

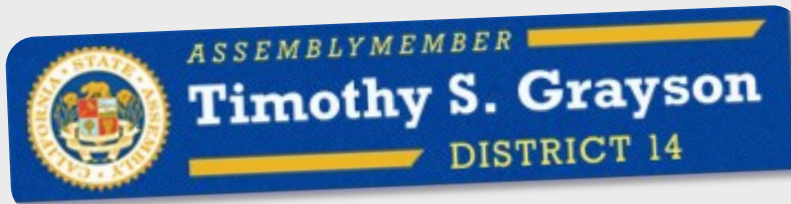
# MT. DIABLO—CHAPTER 20



ASCCA CHAPTER 20, Volume 14, Issue 9— MARCH 2019

MARCH 8 , 2019

## Wednesday, March 20th ASCCA Chapter 20 welcomes ...



Assemblymember Grayson was elected to serve in the California Assembly in November 2016 as the representative of the 14th Assembly District, which encompasses portions of Contra Costa and Solano Counties. He is the son of a Teamster father and his mother was a public transit worker. He is the first in his family to earn a college degree. In 2010, Grayson was elected to serve on the Concord City Council, serving on the Council until his election to the Assembly. He also served as Concord’s Mayor from 2014 – 2015.

Tim Grayson has been a longtime advocate for affordable and local higher education, and has worked to set aside 150 acres for a future 4-year university in Contra Costa County. Grayson serves on the Assembly Banking and Finance Committee, the Assembly Business and Professions Committee, the Assembly Jobs, Economic Development, and the Economy Committee, the Committee on Rules, the Assembly Local Government Committee, and the Assembly Select Committee on STEM Education. Grayson chairs the Select Committee on Streamlining Services for Victims of Interpersonal Violence.

Tim Grayson continues to serve as the Concord Police Department’s Critical Response Chaplain, a position he has held since 2007, providing emotional support and counseling to first responders, victims, and their families during and after critical crimes cases and events. Grayson also has maintained a license as a general building contractor since 1997.



[www.ascca.com](http://www.ascca.com)

### OFFICERS & BOARD

#### PRESIDENT

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

#### BOARD CHAIR

Mary Kemnitz .....925-356-0683  
mak300z@aol.com

#### TREASURER

Mary Kemnitz .....925-356-0683  
mak300z@aol.com

#### SECRETARY

Ginger Exner  
gexner6359@aol.com

#### MEMBERSHIP DIRECTOR

Dave Kemnitz ..... 925-356-0683  
jack300z@aol.com

#### EDUCATION DIRECTOR

Bud Dansie ..... 925-813-0372  
reddevilrestoration@gmail.com

#### MEETING COORDINATOR

Entire Board!

#### CHAPTER REPRESENTATIVE

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



**Zio Fraedo’s, 611 Gregory Lane, Pleasant Hill, CA 94523 ~ 6:30 pm**

## ASC-CA 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".*

## President's Message - March 2019

Hello Chapter Members.

This has been a cold winter for sure. I'm sure that battery sales are off the charts this month.

A bit of time ago I said that I was looking into App's for our shop use as far as customers' needs. My son, Sean, has been doing quite a lot of work in that field. He educated me a tiny bit. App's, when linked to a large group, work very well. Hence, our Association would be a prime example.

I asked him how this could work. He said that a lot of companies either offer discounts or other usable products to retain customers. I suggested, instead of discounting our goods and services, how about offering a longer warranty on premium parts? He said that was a good idea. I also mentioned offering Uber or Lyft service when a customer drops off their vehicle for work. I'm sure that everyone reading this has some great ideas what your shops could offer without discounting your work.

I asked him about other forms of advertisement ? He said that TV advertisements have lost a lot of ground with streaming and smart TV's quieting out the commercials. Websites are still effective but App's are leading the way. He said that one thing we have going for us is our client base. The App's will really help with retention of existing customers. They also work extremely well for referral (word of mouth) because it is so convenient when it is already in their phone. The existing customer just shares the App.

Your Board will be looking into this technology and how affordable it can be made state wide for all members interested. I will have more info very soon. Stay warm and see you all soon.

