

Automotive Service Councils of California

MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 22, Issue 1 – JULY 2026

JULY 9, 2026

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



You're invited ...

To an evening with the whole family,
including furry friends!

This coming week
Tuesday, July 14th, 2026 at 6 o'clock

Enjoy an evening of great conversation,
networking, and connecting with
fellow members.



Headlands Tap Room and Beer Garden

2999 Oak Road, Suite A, Walnut Creek ~ On the southern corner of Oak & Wayne

President's Message - July 2026



OFFICERS & BOARD 2026

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Hello Chapter 20!

Just like that, we're halfway through 2026!

Thank you to everyone who joined us for our June chapter meeting. We had a full house, welcomed many new faces and first-time shop owners, and had the pleasure of recognizing our Chapter 20 Scholarship recipient, **Marvin Ixchop**. Hearing Marvin share his story, goals, and passion for the automotive industry was an inspiring reminder of why investing in the next generation is so important.

The Journey of Shop Ownership was a great reminder of what makes Chapter 20 special—shop owners willing to share their experiences so others can learn and grow.

A special thank you to **Dante** from **M Service**, **Matt** from **TechZone**, and **Steve** from **West Coast Muffler**. Thank you for your openness, honesty, and willingness to share not only your successes, but also the challenges you've faced along the way. Your experience and commitment to helping fellow shop owners made the evening incredibly valuable. We appreciate you giving back to our industry and to Chapter 20.

As we move into July, let's keep that momentum going. Every chapter meeting, shop visit, Team Talk conversation, and phone call is another opportunity to learn something new and help someone else succeed.

This month, we're changing things up with a **Chapter 20 Mixer**! Join us on July 14th at **Headlands Brewing** (2999 Oak Rd., Suite A, Walnut Creek, CA 94597), conveniently located across the street from the Pleasant Hill BART station.

Bring your family - including your furry friends! Enjoy an evening of great conversation, networking, and connecting with fellow members. Parking validation is available in the garage behind the brewery.

Thank you for allowing me to serve as your Chapter 20 President. I look forward to seeing everyone at the Mixer as we continue to strengthen the relationships that make Chapter 20 such a great community.

Let's continue to lead with integrity, inspire one another, and keep moving our industry forward.

Sincerely,

Sergio I. Fragoso Naja

President, ASCCA Chapter 20

ASCCA 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".

CHAPTER 20 Rep Report

ASCCA's Annual Training Conference is coming up September 11-13 at the Hilton Irvine/Orange County Airport, and I want to strongly encourage our chapter members to make plans to attend.

This is more than just another industry event. It is one of the best opportunities we have each year to step away from the day-to-day demands of the shop, reconnect with other shop owners, and bring back practical ideas that can make a real difference in our businesses. This year's conference will focus on effective teamwork, communication, and technology; three areas that every modern repair shop needs to keep improving.

I would also encourage shop owners to consider bringing key members of their team. Service advisors, managers, technicians, and future leaders can all benefit from being exposed to the larger ASCCA community. When our employees hear from other professionals, attend training, and see what is happening across the industry, they come back more engaged, more informed, and more invested in the success of the shop.

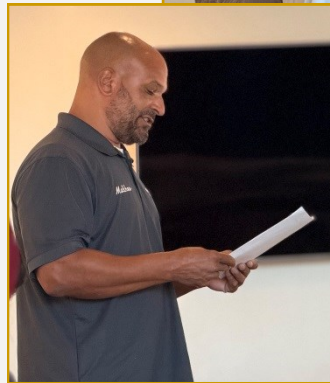
The Annual Training Conference is also a great reminder that we are not in this business alone. ASCCA gives us a place to share ideas, learn from each other, build relationships, and strengthen the independent automotive repair industry in California.

Registration is open, and I hope to see strong participation from our chapter in September. This is a great opportunity to invest in yourself, your team, and the future of your shop.

Neal



June meeting



Save the Date !



