AB 755 (Holden) would have increased the California tire fee from \$1.75 to \$3.25. We have strongly opposed this bill since it was introduced. Back in April during our Legislative day at the State Capitol, nearly 40 members of ASCCA teamed up with some members of the California Automotive Coalition (CalABC) and California Auto Body Association (CAA) to address our concerns with our Legislators. Between the efforts at our Legislative Day and our members contacting their Assembly Members last week requesting a "No" on the bill, our grassroots efforts have made a huge difference as stated by our legislative advocate Jack Molodanof.

A BIG thank you goes out to Jack and our Government Affairs Committee for wading through the mess of bills that are introduced every year. Without their watchful eye, we would never have enough time to figure out how each bill could impact our businesses and our lives.

In other news, the Automotive Service Councils Educational Foundation (ASCEF) just finished up with its scholarship process. Every year, deserving students are awarded scholarships to help them develop a career in the auto-

motive field and get into our industry. Scholarship recipients will be notified soon and hopefully most of them will be awarded at a local chapter meeting.

One area that we can all work on is helping to bring younger talent into our industry. We have a lot to offer young men and women who are looking for a lifelong career to pursue. Please take the time to visit your local High Schools and Colleges to spread the word about what we have to offer. Join an Advisory Board or two, or just go visit the schools near you to talk about what the automotive industry has to offer. We all know that we need good technicians, but we also need service advisors, management, and an array of other professionals in our shops and don't forget that our parts suppliers are also in need of qualified counter people, drivers, stockroom associates and more.

Please be on the lookout for the ASCCA Survey that was sent out last week. You have an opportunity to help shape what ASCCA does and will have to offer our members in the coming years. We want to hear your thoughts and ideas as well as what struggles you might need some help with. When you fill out the survey, you will be entered into a drawing for some great prizes that include iPads and Amazon gift cards. A big thank you goes out to Rob Morrell and WorldPac for helping to sponsor the survey. I thank you in advance for taking your time to help us do a better job for you.

Our Partners continue to do great things for our industry and our members. We are truly lucky to have such an amazing group of partners that



John Eppstein

ASCCA President 2019

share their time, treasures, and talents with ASCCA on a regular basis. All of our partners are here with us for the right reasons. They are here to help our members, our businesses, and our industry. They have chosen to put others in front of themselves knowing that will bring them a bigger return in the long run.

Please remember that you are not in this alone. ASCCA leadership is dedicated to working with our industry to make it a better place for all of us. Our partners are also committed to helping your business grow and flourish. Reach out and tell us what we can do for you, how we have helped you, what you think we can do better, or just tell us what is on your mind. If we all work together, we can do greater things than we can do alone.

If you have ever wondered what the state leaders do, then come out to our September Team Weekend held the 7-8 in Huntington Beach and you will see just how hard we work. Who knows, you might even decide that you want to work with us.

Thank you for being a part of the ASCCA family.

You can reach me at john@johnsautomotivecare.com

CALENDAR *of* EVENTS

September 7-8, 2019

ASCCA September
Team Weekend

Huntington Beach, CA

[Register online](#)

November 9-10, 2019

ASCCA November
Team Weekend

Sacramento, CA



SAVE THE DATE
SEPT 7-8, 2019

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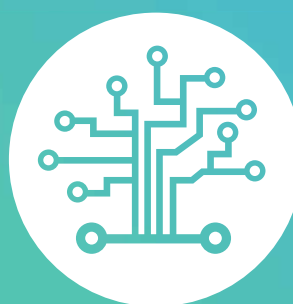
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LEGISLATIVE REPORT



Jack Molodanof, Esq.
ASCCA Legislative Advocate

LEGISLATION

- 1. Tire Tax. Oppose.** AB 755 would establish a new tax of \$1.50 per tire, on top of the current \$1.75 tax already charged for a total of \$3.25. The additional revenue would go to storm-water projects that remediate zinc pollutants. Status: Died on Assembly Floor.
- 2. Sales Tax on Labor. Oppose.** SB 522 intends to make major tax reforms including expanding the sales tax to all services, including automotive repair labor. Status: Senate Rules Committee.
- 3. Career Technical Education (CTE) Funding. Support.** AB 1303 increases ongoing annual funding to \$450 million a year from the current \$150 million for the CTE Incentive Grant Program. Status: Senate.
- 4. Installing Unsafe Used Tires. Support.** AB 949 would prohibit an automotive repair dealer from installing a used unsafe tire as specified. The bill would not apply to a tire mounted on a wheel that is temporarily removed from the vehicle and reinstalled on the same vehicle. The bill specifies that visual inspection shall be used to determine whether a tire is unsafe and tire repair is exempt provided it is repaired according to industry standards. Status: Senate.