*Steve E.*



## Chapter 20 welcomes new CAT - California Automotive Teachers - Member



Paul Hidy  
Solano Community College  
1687 North Ascot Parkway  
Vallejo, CA 94591  
707-864-7000, ext 5746  
paul.hidy@solano.edu





March update from Mary Kemnitz's Rotary Club

Clayton Worsdell and Valley Sunrise Rotary reported in their newsletter: "Our Team delivered eight cars to Chico on Thursday, February 21st. This now makes a total of 33 cars donated so far through the Cars4Paradise program. There were nine of us who went to Chico to deliver the eight cars. The driver for the return ride to Concord, Mario, generously volunteered to drive the 15 passenger van donated by Russ Anderson. A big thank you goes out to Mario. We saw snow on the mountain tops on the way up, and a pretty sunset on the way back.

Dave Kemnitz was blown away when Russ Anderson donated the use of a van to shuttle everyone back from Chico during the last auto donations. It was one of the used vehicles he had standing on his lot for sale and we all want to extend a big thank you to him.

1996 Honda Shadow Fundraiser - Don't forget the next Paradise fundraiser is scheduled for March 23 at the Mondavi Center in Davis, where the Honda Shadow is being auctioned off. It was donated by Cars4Paradise, tickets are \$20 each. See Dave Kemnitz.

Contact Mary and Dave at [D&H Enterprises - www.dandhautorepair.com](http://www.dandhautorepair.com) - 925-356-0683



**Win this 1996 HONDA SHADOW**  
 57k miles, fresh major engine service with carburetor overhaul, new seat covering, nice windshield lots of chrome, looks and runs very good, new battery, good tires, ready to Ride!!!! Runs like brand new!

Donated by Cars4Paradise.org  
**TICKETS \$20<sup>00</sup>EACH**  
 Proceeds to Paradise Rotary Foundation

Only 1,000 tickets will be sold!  
 Drawing March 23, 2019 • Mondavi Center UC Davis

0001

**Rotary Clubs**  
 Vacaville • Historic Folsom  
 Clayton Valley Concord  
 Paradise

<https://www.clunkers4charity.org/>

Few vehicle donation programs in the U.S. maintain our low overhead — that means more of your donation goes to organizations helping people in the local community and throughout the world. Cars2ndChance and Clunkers4Charity accept vehicles of ALL types, in ANY condition, RUNNING or NOT.



We want to thank you for giving us the opportunity to Donate our 2004 Buick Rendezvous. ...Dave made the process so easy, and very positive. ...We just wanted to get the Tax Write off, but Dave made it clear to us that this was a GIFT to improve someone's life. Julia and Joe Aguilar, 2013



Many vehicle donation programs cannot make this AMAZING claim. We do not have costly administrative overhead and our organization is composed entirely of volunteers. This is consistent with the Rotary International motto — Service Above Self.



## 2019 Meeting Calendar

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

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

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

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

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

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

**July 17, 2019 ... Vendor Fair**  
(to be confirmed)

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

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

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

All meetings subject to final confirmation by scheduled speakers and Board. If you need more information about ASCCA Chapter 20's meetings, please contact Steve Elstins, West Coast Muffler, 925-676-8376 OR Mary Kemnitz, D&H Enterprises, 925-356-0683



## March 8th - International Women's Day

The entire month of March is recognized as **Women's History Month**; a time to celebrate the tremendous contributions that women have made throughout history. March 8 is **International Women's Day** when global celebration takes place. They both highlight women's' achievements in every part of our society and throughout the world. (Joan Donofrio, Valley Sunrise Rotary)



### International Women's Day 2019 campaign theme: #BalanceforBetter

The future is exciting. Let's build a gender-balanced world. Everyone has a part to play - all the time, everywhere. From grassroots activism to worldwide action, we are entering an exciting period of history where the world expects balance. We notice its absence and celebrate its presence. Balance drives a better working world. Let's all help create a **#BalanceforBetter**.  
<https://www.internationalwomensday.com/Theme>

