

MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 22, Issue 3 – AUGUST 2026

SEPTEMBER 8, 2026



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

President's Message - September 2026

Hello one and hello all.

It's your Pal Sergio. I would like to start off by taking this moment to say THANK YOU to all our ASCCA Chapter 20 and surrounding Chapters for your understanding and ability to adjust. Our August meeting had to be canceled due to unforeseen circumstances. Based on popular demand, we will be bring this topic back, sooner than later. What the people want, the people will have.

Steve Jobs once famously said, "Sometimes life hits you with a brick. Don't lose faith."

We are no strangers to danger and challenges, we recalculate.

Looking ahead, this month's core focus is the annual ASCCA training in Irvine. We will NOT be having a chapter meeting this month, BUT that does not mean we are off the clock!

Here is the movie trailer for the next couple months. Save the dates!

October 14th - Liqui Moly (Kip, Mike and Stefan)

November 17th - Techzone: ADAS with Rob

Details to come soon!

I appreciate everyone and am looking forward to seeing you all at the ASCCA Training weekend!

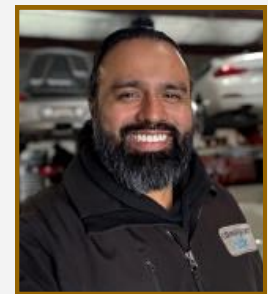
To all the first timers going to the training conference....

"Meet us at 9 o'clock on the 9th Green... it's a secret of the Pros" - Shooter McGavin

Thank you all,

Sergio I. Fragoso Naja

President, ASCCA Chapter 20



OFFICERS & BOARD 2026

PRESIDENT

Sergio Fragoso ... 925-934-6665
germansportwc@gmail.com

VICE PRESIDENT

Matthew Weathers 925-932-6604
matthew@central-automotive.net

SECRETARY

Matthew Weathers 925-932-6604
matthew@central-automotive.net

TREASURER

Trent Courtney ... 925-942-3677
trent.franksauto@gmail.com

CHAPTER REPRESENTATIVE

Neal Wiebmer ... 925-798-1205
neal@cocoaautoservice.com

EDUCATION DIRECTOR

Steven Boone 925-997-6349
sboone@auhsdschools.org

MEMBERSHIP DIRECTOR

OPEN

DIRECTOR

Steve Elstins..... 925-676-8376
westcoastmufflers925
@yahoo.com

PAST PRESIDENT

Trent Courtney ... 925-942-3677
trent.franksauto@gmail.com

CHAPTER 20 Rep Report

For this month, the big focus is our ASCCA Annual Training Conference coming up September 11th through 13th. This is the event we have been talking about and building excitement around, and now it is right around the corner.

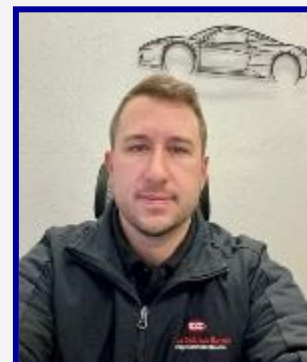
I want to really encourage anyone who has not signed up yet to take another look at making it happen. This is one of the best opportunities we have as shop owners to step out of the shop, spend time with other people who understand this business, and come back with ideas that can actually make a difference in our shops.

I would also still encourage you to think about bringing members of your team. Whether it is a service advisor, manager, technician, or someone you are developing into a future leader, these events can be incredibly valuable. Sometimes hearing the message from outside the walls of our own shop makes a bigger impact than we realize. It gives our team members a chance to learn, network, and see the bigger picture of what ASCCA and our industry are all about.

After the September conference, we have the November Team Weekend coming up, November 14th and 15th at the Embassy Suites Riverfront Hotel in Sacramento. This will be another great opportunity to stay involved, connect with other members, and continue building stronger shops and a stronger association.

I hope to see a strong turnout from our chapter, and I hope you will consider bringing someone from your shop with you. It is an investment in yourself, your team, and the future of your business.

Neal



2026 ASCCA ANNUAL TRAINING CONFERENCE
SEPTEMBER 11-13, 2026
HILTON IRVINE/ORANGE COUNTY AIRPORT

REGISTER TODAY!

ASCCA.COM/TRAININGCONFERENCE

SCHEDULE

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".



Saturday, November 14: Embassy Suites Sacramento Riverfront Promenade
100 Capitol Mall, Sacramento, CA 95814

Sunday, November 15: Board of Directors Meeting at the AMG Offices
(RSVP is required for admission into the building)
One Capitol Mall, Ste. 800, Sacramento, CA 95814

[View the Notice](#)

Registration is FREE for Members and will also be available via ZOOM!



Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940
www.ascca.com

EACH ONE REACH ONE!



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

For assistance please call (800) 810-4272 or email info@ascca.com



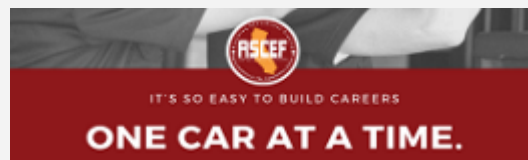
Dear CoreMark Client, As a friendly reminder, some employers are required to provide their Medicare-eligible employees with a Medicare Part D Disclosure Notice, as summarized below.

Employers providing group prescription drug coverage to Medicare-eligible individuals – including both employees and dependents – must distribute notices to such individuals indicating whether their employer-sponsored prescription drug coverage is creditable or non-creditable.