5. Battery Fees. AB 142. Concerns. Current law requires both consumers and manufacturers to pay a \$1.00 for each new battery sold until April 2022, at which point the consumer fee would increase to \$2.00 and the manufacturer fee would go away. This bill would instead require the manufacturer to pay \$2.00 starting from April 2022, in addition to the current \$2.00 fee from consumer, for a total of \$4.00. Status: Senate.

6. Independent Contractors. AB 5. Oppose. This bill would provide the factors of the "ABC" test, as specified, to be applied to determine the status of workers as employee or independent contractor. Status: Senate.

7. Electronic Receipts-Paper Waste. AB 161. Concerns. Beginning Jan 2022, prohibits businesses from providing paper receipts to consumers except upon request. The bill exempts Invoices. Status: Senate.

8. Smog Check Exemption. AB 210. Expands the existing smog check exemption from pre- 1976 model vehicles to pre-1983 model year vehicles. Status: Assembly Transportation. Not heard. Two year bill.

9. Illegal Tire Dumping. AB 215. Support. This bill increases the penalties for illegal dumping of waste, including tires, on private property. Status: Assembly Appropriations Committee. Not heard. Two year bill.

10. Minimum Franchise Tax. SB 349. Support. This bill would reduce the minimum franchise tax, as provided,

based on the gross receipts of a corporation. The bill is sponsored by the California Small Business Association. Status: Assembly.

11. Grading System for Auto Repair Industry. Concerns. Based on the Northern California Bay Area NBC news story regarding a consumer who suffered damages to vehicle repaired by a shop which happened to be under a 3-year BAR investigation, there was discussion of introducing legislation that would create a grading system for auto repair shops similar to restaurants. Legislation has not been introduced so far but we will continue to closely monitor.

BAR REGULATIONS

BAR working on the following: STAR Program Clean-Up; BAR Licensing Form Updates; Certified Training Institution/Instructors updates; Smog Check Repair Assistance; Brake Lamp Stations and Adjusters updates; Auto Body updates due to technical advances in collision repair and to clarify equipment requirements for the auto body industry; Modernizing BAR software/website which will increase efficiencies in on-line applications and shifting to paperless processing and reducing costs. We will continue working with the BAR on these issues to ensure they that are fair to consumers and to the automotive industry.

FOR MORE INFO VISIT:
ascca.com/government-affairs



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Maximize Your Member Benefits!

IN NEED OF LEGAL ADVICE? ASCCA HAS YOU COVERED

Legal issues are something that every small business owner will face at one point or another, and the decision alone to seek legal advice can come with a hefty price tag. Fortunately, as an ASCCA member, you are entitled to 30 minutes of free legal advice every month from ASCCA's lobbyist and legal counsel, Jack Molodanof, Esq.—and it doesn't even have to be shop-related.

In addition to his work for ASCCA, Mr. Molodanof is also president of Molodanof Government Relations, a public affairs firm which specializes in community relations, advocacy, and lobbying, and is a practicing attorney representing trade associations with an emphasis on general business transactions and small business issues.

So next time you need legal advice, don't try answering it yourself and risking getting into deeper legal issues. Call or email our expert, Jack Molodanof at (916) 447-0313 or jack@mgrco.org with your business or personal legal questions. This service can be used either by you or any of your employees.



Automotive Service Councils of California

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Education & Training

September 7, 2019 1:00 - 5:00 pm

Gustafson Brothers Automotive

19161 Gothard St.

Huntington Beach, CA 92648

Register Now!

www.ascca.com or



Agenda

1:00 - 3:00

Future of the Auto Repair Industry

Bob Cushing, WORLD PAC

3:15 - 4:15

Be a 5-Star Shop on Google, Facebook and More!

Jenna Simon, Broadly

4:15 - 5:00

Auto Industry & Young Tech Involvement

John Gustafson

Gustafson Brothers Automotive



Special Speaker

Bob Cushing

Bob Cushing is President and CEO of WORLD PAC. His years of experience in the Automotive Aftermarket Industry has led him to believe in partnering with independent repair shops and owners in order to give them the best business solutions and tools possible. They're committed to offering the quality trusted parts that independent shop owners depend on to get the job done.