# CHAPTER 20 MEMBER LIST

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

50/50 Xtreme Auto Glass  
O'Neill Tasleem  
2098 Market Street  
Concord, CA 94520  
925-676-2000



# LOS MEDANOS COLLEGE

*You are invited to join in!*

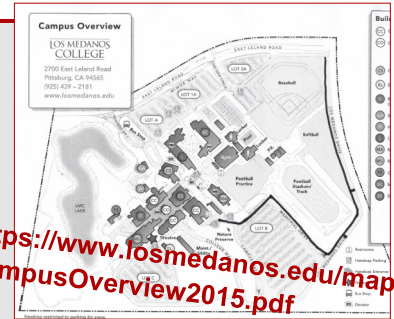
~ Friday, the 17th of MAY at 6pm ~

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

Other Chapter members are welcome to speak or attend.  
Let Earl Ortiz and Mary Kemnitz know. Map and directions to follow.

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

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



## Project Update!

The build is going great. We obtained one volunteer, Bobby Sturgeon. Bobby is a great asset to our club. We are 30% done on the engine rebuild. We no longer are in need of a crate motor. We are almost done with auto body preparation and ready for primer and paint. We still need some expertise help on front suspension assembly. The club obtained six new freshman in the last month. We have extended our shop time to two days Wednesday's from 230-700 pm and Thursdays 0330-700 pm. We have incorporated a study hall in the club program to assist students in homework, cyber high and college preparation.

We are in need of money for a TV so we can use it for displaying assembly manuals, YouTube videos on the process of repair. We also need money or donation for wheels and tires, wiring harness and upholstery for the interior. *Nick*

Nick Brys can be contacted at (916) 804-5911; [nicholis.brys@cityofconcord.org](mailto:nicholis.brys@cityofconcord.org)

Or Scott Smith at (925) 603-5859; [scott.smith@cityofconcord.org](mailto:scott.smith@cityofconcord.org)





## *Automotive Aftermarket Industry Legislative Day, April 23<sup>rd</sup> 2019*



**Please join the Chapter 20  
contingent for an important day  
at the Capitol.**

**Your presence and contribution count! The Chapter will cover  
your train fare; breakfast and lunch are provided.  
It's also a lot of fun!**

**Together we can make our Voices heard.  
Give Steve, Mary or Rich a call to let them know you'll be part  
of the team, and register at the link below.**

<https://www.ascca.com/events/automotive-aftermarket-industry-legislative-fly>

### **The Automotive Service Councils Educational Foundation Proudly Announces New Women in Automotive Scholarship Fund**

SACRAMENTO - The Automotive Service Councils Educational Foundation (ASCEF) is proud to announce its new Women in Automotive Scholarship fund. This fund is created by the Automotive Service Councils of California (ASCCA) Women in Automotive Committee (WiAC).



WYNKR 1/29/2019

"Although women are almost half of the U.S. labor force, they represent only about one-quarter of the automotive workforce," said committee member Wendy Lucko. "By creating this scholarship, we hope to unite, inspire, and mentor non-traditional employees to consider a career in the automotive industry."

[Continue reading the press release](#)

## Apply for ASCEF Scholarships Today!

Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2019 scholarships! Each year, the ASCEF awards 18 scholarships ranging from \$500 - \$1,000. These scholarships provide assistance to current under-graduates who are in the automotive service field.



To be eligible for these scholarships, an applicant must be a:

- California high school senior who plans to enroll in post high school technical and academic training or
- California college under-graduate in the automotive service field.

**Applications must be submitted by March 31, 2019.**

To apply online visit <https://www.automotivescholarships.com/scholarshiptype.cfm?type=39>.

The ASCEF is a nonprofit corporation dedicated to supporting and advancing the entire automotive industry through technical education and training, scholarships, and other industry inspired programs.

To learn more about the ASCEF, visit [www.asc-ef.org](http://www.asc-ef.org).

See also P.7 for new **Women in Automotive** fund



## How to Apply for Automotive Training Scholarships

January 22, 2019 - Thanks to Rocky Khamenian for sharing



If you or someone you know is interested in receiving a scholarship for industry training, the Automotive Aftermarket Scholarship Central, sponsored by the University of the Aftermarket Foundation, makes it easy to connect those interested with monies available. Automotive Aftermarket Scholarship Central features available scholarships for students training to become automotive, heavy duty or collision repair technicians, as well as studying business, engineering or other courses of study.