Wednesday, August 12th
Succession Planning - The Passing of the Torch
with
Dave Kusa, ASCCA Immediate Past President
Autotrend Diagnostics

FOR IMMEDIATE RELEASE June 25, 2026 CONTACT: Kate Peyser (916) 290—5828

The Automotive Service Councils Educational Foundation Awards 26 Outstanding Students with Scholarships

Sacramento – The Automotive Service Councils Educational Foundation (ASCEF) proudly announces that its Board of Trustees has awarded 32 scholarships to 26 outstanding students, totaling \$31,800 in support of their automotive education. These scholarships, which have grown from a single donation into fully funded awards named after influential ASCCA members and leaders, reflect ASCEF's ongoing commitment to the future of the automotive industry.

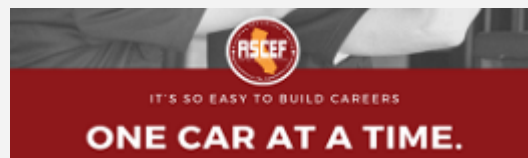
"Supporting the next generation of automotive professionals is one of the most important investments we can make," said John Eppstein, Foundation Chair. "These scholarships recognize outstanding students and provide them with opportunities to develop the skills and expertise our industry needs. We are excited to help them take the next step in their educational and professional journeys."

The ASCEF's **Cars4Careers** program plays a central role in funding these opportunities, converting donated vehicles into training and education for individuals pursuing careers in automotive service and repair. Each year, ASCEF awards scholarships ranging from \$500 to \$1,500 to high school graduates entering technical training and college undergraduates studying automotive service disciplines. Since its founding in 1998, ASCEF has awarded **\$270,550** in scholarships.

"We are proud to recognize this year's scholarship recipients and welcome them as part of the ASCEF community," said David Kusa, ASCEF President. "Their dedication to learning and commitment to excellence reflect the strength of the next generation of automotive professionals. We look forward to following their future success."

The 2027 scholarship application opens in October, and we encourage all those to apply by March 31, 2027.

To view the full list of scholarship recipients, visit <https://ascef.org/scholarships>.



Do you have an old car you don't know what to do with?
Donate to the ASC Educational Foundation!

Call (844) 877-2473 to make a donation today! Every car donated goes towards scholarships for students developing a career in the automotive aftermarket industry.

Vehicle donations are tax-deductible.

We accept all types of vehicles that meet the following basic requirements:

- ◇ **Vehicle has a clear title.**
- ◇ **Vehicle is in one piece.**
 - ◇ **Vehicle is accessible for safe towing.**
 - ◇ **Vehicle does not need to be running.**

For more information about the advantages of donating a vehicle to ASCEF, visit ascef.org.

Your donations raised will continue to help us award scholarships to students seeking a career in the automotive aftermarket industry.

The Jeff Stich Memorial Scholarship



*If you would like to make a
donation, go to*

*ASCEF ~
Jeff Stich Memorial*

CHAPTER 20 MEMBER LIST

REGULAR MEMBERS

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

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

Cecil's Hi-Tech Auto Care
 Antonio Munoz
 799 Davis Street
 Vacaville, CA 95687
 707-448-0861

Central Automotive
 Matthew Weathers
 1425 Auto Center Drive
 Walnut Creek, CA 94597
 925-932-6604

Contra Costa Auto Service
 Neal Wiebmer
 1410 Concord Ave, Ste A
 Concord, CA 94520
 925-798-1205

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

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

Frank's Auto Service
 DJ Frank & Trent Courtney
 1255 Boulevard Way
 Walnut Creek, CA 94595
 925-942-3677

German Sport
 Sergio Fragoso
 1400 Autocenter Drive
 Walnut Creek, CA 94597
 925-934-6665

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

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

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

Mazda's Plus
 Scott Carvalho
 1400 N. 9th St, Suite 21
 Modesto, CA 95350
 209-571-8664

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

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

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

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

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

TechZone Auto
 Matt Patterson
 1300 Galaxy Way, Suite 3
 Concord, CA 94520
 925-465-4966

Walnut Creek Automotive
 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

HONORARY LIFETIME MEMBERS

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

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

YOUR MISSION: RECRUIT ONE NEW MEMBER THIS YEAR.