Other Speakers



Jenna Simon
Business Consultant,
Broadly



John Gustafson
Owner,
Gustafson Brothers
Automotive



ASCCA MEMBER OF THE MONTH MARCH 2019

Gary & Sharon Anderberg AERO AUTO REPAIR

The ASCCA Membership Committee proudly announces Gary and Sharon Anderberg of Aero Auto Repair as its ASCCA member of the month for March 2019. ASCCA regularly honors members who go above and beyond in demonstrating ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Gary and Sharon also embody ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Family owned and operated, Aero Auto Repair, located in San Diego, has been a part of the ASCCA family for almost 30 years. While they began specializing in Nissan Z's and RX7's, Aero Auto began servicing most cars, trucks, and SUVs in 1994. Their mission is "To

elevate the image of San Diego auto repair by delivering extraordinary value without compromising quality or ethics." Gary and Sharon are not only committed to the automotive repair industry, but also their local community, generously sponsoring the Serra Mesa Food Pantry and Serra High School Baseball Booster Club of Tierrasanta.

When asked how being an ASCCA member has benefited his business, Gary and Sharon said, "ASCCA brings great support and information from networking with other shop owners and keeping us abreast of industry trends and changes." Thank you, Gary and Sharon for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your participation, knowledge, and most importantly, your commitment. Congratulations!



ASCCA MEMBER OF THE MONTH APRIL 2019

John Camara CAMARA AUTO SERVICES

The ASCCA Membership Committee proudly announces John Camara of Camara Auto Services as its ASCCA member of the month for April 2019. ASCCA regularly honors members who go above and beyond in demonstrating ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, John Camara also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Located in Tulare, California, Camara Auto Services was founded in 1973 and is a full-service automotive repair shop. Their motto is "Quality auto service that you will appreciate." A member since 1986, John has been an active member in both his Chapter 26 and at the state level, most recently serving on the ASCCA Membership, Public Relations, and Chapter Representatives Committees. Reflecting on

how ASCCA has benefited his business, John says, "At the beginning I was introduced to a great group of people that offered their help in whatever issue I was facing—tech or business. Then in 1993 I attended an annual meeting in San Luis Obispo, where I met huge assets in this industry—successful business people that were more than willing to share their knowledge with other ASCCA members, and they made them feel part of their TEAM and family. And it has not stopped. What was evident then is evident today—the friendships, camaraderie, and willingness to help is always there."

When asked about his favorite memory of being an ASCCA member, John said, "A few years back at our annual meeting it was time for elections and once they were over, it was a party the rest of the weekend. We had members playing instruments, telling jokes, we had skits like Chico and the Man, comedians, it was a fun time. We even dunked Robert Salerno on time in the pool. Don't worry he got even."

Thank you, John for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your participation, knowledge, and most importantly, your commitment. Congratulations!



ASCCA MEMBER OF THE MONTH MAY 2019

Steve Vanlandingham
VAN'S AUTOMOTIVE

The ASCCA Membership Committee proudly announces Steve Vanlandingham of Van's Automotive as its ASCCA member of the month for May 2019. ASCCA regularly honors members who go above and beyond in demonstrating ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Steve Vanlandingham also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Family-owned and operated in El Cajon, California, Van's Automotive was founded in 1982 and is a full-service preventative maintenance and automotive repair shop. A member since 1996,

Steve has been an active member in both his Chapter 24 and at the state level. He has served as his Chapter 24 Board Member, Vice President, President and Chapter Rep. He then went on to serve as a state Board Director, Treasurer, and President. Currently, Steve chairs the ASCCA Bylaws Committee and serves as the ASCCA Secretary. Reflecting on how ASCCA has benefited his business, Steve says, "I believe ASCCA involvement has made my business more profitable through all types of seminars and interactions with other California shop owners. I do know ASCCA has kept me current as a business owner and certainly more aware of general business issues, current issues, and industry concerns. I made a lot of friends up and down the state, and the knowledge I've gained since becoming a member is priceless. I look forward to several more years as I wind up my 50-year career and 36 years in business."

When asked about his favorite memory of being an ASCCA member, Steve said, "Looking back I have had a lot of fun from 'Running to the Capitol' to knowing 'Monopoly Man.' I've gotten to know many members and the laughter and the serious side of ASCCA will be with me forever. ASCCA is a Great association and I am proud to be a part of it."

Thank you, Steve for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your participation, knowledge, and most importantly, your commitment. Congratulations!



ASCCA MEMBER OF THE MONTH JUNE 2019

George Hritz
CALIFORNIA AUTOMOTIVE TEACHERS

The ASCCA Membership Committee proudly announces George Hritz, Executive Director of the California Automotive Teachers as its ASCCA member of the month for June 2019. ASCCA regularly honors members who go above and beyond in demonstrating ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, George Hritz also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

George started his Automotive Career at age 15 working in an automotive machine shop where he performed engine disassembly and clean-up. In June of 1968 he graduated from high school and worked as a tire-man at the Firestone Tire Store in Albany, CA. He went on to earn his Industrial Education B.A. from San Jose State University and a M.A. in Industrial Arts from San Francisco State University. Throughout his college years George worked in a variety of automotive related jobs.