Hundreds of automotive scholarships are awarded each year. Each completed application will automatically be considered for every scholarship where the criteria is met. To apply, visit [automotivescholarships.com](http://automotivescholarships.com).

Scholarships are available for students attending a 2-year or 4-year college or university, or an accredited post-secondary school for automotive, heavy duty or collision repair technicians. In 2018, 305 scholarships totaling \$405,000 were awarded with an expectation to award even more scholarships this year.

**The scholarship application deadline is March 31.** For more information, text your name and email address to 720-903-2206 for more information on how to apply.



<https://www.tirereview.com/how-to-apply-for-automotive-training-scholarships/>

<http://www.uofafoundation.com/news.html>

Also see P.7 for new ASCEF Women in Automotive scholarship fund







## Random Thoughts

By Jerry Kubitsky



*Thank you to ASCCA Chapter 24 Byways Newsletter  
February/March 2019 ~ <http://asca24.com/newsletters/>*

For many years now I have written the What Did I Miss column for the Chapter Newsletter. I've decided to try something different this year. I call it Random Thoughts and it's made up of ideas that I think can help our membership and their businesses.

My hope is that each month I can present some ideas that someone hasn't thought about and can take action on. Let me know what you think.

### Random Thoughts:

- Taking your employees out to dinner. Every year I take my employees out for Christmas dinner. It's a way to show my appreciation for their hard work. However you don't have to wait till Christmas, do you?
- Create a memory for one employee or several of them. Pay for a special weekend. Send them with their special someone to one of the nice hotels on the Bay or to Catalina. Give them some spending money to have a good time. They will remember the special weekend forever.
- Or make a weekend get away part of a bonus every quarter. Set a goal for them to reach.
- What's the last impression your customer has of you and your service? Make it special. Give them something other than the bill and a smile. Leave some movie tickets with a "thank you" card on the front seat or a flower. Be creative.
- How do you get ideas? By looking for them first. New ideas are all around you, but you have to train your mind to see them. Listen to Pod Cast like Remarkable Results or read Ratchet and Wrench or just go to the chapter meetings. New ideas are everywhere.
- How do you eat an elephant? One bite at a time. How do you get rid of junk in your shop. One small pile at a time. Have your team pick one area at a time and clean it up. Take photos.
- Are you a hero in your community. Are you part of a charity event. If so, contact Jerry Kubitsky at 619-463-9400. I have a new program with the Public Relations Committee and I'll help you get the word out.
- Legislation Day is Tuesday April 23, 2019. John Eppstein and I will be flying out Tues morning at 6:35 am and returning on a 3:55 flight back. You won't believe how great of a time you will have and how much of a difference you can make. For more information contact me, Jerry at 619-463-9400. There are several incentive programs for first time participants but you better hurry.
- Team Weekend: You have to go. Period. Bill Hass gave a great presentation on Leadership this last week and you get to see up close what gets accomplished by your State Board. I suggest you go up early Friday morning and take time to tour Sacramento. I love the Train Museum and Old Town but the Capitol is not that far away and is also a fun tour. Saturday night we always have a great big dinner and enjoy just relaxing with each other. Take a break from work. Next Team Weekend is May 18-19 in Sacramento. Come join us.

Till next time.

Sincerely,

Jerry Kubitsky



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

# ASAP

**Auto Shop  
Accounting  
by Phillips**  
[www.asapcpa.net](http://www.asapcpa.net)

**Are you paying too much in Payroll and Income Tax? If so, what can You do to minimize your tax cost?**

- ◆ Tax laws have recently changed. How can you most benefit from these changes?
- ◆ Does your choice of tax entity benefit you most?
- ◆ Should you be a Sole Proprietor, "C" or "S" corp. or LLC/Partnership?
- ◆ Do you know if you qualify for the 20% tax break for small businesses?
- ◆ Are you depreciating your equipment purchases so you get the maximum tax deduction?
- ◆ Is it better to lease or buy an automobile? Should you have a company car?
- ◆ How do your financial results compare to the average shop? How do they compare to the top 25%?

