

Automotive Service Councils of California

MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 21, Issue 10- APRIL 2026

APRIL 8, 2026

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

Sergio invites you to

Join us,

Shake a hand,

Meet a friend

Bring a guest

Next week's Mixer

April 14th, 2026 ~ 6-9 pm



**AT CALICRAFT UPSTAIRS
1501 MT. DIABLO BLVD
DOWNTOWN WALNUT CREEK**



**Come as ASCCA Chapter 20's guest for the dinner / snack part;
alcoholic beverages are your responsibility**

President's Message - April 2026



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Hello Chapter 20 Members,

Happy April everyone! First quarter of the year is in the books!

Last month we had a great turnout as we touched on some hot topics regarding credit card processing. Thank you to Shannon for providing us with her wisdom and guidance on how to stay in compliance regarding credit card fees.

This month we will be meeting at the new CaliCraft location in Walnut Creek on April 14th. Come join us, shake a hand, and meet a friend!

Hope everyone's business is booming. If there are any topics you'd like to see be part of our chapter meetings, please email me or any of the Board members, and we'll do our best to make it happen!

I have a one-question survey that can impact your shop. Please take a moment and fill it out. Thank you all in advance!

<https://docs.google.com/forms/d/e/1FAIpQLSfXLM7eyMv2cDt8FwieXvNQhb4pHhm1Pvtg5t79iV6ROoj9Tw/viewform?pli=1>

QR code for the one-question survey, if you prefer:



Or feel free to email me at: germansportwc@gmail.com

Yours Truly,
Sergio I. Fragoso Naja
German Sport
ASCCA Chapter 20 President

CHAPTER 20 Rep Report

Hello Chapter 20,

Another awesome Team Weekend in the books! We had nearly all the California Chapters represented in Sacramento. We now shift our focus to the upcoming Annual Training Conference in Irvine, CA September 11-13. A lot of great speakers have already been lined up with 10+ classes including "Knowledge is Power, Pico Scope", "Elevating your DVI Experience", "Tax and Wealth", and more! If you have anymore questions email Natalie Perry at nperry@amgroup.us



Thanks,
Neal Wiebmer
Contra Costa Auto Service



See Anne Mullinax's Team Weekend wrap-up report sent through TeamTalk

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".

Electronic Waste Recycling Act - Effective Jan 1, 2026

Source: ASCCA March 2026 newsletter

Senate Bill 1215, enacted in 2022, revises requirements governing products that contain built-in batteries. The law took effect on January 1, 2026 and expands upon the Electronic Waste Recycling Act of 2003. Its purpose is to lower the risk of fires caused by discarded batteries and to strengthen battery recycling efforts.

Starting in 2026, consumers who purchase products with non-removable batteries will be charged a recycling fee at the time of sale. The fee is 1.5% capped at \$15.00 e-waste recycling fee. The law broadens the definition of covered products to include many electronic devices with batteries that cannot be easily taken out. Examples include laptops, power tools, dash cams, GPS devices, **as well as automotive Tire Pressure Sensors (TPS) that have small permanently embedded lithium batteries**

Cal Recycle will begin processing reimbursement claims from authorized recyclers that collect and handle these products on April 1, 2026. All retailers, including automotive repair dealers that sell covered products must register with the California Department of Tax and Fee Administration and are responsible for collecting the required recycling fee from customers at the point of purchase.

Additional info: <https://calrecycle.ca.gov/electronics/embeddedbatteries/>



**Congratulations to Nick Gale
(Los Medanos College) and
his wife on the birth of their baby
daughter !**



2026 Annual Training Conference

Exhibitors: **SIGN UP BEFORE APRIL 17TH TO RECEIVE A 10% DISCOUNT OFF YOUR SPONSORSHIP OR EXHIBIT PACKAGE!**





Alhambra High School Automotive Technology Teacher Position Still Available

Thank you to Nick Gale and Steve Boone for this information ~ Nick states "We have to keep high school auto shops strong and thriving for the sake of our industry and the students coming up behind us."

Dear Automotive Training Department,

My name is Frank Beede, and I am the Principal of Alhambra High School in Martinez, CA. We are currently seeking an Automotive Technology Teacher for the 2027-2028 school year and beyond. I am hoping that you could pass this info along to anyone in your program that you think might be interested or a good fit.