Dedicated to educating the next generation of automotive leaders, George began his teaching career in 1975 at San Marin High School in Novato and later taught at the College of Marin, where he was

elected to the Vocational Education Department Chair position. George was a BAR Certified Instructor and served on numerous academic committees including the Curriculum, Perkins Funding, Tech Prep, and several instructor selection committees. George then went on to teach at Cuyahoga Community College in Parma, Ohio where he was the Toyota T-Ten coordinator. He participated in industry instructor update training workshops and conference training throughout his teaching career. In 2012, George retired from College of Marin in 2012.

Following his retirement, George has dedicated his time to serving and advancing the automotive industry. George has served on the North American Council of Automotive Teachers (NACAT) Board and was Chairman of NACAT's Educational Foundation. In addition to his role as Executive Director of CAT, he currently represents automotive educators on the Bureau of Automotive Repair (BAR) Advisory Group (BAG); serves as the Director of the Automotive Technicians Training Standards (ATTS) working to maintain an industry standard for California's automotive training programs; and is a board member of Automotive Service Councils of California (ASCCA), California Automotive Wholesalers Association (CAWA) and the California Automotive Business Coalition (CalABC).

Outside of his service to the industry, George serves his community through the Sonoma Valley Unified School District; FUTURES Task Force (Fostering Unity Through Responsibility for Excellent Schools); Co-Chair Prestwood Elementary School Environmental Education Program; and the Sonoma Valley Youth Soccer Association and Sonoma Valley Little League. George enjoys hiking and camping and has a goal to visit all the United States' National Parks.

Thank you, George for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your participation, knowledge, and most importantly, your commitment. Congratulations!



ATI

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected the Automotive Training Institute (ATI) as ASCCA's March Partner of the Month. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Since 1980, ATI has been helping independent auto repair and collision repair shop owners improve their businesses and their lives, with proven, measurable, and field-tested strategies and practices. Through their hard work, ATI has grown into the leading coaching and consulting automotive management company in the world, with more than 1,300 active members who represent the best shops in the US and Canada.

When asked how ATI's partnership with ASCCA has benefited their business, National Accounts Manager, Jim Silverman, replied "Having a partnership with the ASCCA has helped to elevate ATI's credibility and increased awareness of ATI's services among ASCCA members and shop owners. The

partnership has been instrumental to increasing our footprint on the West Coast. Additionally, during 2018, we were able to host 42 workshops for shop owners in California and return a revenue share benefit to the state association."

ATI's partnership has also proven to be very beneficial for ASCCA members. "Our services help member shop owners grow their businesses, run them more effectively, and gain a greater quality of life. They also benefit from networking and sharing success stories with ATI members that attend ASCCA team weekends and chapter events and meetings."

In 2018, Jim spoke at meetings with Chapters: 5, 24, 42 and 48. ATI also exhibited at the Chapter 25 vendor fair in Clovis and the Chapter 14 trade show in San Bernardino. Jim is a regular participant in the Team Weekends and has been an active member of the Membership committee and recently joined the Educational Training & Information committee. This year, his goal is to get involved with more chapters and attend as many events as possible during his West Coast trips.

When asked about his favorite memory, Jim replied, "The most memorable moment would be the warm welcome we received at the September Team Weekend hosted at the Cuyamaca Community College and the appreciation they showed to the association for giving back to the future of the industry with the new ASCCA Degree program."

Jim believes other companies in the industry should become corporate partners, stating "Besides the obvious networking opportunities with shops and other vendor partners, there is the educational benefit of the legislative issues and genuine comradery among members."

Thank you ATI for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and partnership throughout the years.



MotoRad

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected MotoRad as ASCCA's April Partner of the Month. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

MotoRad has been a Corporate Partner since 2018. They are a world-class North American company leading the industry in automotive thermostats, fuel, oil and coolant caps. The company is also a long time OE supplier and is a wholly owned subsidiary of MotoRad Automotive Products (MAP) in Israel.

When asked how MotoRad's partnership with ASCCA has benefited their business, Regional Sales Manager, Sean Ruitenbergh, replied "We've enjoyed

the relationship with leaders of the group in our relatively short time of partnership and are looking forward to further establishing our relationships with members in the near future."

MotoRad's partnership has also proven to be very beneficial for ASCCA members. "As mentioned, we are still in the early stages of developing relationships, but we are excited about developing training for ASCCA members to help educate them on the unique challenges in the thermal management and engine management product categories, and how MotoRad's products and services provide innovative solutions to them all."