The "Bottom Line" is that our accounting, payroll and tax service is geared to help you make the most profit and pay the least amount of taxes legally, all at an affordable fixed fee. Please call me today for your FREE consultation to see how my 40 years of experience can help your shop run smoothly on all cylinders!



**Book your free  
one-hour  
consultation today  
Scott Phillips  
Call (925)478-3943**



**Having Trouble Hiring Qualified Candidates? Need a Temporary Employee on a Short Notice?**

Finding qualified candidates is a full-time job that most shop owners don't have time for. Technology makes it easy for applicants to apply for 10-20 jobs at a time. Mechanics Marketplace puts you in front of the line and screens the best candidates for you to interview first.

**Here's what Mary Kemnitz from D&H had to say:** "After months of unsuccessfully searching for technical staff we discovered Mechanics Marketplace. The service is incredible. Within two days, several interviews were scheduled and we were able to choose from candidates that were both skilled and fit into our business culture beautifully. 5 stars to Mechanics Marketplace!!"

For more information, call Elie Massabki at 650-867-1072 and register for free to find temporary employees at:  
[www.MechanicsMarketplace.com](http://www.MechanicsMarketplace.com)

## Hans' Training Resources

**ESI** – Maylan Newton - Service advisor and Owner management training 888-338-7296

**Worldpac Training** – [worldpac.com/training](http://worldpac.com/training) – Offers both management and technical training, local classes available

**Car Quest CTI** - Offers technical training 1 class every 2 months, contact your sales representative for more details.

**Techelp** - Longer term training to bring your people up to speed with late model electrical systems and classes for smog update and new licensing. Contact Jon Brown: 888-747-8888. Or see his schedule at [www.tec-help.com](http://www.tec-help.com)

**ATG** – Automotive Training Group [www.atgtraining.com](http://www.atgtraining.com) – Advanced training various topics. 800-233-3182,

**RLO Training/Bottom Line Impact Groups** [www.rlotraining.com](http://www.rlotraining.com)

**ATI** – [Autotraining.net](http://Autotraining.net) – Offers coaching services for shop owners

**Elite** – [Eliteworldwidestore.com](http://Eliteworldwidestore.com) – On line and service advisor training

**SSF** offers European training topics (MZB, BMW, Porsche) <https://www.ssfautoparts.com/>

# Chapter 20 Members News and Info



## Meet the A Team one more time! Superior Auto Parts

Horacio "O" Parra 925-305-1624 horacio@trimoninc.com

Jesus Godinez 925-325-2049 jesus@trimoninc.com

Nick Caron 925-428-3924 nick@trimoninc.com



Nick Caron, Jesus Godinez, Chris Sanchez (Head of Operations) and Horacio Parra



### INTELLIGENT SOLUTIONS



Our Choked Air Flow Calibration and Test System ensures precise mass airflow output to match the OE so you can install Standard® and Intermotor® NEW MAF Sensors with confidence. As a result, our Sensors match the OE output precisely, and perform flawlessly under all operating conditions, every time.

#### Features and Benefits: SMP-Manufactured NEW MAF Sensors



One of the most important factors for MAF sensor performance is precise testing and calibration. This is what sets Standard apart from the rest. With onsite engineering, design, and test labs at our ISO/TS16949- and ISO14001-certified manufacturing facility in Orlando, FL, Standard is able to produce 100% new MAF sensors that precisely match the OE output and perform flawlessly under all operating conditions. Here are just a few of our testing and calibration techniques:



**Choked Airflow Testing and Calibration**  
accurately measures and calibrates our new MAF sensors



**Salt and Chemical Contamination Testing**  
ensures MAF sensors withstand harsh environmental conditions



**On-Vehicle Road and Vibration Testing**  
ensures performance and durability in real-world conditions



## ASCCA Member Exclusive Offer!

**ASCCA Partners with Educational Seminars Institute (ESi) Again to Bring You Special Course Offerings in 2018!**

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

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

WYNKR 3/5/19





Hello, all...