- 1 IDENTIFY:** A shop owner or colleague who would benefit.
- 2 REACH OUT:** Discuss the advantages of ASCCA membership such as networking, professional development, advocacy and business resources.
- 3 INVITE THEM TO A MEETING:** Invite them to join our association and participate in a meeting to learn more about the benefits of ASCCA membership.

Scan to Join ASCCA



\$125 REFERRAL FEE
 Can be collected by anyone who refers a new member

members.ascca.com/ap/Membership/Application/VLzd46pn

ASCCA 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".

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

Acrisure Insurance	Ryan Cummings	925-553-4874 rcummings@acrisure.com
Allied Auto Stores	Larry Nelson	925-465-5501 larry.nelson@alliedautostores.com
AutoZone	Robert Dominguez	510-861-1842 robert.dominguez@autozone.com
BG Fleming Distributing Co.	Christopher Smith Nels Johnson	916-223-0559 csmith@bgfleming.com 707-301-5484 nels@bgfleming.com
Digital Financial Group	Shannon Devery	626-476-9016 'shannon@fdis-sangabrielvalley.com
O'Reilly Auto Parts	Jonathon Fontana Edgar Vazquez	925-209-0353 jfontana3@oreillyauto.com 949-903-8630 evazquez16@oreillyauto.com
NAPA Auto Parts	Terrie Drewry	916-417-8442 terrie_drewry@genpt.com
SC Fuels	Mark Williams Derik Riesberg	408-625-6059 williams@scfuels.com 916-316-3752 riesberg@scfuels.com
Standard Motor Products	Anthony Durham	510-381-9198 adurham@smpsfa.com
Superior Auto Parts	Nick Caron	925-428-3924 nick@trimoninc.com

Chapter 20 Educator Members

Acalanes High School
Jason Dukes
1200 Pleasant Hill Road
Lafayette, CA 94549
925-280-3970, x7331

Alhambra High School
Ryan Shelley
150 E Street
Martinez, CA 94553
925-313-0440 ext 1432

Bay Area Community Colleges
Pamela Gutman
555 Ralph Appezato
Memorial Parkway
Alameda, CA 94501
925-872-9356

Campolindo High School
Las Lomas High School
Steve Boone
300 Moraga Road
Moraga, CA 94556
925-997-6349

Clayton Valley High School
Michael Bellew
1101 Alberta Way
Concord, CA 94521
925-768-1047

Concord High School
Greg Golsang
4200 Concord Blvd
Concord, CA 94521
925-687-2030

Contra Costa College
2600 Mission Bell Drive
San Pablo, CA 94806
510-215-3974
510-235-7800

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

Las Lomas High School
Kyle Honea
1460 S Main st
Walnut Creek CA 94596
(925) 280-3920 ext 2608

Los Medanos College
Jason Deerman
2700 East Leland Road
Pittsburg, CA 94565
925- 206-9445

Solano Community College
Andrew McGee
1687 North Ascot Way
Vallejo, CA 94591
707-864-7000 ext 5694

Pittsburg High School
Mark Childers
1750 Harbor Street
Pittsburg, CA 94565
925-473-2390 ext 7799



DONUT 112 - HOW TO SAY YES TO MECHANICAL INSURANCE AND STILL MAKE A PROFIT

Courtesy of ASCCA Ch 5

Far too often we let an unpleasant past experience derail a pleasant future. In other cases, we listen to the wailing of others.

This is all about setting the terms up front. This can work well if you screen customers, which we should all be doing anyway.

Rule #1: NEVER take in an extended warranty job for the 3rd owner of a European car, especially if they are new to your shop. They will lie to you because they bought the finest German Engineering which never breaks and they just got it, anyway. For those in the back looking out the window, this should be amplified very loudly.

Rule #2. Explain that no policy covers testing and inspection. That will be customer pay regardless of the outcome. Agree on a price in advance.

Rule #3. Explain that they will be lucky if you can get half the repair bill covered. The vehicle owner is responsible for the total bill. Whatever the policy ultimately pays will be the icing on the cake.