When asked about his favorite memory, Sean replied, "For me personally, it would have to be at AAPEX in 2018 when John Villa came by the MotoRad booth and commented on how he enjoyed our annual Monday Night Football party at Lagasse's Stadium, which he attended the night before. He expressed his thankfulness for our partnership with the association and our support of its cause."

Sean believes other companies in the industry should become corporate partners, stating "ASCCA provides an excellent opportunity for one-on-one relationships with their members so we can stay in tune with their concerns and challenges. It's a great platform in the state of California, and one of which manufacturers and channel partners should definitely seek to leverage in furthering their relationships with valued customers."

Thank you MotoRad for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and partnership this past year.



Broadly

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Broadly as ASCCA's May Partner of the Month. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Broadly has been a Corporate Partner since 2017. Their company collaborates with thousands of local business owners across the United States (independent and franchise-owned) to manage and improve their online presence, get great reviews, and ultimately attract new customers. Broadly's program is seamless and easy for shop owners to use, and enables their customers to leave great reviews on their preferred sites with just one click. The Broadly program captures negative customer feedback privately, ensuring that it stays offline.

When asked how Broadly's partnership with ASCCA has benefited their business, Account Executive and Trainer, Jenna Simon, replied "We've done a lot of business with quite a number of ASCCA members so far. The benefits have far surpassed our expectations! We've learned much more about the

industry and the day-to-day challenges that shop owners and managers face, in terms of marketing, operations, staffing, and more. In turn, we've been able to more effectively shape how we support them and their goals. Our partnership has also helped us to form some genuine relationships and friendships with members. We consider some of our partners as friends and call each other for advice, too!"

Broadly's partnership has also proven to be very beneficial for ASCCA members. "Our system ultimately helps shops stand out online and maximize the biggest referral sources for their shops on Google and Facebook. We help them become the top and best-rated shops in their respective areas, which translates into an increase in car count and ticket value. We also help shops build trust in their communities and ensure that the relationships they already have and the good work they do helps them grow and form new customer relationships."

Broadly is also a member of Chapter 21 based out of San Francisco (near our corporate HQ) and attends their monthly dinner meetings. When asked about her favorite memory, Jenna replied, "When we surpassed a benchmark of 50 ASCCA partners, we knew that we had made an impact in the operations of a lot of shops. We're excited to see how well our partners are doing and look forward to hitting 100 partners and beyond!"

Jenna believes other companies in the industry should become corporate partners, stating "We have seen that every single ASCCA member truly cares not only about their own shops, but doing their part to improving the automotive industry overall. Whether their contributions are by recommending systems for shops or working on legislation, everyone is committed to ensuring that member shops are thriving."

Thank you Broadly for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and partnership throughout the years.



O'Reilly Auto Parts

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected O'Reilly Auto Parts as ASCCA's June Partner of the Month. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

O'Reilly Auto Parts has been a Corporate Partner since 2017. For over 61 years, they have provided auto parts and services to retail customers, professional installers, and jobbers, with the best combination of price and quality. Their dedication to the professional helped set the stage for how O'Reilly Auto Parts would grow to be one of the largest aftermarket parts suppliers in the United States.

When asked how O'Reilly's partnership with ASCCA has benefited their business, Director of Sales, Sergio Gonzalez, replied "Besides the exposure to ASCCA members who may not already be familiar with O'Reilly Auto Parts, the real benefit has been the feedback from the members. Our business model has always been focused on helping the shops grow their business

by fixing more cars in less time. Without successful auto repair shops, we don't have customers to sell parts to, so the way we look at it is that our success is directly linked together. ASCCA members care deeply about their business and are really engaged with the industry and how it's affecting them. Feedback from members helps us understand the changes in their business and how we can best serve them as a partner."

O'Reilly's partnership has also proven to be very beneficial for ASCCA members. "Our strength as a partner is our ability to get the right part into the technicians' hands faster than anyone else on top of having industry-leading programs to help the professional customer grow their business. Hopefully, members are benefitting by being able to fix more cars in less time which ultimately means growing their sales and profits. One example of our programs is our Real World Training courses that provide industry leading training for technicians designed to help them diagnose cars quicker and more accurately."

O'Reilly has multiple team members at different levels across California involved with ASCCA local chapters such as Chapter 20, 26, and 99. When asked about his favorite memory, Sergio replied, "Chapter 20 saw real value in our Real World Training at one of their meetings and included the upcoming clinic in their April 2019 newsletter. Our team heard from ASCCA members who wanted to attend right after that, which was great to see our partnership produce a win-win like that."