My name is Mitch Schneider and you may know me from my columns in *Ratchet+Wrench*, the automotive shop management series I wrote or the seminars and speaking engagements I've presented over the years. I am also an honorary lifetime member of Chapter 5.

What you may not know is that five years ago I was diagnosed with Primary Myelofibrosis, an extremely rare bone marrow cancer. With the exception of a stem cell/bone marrow transplant, the disease is chronic, untreatable and incurable.

The City of Hope has located a donor and we are tentatively scheduled to begin the transplant process on March 18. One of the few things we are certain of is that I will need a number of transfusions: both for whole blood and especially for platelets.

Donating whole blood and platelets is truly a gift of life. Not only for me, but for many of the other City of Hope transplant patients.

I recognize this is a big "ASK," but if it is something you might consider, I've included two (2) attachments for you. The first is the City of Hope's "**Before You Donate**" brochure, which explains who is *eligible* to donate, the list of medications and/or conditions that would prevent you from donating, how you make an appointment, the number to call and what to bring with you in the way of personal identification (valid driver's license, passport, etc.). **Please read it before you before you drive to the hospital!**

The second attachment is the City of Hope's donation schedule, with the days, times and the phone number to call: [626.218.7171](tel:626.218.7171), for an appointment as well as the link for online scheduling ([DONOR CENTER ONLINE SCHEDULE](#)). (Calling is really the better option here!)

This is truly an instance where you or someone you know can really make a difference.

I hope you will find a way to share this as the transfusions are a critical part of the treatment and a successful transplant is my only hope of a cure.

Thank you and if you have any questions please don't hesitate to call...

*Mitch*

Mitchell Schneider ~ [mitchelljs@mitchsworld.com](mailto:mitchelljs@mitchsworld.com) ~ Cell: 805-660-1530 (See email of February 28, 2019)

**City of Hope**  
**Blood Donor Center**  
[iDonateBlood4Hope.org](http://iDonateBlood4Hope.org)  
 Monday & Tuesday: 9:30am-6:30pm  
 Wednesday: 8:00am-5:00pm  
 Thursday-Saturday: 7:00am-4:00pm  
 2nd Sunday of each month: 7:00am-4:00pm  
 Call (626) 218-7171 to schedule your appointment to give!



## Chapter 20 appreciates its Associate Members and Branch Members

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## The ASCCA Advantage



The ASCCA Advantage outlines the value of ASCCA membership. We are proud to be able to offer a number of discounts and intangible benefits that are uniquely provided by our association.