This notice must be given out to eligible enrollees once annually, **no later than October 15th**. As an added convenience, a model notice from CMS is provided below.

As an employer, you are also required to report the creditable status of your offered coverage to CMS annually, and within 60 days of any changes that affect your creditable status. You can fulfill this reporting requirement through the link below.

[Model Notices For Creditable & Non-Creditable Coverage \(English & Spanish Available\)](#)
[Online Reporting For Creditable Status](#)



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**](http://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
Scholarship*

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

Mary Kemnitz
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



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	916-223-0559 csmith@bgfleming.com
	Nels Johnson	707-301-5484 nels@bgfleming.com
Digital Financial Group	Shannon Devery	626-476-9016 'shannon@fdis-sangabrielvalley.com
O'Reilly Auto Parts	Jonathon Fontana	925-209-0353 jfontana3@oreillyauto.com
	Edgar Vazquez	949-903-8630 evazquez16@oreillyauto.com
NAPA Auto Parts	Terrie Drewry	916-417-8442 terrie_drewry@genpt.com
SC Fuels	Mark Williams	408-625-6059 williams@scfuels.com
	Derik Riesberg	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 Appenzato
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



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AUTOMOTIVE TRAINING EXPO

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DoubleTree Hotel Spokane, WA

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EXP. AUG. 21 All-Inclusive Early Bird NWACA / ACA Member Pricing **\$435**
 Non-members: \$570 | NWACA Member pricing after August 21: \$470

The All-Inclusive package includes all of the following:
 Choice of any classes offered - Friday and Saturday
 Friday Sponsor Appreciation Night - Hors d'oeuvres and no-host bar
 Breakfast - Saturday
 Lunch - Friday and Saturday

SCHEDULE

Keynote Presentations from: NAPA Autotech with their XcceleratoR Demo on Friday and Inspection Intelligence: From Keys to Estimate Before the Customer Loses Confidence by Dylan Nightser from Detect Auto.

DONUT 115 continued from next page ➡

Jim Linder was a legendary technical expert on vehicles. He taught many classes and assisted a lot of techs in repairing cars the right way. I was floored when he said he wouldn't spend more than a few hours on a car before closing the hood and turning the car back to the customer when we wasn't able to determine the fix. Really Jim? Yes, he said its the shop's job to turn a profit first. For the techs out there who belittle this line of thinking, riddle me this. How many times will you stay at a job when the paychecks bounce because the shop didn't make enough money to cover them?



That's what I thought. :)
 Share this Donut please.

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DONUT 115 - THERE'S NO MONEY IN THE MONKEY

Courtesy of ASCCA Ch 5

No car is going to beat me. I can fix it. This may be true. Maybe you can fix anything. The real question is, can you fix it and still make a profit? It's not your circus and it's not your monkey. You are under no obligation to feed and care for every monkey that someone wants to hand you.

Everyone has struggled at one time or another to repair a vehicle. This is not about technical issues, this is basic business management.

The real issue of any business is determining which jobs will produce a profit and which won't. Things to be evaluated when making those decisions:

Training—Have the techs attended training to understand how the machine was designed?

Tooling—Does the shop have the necessary tools and equipment suitable for the task?

Parts—Are the needed parts readily available?

Experience—Do the people doing the job have enough experience to understand what's involved?

Customer—Does the customer have the means and mental attitude to pay the bill? Many will claim to have the attitude, but often they don't have the moolah.

Management—Does the owner or manager have the discipline to know when to say no or when to quit?

Has someone else butchered an attempted repair, making it many times as hard to do the job after the fact?



One great idea regarding Diagnostic Time (Testing and Inspection) is for each tech to have a timer or stopping point for each segment of the operation? Techs are task oriented and most techs have a strong desire to succeed fixing the car. Human nature causes us to believe we've almost got it, we can't stop now.

Stopping points are critical for every job, especially testing and inspection. The office and the shop need to be in constant communication. When time runs out and you're faced with changing parts for diagnosis, walk away.

An auto repair shop is a business and should be run like one. When I've previously visited this topic, I've been belittled by techs who accuse me of just having an oil change shop because I don't fix everything. So, my question to them is how will they meet payroll on payday? Running up the clock finding electrical problems on a flood car isn't exactly a real profit center. Here are some strategies to consider.

First, limit what you take in. That intermittent electrical problem on the Jaguar that's had a small block Chevy engine swap after a fire should probably stay on the tow truck. Consider the gross profit per hour on each job. New shops get overwhelmed with engine swaps or big work because the job doesn't pay well.

Established shops want too much money or have already declined, which is how this stuff gets dropped off at the new shop. Soon the new shop's parking lot is packed, customers are calling every hour and the shop is not making money.

Know when to walk away. Know how to set a dollar boundary with the owner before even starting. Be firm about getting paid for "testing and inspection". Be extra firm that you are NOT selling a fixed car. You are selling information. Report your data, write your observations. Make the story sell your effort and objectivity.

Continued on previous page ... 

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>

[August 2026](#)

ASCCA Benefits Summary Page

ASCCA attorney, **Jack Molodanof**, 916-447-0313, <jack@mgrco.org>
**Legislative and Regulatory Updates, BAR Advisory Group meeting
summary, August 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 - August 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

One Capital Mall, Suite 800, Sacramento, CA 95814

Tel: (916) 924-9054, (800) 810-4272; Fax: (916) 444-7462

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](#)



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.