This is a **full-time position** with a typical work schedule from **8:00 AM to 3:30 PM**.

We are looking for a dedicated professional who meets the following qualifications:

Minimum of three (3) years of industry experience.

- High School Diploma (or equivalent).
- A passion for teaching and supporting the next generation of auto mechanics.

The program currently offers two classes: Auto Tech 1 and Auto Tech 2. Alhambra High School is deeply committed to Career and Technical Education (CTE), and our automotive program has been very successful over the years.

If any individuals from your school are interested in this opportunity, please direct them to apply on EdJoin using this [link](#).

Thank you for your assistance.

Sincerely,

Frank Beede, Principal,
Alhambra High School, Martinez, CA
(925) 335-5810 x1804



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.

We appreciate all the support! [Link](#) to the 28 minute February 2025 webinar

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

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 925-798-1205

Dick & Ryan's Auto Repair
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 Livermore, CA 94550
 925-373-9055

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

European Auto Repair
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 925-942-3677

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 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

Moorhead Automotive Ctr
 Moe Kakar
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 Fairfield, CA 94533
 916-504-1204

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 Allen Pennebaker
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 Orinda, CA 94563
 925-254-2012

Orinda Shell Auto Care
 Kathy Mitchell
 9 Orinda Way
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 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.
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 925-288-0766

Solano Way Auto Repair
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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
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DONUT 102 - HOW MANY CARS SHOULD YOU TAKE IN A DAY?

Courtesy of ASCCA Ch 5

Submitted by Gene Morrill Of Certified Automotive Specialists in Glendora

If you are getting behind or struggling with scheduling, here are some answers. This doesn't apply to quick lube lanes, those are just wait in line until you get done.

Use your system to look up your number of repair orders or cars written up for service during the last year. Count the number of days the shop was open.

Now divide the number of cars serviced by the number of days open. Holy genius, Bat Lady. The sun just came out. That is the number of cars you should take in per day. Don't worry about the variables. They will work out. That oil change might be an engine overhaul, that huge job an oil change.

The easy part is over. Let's get into real shop management.

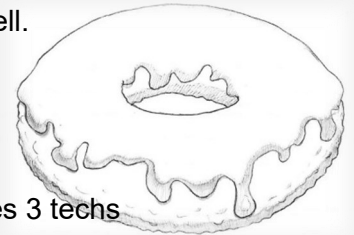
Count the number of days you were open in the last year. This excludes holidays and vacation days, since you were closed those days. Well duh. Multiply the number of days open times the number of hours per day times the number of techs. That is your total hours available to sell.

Example:

Days open per year - 250

Hours open per day, minus lunch - 8

Number of technicians - 3 Now the math. 250 days times 8 hours = 2000 times 3 techs
= 6000 hours available to sell.



The toughest part of all is next. Compare the number of hours AVAILABLE to sell with the total number of actual, real billed hours that you did sell. This is the acid test.

If you are two weeks behind and can't get it all done, were your billed hours way less than the hours you were open? Many shops may not only need to raise your rates, you may need to adjust efficiency.

Start by being honest. Are you charging for testing and inspection on every job that comes in that isn't just straight maintenance? Free inspections attract a lot of freeloaders.

Are you all bogged down by big jobs that don't produce an hour of billed time for every hour spent on the job?

Are you losing time trying to fix things for less than it would be if you just did the job right the first time? Sometimes saving people money "because you can't charge that much" takes food off your own table.

This is just an assessment, not a fix. Search the donuts for answers I have already posted in the previous 101 Donuts.

Talk your friends into joining. There is no better source of FREE Auto Repair Shop Management than right here.

Share this post. Print this off, lay it on proper desks.

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Link to ASCCA Chapter 16's March on-line meeting about this same topic:

https://drive.google.com/file/d/1jCxIBFMv7PupoYM_tUrbTv-FycknD7f/view?usp=drive_web

Presented by Jim Kellas, Union City Auto and Ch 16 President: We'll discuss steps we can take to save the week. If we're keeping an eye on the numbers throughout the day, we can be proactive and turn a slow start into a solid week; it's never too late!

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>
March 2026

ASCCA Benefits Summary Page

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

Legislative Update for March 2026

Electronic Waste Recycling Act - Effective Jan 1, 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

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

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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

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.