## Corporate Partners - Increasing Your Membership Value

### BUSINESS SUPPLIES, EQUIPMENT & SERVICES


	<p>ASCCA members get access to Auto Care Association's publications, the Aftermarket Insider and the ACA Capital Report, as well as member discounts on ACA publications and events. Call to see how you can save up to \$600 a year!</p>	<p>Kathleen Schmatz, (301) 654.6664 kathleen.schmatz@autocare.org</p>
	<p>AESwave specializes in sales and support of automotive diagnostic equipment. Each day, thousands of technicians, educators, trainers, engineers, and technical writers use products and strategies developed at AESwave.</p>	<p>Carlos Menchu, (877) 351.9573 info@aeswave.com www.aeswave.com</p>
	<p>This partnership provides Platinum level membership pricing, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more!</p>	<p>Jim Gray, (704) 301.1500 jim.gray@autozone.com</p>
	<p>Provides maintenance services, equipment training &amp; consumer education materials. Increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving your customer's driving experience and vehicle performance.</p>	<p>Eric Waln (949) 337.7484 Eric Elbert (805) 490.6000 Eric.E@petrospecsBG.com www.petrospecsinc.com</p>
	<p>Savings of 10-55% over other online travel agencies from thousands of hotels worldwide. Visit <a href="http://hotelstorm.com/ascca">hotelstorm.com/ascca</a> and use password Auto 1234 to get your discount.</p>	<p>concierge@hotelstorm.com www.hotelstorm/ascca</p>
	<p>LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines.</p>	<p>Steven Poole, (562) 320.2398 SJPoole@lkqcorp.com</p>
	<p>The leader in automotive thermostats, fuel, oil and coolant caps sold to the North American automotive aftermarket. Their line of thermostats is one of the most advanced in the automotive industry, using state-of-the-art manufacturing equipment, with strict quality control and functional testing, ensuring high quality and long-lasting products.</p>	<p>Sean Ruitenber, (618) 599.5196 sean.ruitenber@moto-radusa.com</p>
	<p>Motul is the first lubricant manufacturer to pioneer the formulation of a 100% synthetic lubricant for automotive engines, the 300V, making use of Esters technology and issued from the aeronautical industry. Motul's 8100 line of 100% synthetic oils have OE approvals from manufacturers such as Porsche, Audi, BMW, Mercedes-Benz, and VW.</p>	<p>Nick Bagley, (909) 538.2041 n.bagley@us.motul.com</p>
	<p>NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognized automotive, collision, and truck service centers. NAPA's mission is to help all member businesses increase their car count and sell more services.</p>	<p>John Hartman, (619) 360.4910 NAPA SoCal District Sales Manager john_hartman@genpt.com</p>
	<p>Streamlined business supply ordering process. Free delivery over \$50. Custom pricing and discounts for ASCCA members.</p>	<p>Michael Nitz, (855) 337.6811 Michael.Nitz@officedepot.com <a href="https://business.officedepot.com/">https://business.officedepot.com/</a></p>
	<p>Get access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform every day, a nationwide road-hazard tire warranty, shop management training, nationwide roadside assistance, technician training classes, competitive pricing, early pay discounts, electronic ordering discounts, and more.</p>	<p>ASCCA@oreillyauto.com</p>

 <p>Print &amp; Direct Mail Made Easy</p>	<p>Mail Shark approaches direct mail strategically by providing penetration reports and demographic analysis to make sure you're reaching the right people. They'll make it easier for you to grow your car count, manage your budget.</p>	<p>Josh Davis, 484-648-8626 josh@themailshark.com www.themailshark.com/ascca</p>
	<p>DFC is the leading manufacturer of award-winning automotive braking systems. They maintain a huge selection of brake parts for all domestic and foreign vehicle applications. Their engineers, product managers, and R&amp;D staff work hard to give their customers first-to-market advantage.</p>	<p>Dan Biezorsky, 951-200-0953, danb@dynamicfriction.com, http:// www.dynamicfriction.com/</p>

**EDUCATION PROVIDERS**

	<p>The ACT Group is a partnership of long time automotive industry experts. Former Technicians, Service Writers, Managers, General Managers and owners of automotive facilities offer their expertise in a strong variety of industry training classes. Discounts are available to ASCCA members, including \$200.00 off our Service Advisor Classes.</p>	<p>Ray Kurz, 916-588-0775</p>
	<p>ATI has helped thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses for over 30 years.</p> <ul style="list-style-type: none"> <li>• They are the industry leader in automotive business coaching providing expert management and consulting services. Get weekly business coaching from an industry expert and classes in marketing, hiring, finance, leadership and sales.</li> </ul>	<p>Jim Silverman, (301) 575-9140, jsilverman@autotraining.net, www.autotraining.net</p>
	<p>Since 1984 ESI has provided independent repair shops with up-to-date full-facility training for management and personnel.</p> <ul style="list-style-type: none"> <li>• ASCCA Members have exclusive access to discounted training courses.</li> <li>• Save \$800 on every Service Writer course and \$55 on every seminar. (Space limited.)</li> <li>• <b>FREE 30 minutes of business consulting advice per month.</b></li> </ul>	<p>Maylan Newton (866) 526.3039, maylan@esiseminars.com.</p>
	<p>25% discount on all ASE exam study guides.</p>	<p>James Hwang (310) 857.7633</p>

**INDUSTRY NETWORKING WITH TOP AUTOMOTIVE TECHNICIANS**





	<p>iATN is the world's first and largest online network of automotive service industry professionals. -Get discounted access to up to 5 premium access accounts, free job ad postings, a private forum for your shop, and unlimited access to the iATN Knowledge Base that allows you to search iATN's databases of in-use industry knowledge compiled over the last 20 years.</p>	<p>Greg Montero (651) 628.5706 greg.montero@iatn.com www.iatn.net</p>
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**INSURANCE & LEGAL SERVICES**