Rule #4. The car doesn't leave until the bill is paid in full. Delays may involve storage fees. No credit is issued by your shop whether it is the warranty company or the customer.

Rule #5. Obey all rules (That's the Barney Fife Rule).

It is your shop. It is your choice where to source parts. It is your choice how much to charge for labor and parts. Whatever the warranty company says is just fine, but it doesn't change the bill. In the event that warranty company gets disagreeable, the customer needs to be involved. Refer the company to their own customer to settle billing disputes. This will often cause the company to agree to pay more.

After you have a claim number and the estimate approved, you need to have a discussion with your customer. Advise them how much they will have to pay. Get approval and maybe even secure a deposit prior to commencing the work.

It is bad advice to shop owners to have a bill that far exceeds the value of the car. Many back lots of repair shops all across the country are packed with cars with large outstanding bills. These are often owned by people who never return phone calls. When that is the case, an advance deposit may make the car disappear before you touch a wrench to it.

If the warranty company wants to see the invoices for your parts, do not consider this a threat. It may be that they want to verify that you are really using the parts you claim to use and not something else. It's perfectly fine to black out your costs.

Every other aspect of this repair is exactly the same as it would be for any other customer or method of payment. After the work is completed, be sure you get paid in full before the car leaves. Some warranty companies are on shaky financial grounds themselves.

The warranty is not your circus and certainly not your monkey.

If you like this Donut, please hit share, as the entire industry needs to hear this.

Thanks for reading



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USEFUL LINKS & CONTACTS

ASCCA Membership Portal

Use your email address registered with the ASCCA office for this login creation.
Your username will automatically be **FirstName.LastName**. [Create your login here](#)

ASCCA Calendar at a Glance

Monthly ASCCA Newsletter for Members

<https://www.ascca.com/news/wyntk-archive>

June 2026

ASCCA Benefits Summary Page

ASCCA attorney, **Jack Molodanof**, 916-447-0313, <jack@mgrco.org>

Legislative and Regulatory Updates for June 2026

Jeff Stich & Kathy Smith/Chapter 20 Scholarships

ASCEF - <https://automotivescholarships.com/scholarships/ascca>

(916) 290-5828 | (916) 444-7462 – fax kpeyser@amgroup.us

ASCCA training video library

NWACA - June Dateline Newsletter

Updated BAR Write it Right Guide: www.bar.ca.gov/wir

ASCCA August 7, 2025 Webinar - Important BAR changes

ASCCA Webinar - What To Do If You Are Cited by BAR

Bureau of Automotive Repair Launches Online License Printing -

www.bar.ca.gov/license-print

BAR - Citation and Remedial Training Programs - <https://www.bar.ca.gov/citation>

BAR - Vehicle Safety Systems Inspection Program -

<https://www.bar.ca.gov/pdf/manuals/VSSI.pdf>

BAR - Aftermarket Matters, January 31, 2026 edition for Northern California

ASCCA State Office

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Gloria Peterson - Executive Director, Ext 104, gpeterson@amgroup.us

Anne Mullinax - Deputy Executive Director, Ext 116, amullinax@amgroup.us

Jacob Gray - Membership Services, Ext 137, jgray@amgroup.us



Maximize your ASCCA membership with four key components:

Networking with Peers: Connect with automotive professionals from across California and build meaningful relationships.

TeamTalk Platform: This platform enhances collaboration within our community.

Chapter and State Benefits: State and Chapter programs are designed to support you.

Business Growth: ASCCA can help you succeed - offering training programs, skills support, legislative monitoring, networking and other relevant resources.



ARE YOU USING YOUR FREE MEMBER BENEFITS?

All ASCCA Members have access to many **FREE** benefits including exclusive training and educational events, business and legal consulting, 401K solutions for employers, the Team Talk community and much more!

[LEARN MORE](#)



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



Automotive Service Councils of California
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www.ascca.com

EACH ONE REACH ONE!



Mission Statement / Core Purpose / Code of Ethics

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

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

CORE VALUES: Integrity, Compassion, Professionalism, Unity

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

CODE OF ETHICS:

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