Sergio believes other companies in the industry should become corporate partners, stating "Having this kind of partnership is important to help understand the needs of the auto repair shops and what it takes to ensure our united success."

Thank you, O'Reilly Auto parts for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge, partnership, and training throughout the years.

Report submitted by
Jack Molodanof, Esq.



BAR BAG REPORT

April 18, 2019

BAR Advisory Group Meeting & Workshops Summary

ASCCA's Lobbyist Jack Molodanof and Dave Kusa participated in the BAR Advisory Group Meeting and Auto Body Workshop held in Sacramento on Thursday April 18, 2019. Below is Jack's brief summary.

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](mailto:HOConner@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.** 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

The next BAR Advisory Group Meeting is scheduled for July 18, 2019.

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

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ASCCA MAY TEAM WEEKEND RECAP

ASCCA leaders, committee members, and corporate partners convened in Sacramento for its Second 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 getting involved in ASCCA through committee meetings, Team Weekends, and chapter events.

Following the opening remarks, the Government Affairs committee met to discuss ASCCA's Legislative Fly-In Day and the legislation that ASCCA has been monitoring. Don Seyfer gave updates on NASTF's work around creating a standard data release model, and their efforts to stay ahead of the curve and provide technical help. The committee also discussed the success of ASCCA's Legislative Fly-In Day and gave updates on the Smog Check Program, Tire Tax Bill, Labor Tax Bill, and Career Tech bills. Legislative day had good attendance and representation from across the industry.

Next, the Public Relations Committee, chaired by Jerry Kubitsky, discussed their effort to encourage members to participate in charitable activities in order to build trust and credibility around ASCCA

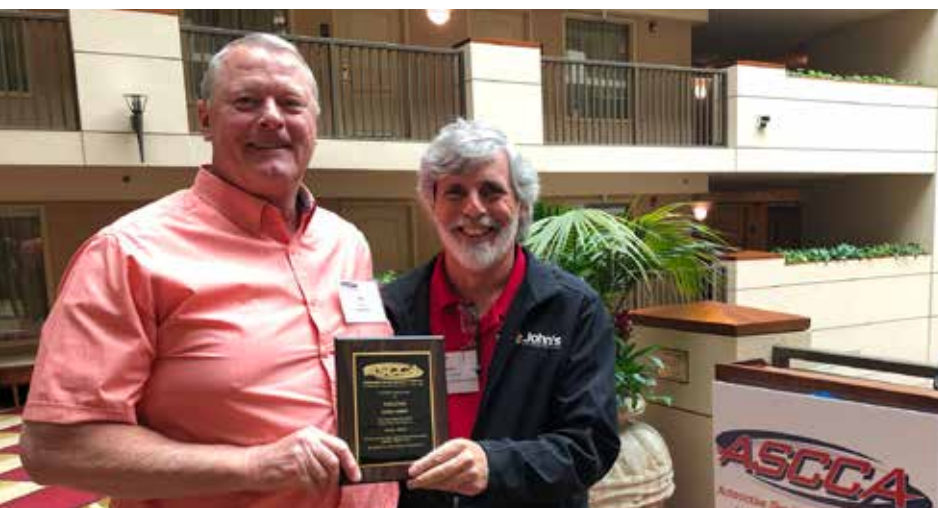
shops, while the Membership Committee reviewed changes they are making to the liaison program in an effort to yield more membership growth this year. They continued to encourage chapters to reach out to overdue members. Membership committee will be looking at leveraging chapters and chapter vendor members to generate more leads on new members.

The Revenue and Benefits Committee, chaired by Todd Westerlund, reviewed updates to our agreement with CINTAS Corporation and the addition of new products and services to their Member Benefits offerings. This should start to increase revenue through our agreement as shops start to use more services and have more uniform selection. The committee also discussed discrepancies in membership

records with CINTAS and AutoZone, and the plans to recover revenue. Jim Gray of AutoZone proposed that AutoZone and ASCCA share an ad that would be placed in Ratchet & Wrench and distributed on the west coast, increasing ASCCA's visibility.

The ETI Committee, chaired by Grant Takikawa, discussed the educational content and training they've been working to set up for Team Weekends. George Hritz reported that CAT is working on building a plan to get more high schools certified by ATTS, Automotive Technician Training Standards, while Maylan Newton is working with MailShark to get a list of accredited High Schools with automotive training programs. The committee encourages ASCCA Chapters and shops to offer free training to teachers and students. The Committee





reported that they intend to open doors to job shadowing and will start trying to make connections with schools and students.

During the lunch break, President John Eppstein recognized our corporate partners and presented plaques to those that were present thanking them for their 2018 partnership with ASCCA. Afterward, Team Weekend attendees enjoyed a 2-part educational session led by Nic Bagley of MOTUL and Dave Fischer of California Employers' Services. Nic's training, entitled "Understanding Lubricant Fundamentals & Standards" reviewed the basics of viscosity, lubricant composition, industry standards and OEM Approvals and Specifications. Afterward, Rena Rennebohm from the ACT Group presented an educational talk entitled "Turn Your Staff Into a Team" where she spoke about company culture, and outlined how you can achieve greater buy-in from your team that results in higher satisfaction of customers and employees. Later in the afternoon, Dave presented training entitled "Winning the Compliance Game" where he took participants through some of the common mistakes employers make, and gave guidance on how to avoid common

pitfalls and potential lawsuits. Attendees gained some excellent insights and information and came away with concrete ideas to apply to their business.

The final day of Team Weekend began with a meeting of ASCCA's Chapter Representatives Committee. The Chapter Reps listened to updates from ASCCA's committee chairs, and reviewed the issues around Permanent Diagnostic Trouble Codes. Matt Peralta informed the Committee that we have been in the early stages of re-establishing a former chapter in the San Luis Obispo area, and that Gloria Peterson & Kari Van Atta would be following up with the process going forward.

Team Weekend ended with a meeting of the Board of Directors and, President John Eppstein thanked those in attendance for supporting ASCCA and for the work they all do in their local chapters to promote ASCCA and our industry.

Didn't get a chance to attend? Mark your calendar for our next Team Weekend, September 7-8 in Huntington Beach. Visit asca.com/events for more information!

NEXT TEAM WEEKEND



SAVE THE DATE!

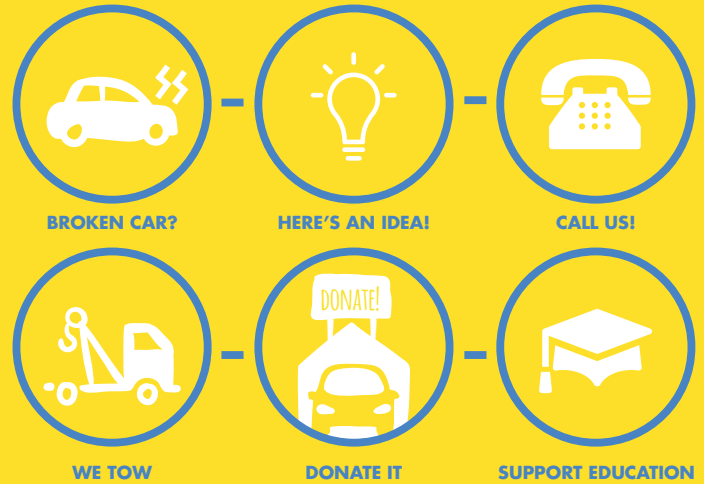


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Call **ASCEF** and get information on how to join our Cars4Careers program at 916.290.5828

Further information is available at asc-ef.org/cars-4-careers



ASCEF Scholarship Program

ASCEF provides annual scholarships to selected qualified automotive aftermarket industry students. The Foundation's support has made a difference for over twenty years helping students further their education in the automotive industry. Besides becoming a donation center for the Cars4Careers program you can also support the foundation by:

- Making a direct donation to ASCEF on your ASCCA dues invoice;
- Set up an annual or monthly recurring donation to ASCEF;
- Include ASCEF in your trust

Anniversary MILESTONES

February - May

70 YEARS

Fremont & Purdon, Inc. (Pasadena)

55 YEARS

Advance Muffler (Pasadena)

35 YEARS

Dan's Auto Center (Oakhurst)

Sedig, Vern (Banning)

Certified Automotive Specialists (Glendora)

Gerber's Auto Services (Cambria)

J & S Precision (Venice)

G & R Automotive (Davis)

30 YEARS

Moe's Automotive Service (Sierra Madre)

Peet's Foreign Car Garage (Santa Rosa)

Villa Automotive (San Luis Obispo)

25 YEARS

Corporate Auto Works (Mountain View)

Sunnyvale Foreign Car Service (Mountain View)

Frank's Automotive (Tulare)

Dick's Automotive, Inc. (Clovis)

Spiteri's Auto Service (Belmont)

Eli's Independent BMW Autobody (Los Angeles)

Walt's Auto Service, Inc. (Torrance)

G & M Oil Company, DBA Hillside Auto Repair (Torrance)

German Auto Clinic Inc. (Walnut Creek)

20 YEARS

GP Rice Insurance Services, Inc. (Grand Terrace)

Emile's Sports Car Performance (Santa Cruz)

Hartzel Automotive (Sand City)

One Stop Auto Care (Los Angeles)

Becka Automotive (Chula Vista)

15 YEARS

Lima Auto Repair (Rosemead)

10 YEARS

Toxguard Fluid Technologies (Stanton)

Superior Auto Parts Warehouse (Concord)

West Coast Muffler, Inc. (20) (Concord)

Auto Analysts (San Francisco)

R & I Automotive (San Rafael)

Gregg's Mission Viejo Mobile (Mission Viejo)

Sturken Auto Body, Auto & RV Repair (San Jose)

Mike Larbre Automotive (Sonoma)

5 YEARS

Simply Superior Auto Body (Concord)

Leonardi Automotive (Novato)

Ryan's Automotive Repair (Windsor)

Lex Mastertech (Pasadena)

Bimmer PhD (Pasadena)

Tri Star Automotive (Santa Rosa)

Zylstra Automotive (Visalia)

Welcome, NEW MEMBERS

February - May

CHAPTER 5

Community Smog Center (Montrose)

CHAPTER 12

26th Street Auto Center (Los Angeles)

High Point Distributing (Agoura Hills)

Undercar Plus (West Los Angel)

CHAPTER 14

Center for Employment Training (Colton)

CHAPTER 24

Allman Family Auto (San Diego)

Dragonfly Automotive (San Diego)

CHAPTER 26

Auto MD Motorsports (Visalia)

CHAPTER 42

Fred's Foreign and Domestic Car (Morgan Hill)

Michael & Co, Inc. (San Jose)

Silicon Valley Performance (Mountain View)

1-800-Radiator (Santa Clara)

STATE ONLY

Clovis Garage (Clovis)

Solano Community College (Suisun City)

College of Alameda (Alameda)

Chabot College (Hayward)

Sierra College (Rocklin)

Official Smog Check Test Only (Oakland)

Los Medanos College (Pittsburg)

G & G Auto Repair (Bakersfield)

ASCCA Corporate Partners CONTACT LIST



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Eric Waln
(949) 337-2484
www.petrospecsinc.com

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Jim Gray
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Carlos Menchu
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O'Reilly Auto Parts

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NAPA Auto Care

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essadj@cintas.com

ASCCA Chapter Network

The Automotive Service Councils of California is made up of local chapters. Join your local chapter today and get involved!

EAST BAY (16)

Meetings held third Tuesday
Call Kamil Targosz: (510) 309-8049

FOOTHILL (5)

Meetings held first Tuesday
Call Joseph Appler: (626) 296-6961

FRESNO (25)

Meetings held second Thursday
Call Zarkis Martirosian: (559) 970-4413

INLAND EMPIRE (14)

Meetings held third Tuesday
Call Rory Balmer: (909) 663-4677

LONG BEACH (18)

Meetings held third Tuesday
Call Kristen Bunting: (562) 424-8726

MOUNT DIABLO (20)

Meetings held third Thursday, 6:30 p.m.
Call Steve Elstins (925) 676-8376

NORTH ORANGE COUNTY (48)

Meetings held third Wednesday, 6:30 p.m.
Call Ira Newman (951) 287-0447

PENINSULA (23)

Meetings held every other month
Call Angi Roberts: (408) 266-9658

REDDING (99)

Meetings held last Tuesday, 6:30 p.m.
Call Ken Breshears (530) 222-2572

SAN DIEGO (24)

Meetings held third Tuesday, times vary
Call Maria Carillo: (619) 287-7200

SAN FRANCISCO (21)

Meetings held last Wednesday, 7 p.m.
Call Paul Grech: (415) 286-6747

SAN JOAQUIN VALLEY (6)

Meetings held second Thursday, 6:30 p.m.
Call Paul La Berge (209) 466-5364

SAN JOSE (42)

Meetings held second Wednesday
Call Angi Roberts: (408) 266-9658

SANTA ROSA (28)

Meetings held third Thursday of every other month
Call Robert Toepp: (707) 546-2851

SOUTH BAY (1940)

Meetings held every other month
Call Michelle Sprokkereef: (310) 874-7930

TULARE/VISALIA (26)

Meetings held fourth Thursday, 6:30 p.m.
Call John Camara: (559) 688-5721

WEST LOS ANGELES (12)

Meeting times vary
Call Don Yocum: (310) 450-6510

Bureau of Automotive Repair (BAR): Chief

Patrick Dorais
(916) 255-4565

BAR: Industry Ombudsman

Rick Fong
(916) 255-2893

California Chamber of Commerce

Headquarters
(916) 444-6670

California Air Resources Board (CARB)

(800) 242-4450

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