	<p>Includes an enrollment discount of \$100</p>	<p>Customer Service (866) 923.7767, www.armstrongprofessional.com</p>
	<p>Competitive dental &amp; vision plans exclusively available to ASCCA members.</p>	<p>Mat Nabity, (916) 286.0918 mnabity@coremarkins.com</p>
	<p><b>FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!</b></p>	<p>Jack Molodanof, (916) 447.0313 jack@mgrco.org www.mgrco.org.</p>

**INTERNET MARKETING, WEB DESIGN & SEARCH ENGINE OPTIMIZATION**

	<p>The Kukui All in One Success Platform provides solutions for custom online marketing tools, website design, customer relation management, search engine marketing, email marketing and customer retention, and revenue tracking tools. Kukui will help you track stats about new clients, your customer retention rate, and will help you track areas of improvement through appointment forms, phone call tracking, and feedback from customer reviews. ASCCA members receive special pricing on custom website design.</p>	<p>Todd Westerlund (925) 980.8012 Todd@kukui.com or Patrick Egan (805) 259.3679 Patrick@kukui.com www.kukui.com</p>
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	Through internet marketing, Broadly gets great customer reviews on Google, Facebook, and other review sites. ASCCA members get a FREE account set-up (valued at \$200).	(800) 693.1089 marketing@broadly.com www.broadly.com
	Join the nation's largest network of elite auto repair shops. RepairPal Independently certifies auto repair shops nationwide for superior training, quality tools, fair pricing, and a minimum 12-month/12,000 mile warranty. RepairPal shops gets 8-10 new customer contacts per month, with an average repair order over \$500. (Estimated new business \$48,000/year)	Evan DeMik, (415) 595-3346 evan@repairpal.com www.repairpal.com
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	A comprehensive cloud-based tool that offers simple solutions to workflow management, communication, digital vehicle inspections, and quality control. <ul style="list-style-type: none"> <li>Developed by a shop owner designed specifically for the challenges shop owners face, AutoText.me's software is easy to implement and will save you time while you solve common shop problems. Available as a benefit to all ASCCA shop owners..</li> </ul>	Chris Cloutier (469) 546.5725, chris@autoflow.com, www.autoflow.com
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## ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP

**Local Chapters** – Chapter meetings give members unprecedented opportunities to meet, network and trade ideas with colleagues in your local area.

**Proudly Display Your ASCCA Affiliation** – Use of ASCCA sign, code of ethics, and logo for use on invoices, customer forms, etc.

**Communications** – The ASCCA Independent newsletter, email broadcasts, news alerts, member benefit flyers and our website.

**Member-to-Member Communications** – The ASCCA TeamTalk list serv provides members to communicate directly with their peers on a broad range of topics facing shop owners throughout California.



Scan here to learn more about your benefits or visit <http://ascca.com/resources/memberbenefits>

**Government Affairs & Political Representation** – Bill tracking, reading and analyzing constantly changing information and tracking bills via our website. Representation at government meetings, lobbying, etc. Hugely beneficial because it ultimately affects your bottom line.

**Educational Foundation** – ASCCA members can also participate in the association's educational foundation that raises funds for scholarships issues to students entering into the automotive aftermarket.



**Automotive Service Councils of California**  
 One Capitol Mall, Suite 800, Sacramento, CA 95814  
 P: (800) 810.4272 | F: (916) 444.7462  
[info@ascca.com](mailto:info@ascca.com) | [www.ascca.com](http://www.ascca.com)

**REFER A MEMBER  
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**REFER A FRIEND TO THE ASCCA  
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REFER A NEW ASCCA REGULAR OR ASSOCIATE  
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**Refer a Member Receive \$75**

You're eligible for a \$75 referral fee when you refer a new **Regular** or **Associate** member to ASCCA! Referral Awards are paid out when the member's annual dues are paid for their first year.

Contact Kari Groff in the ASCCA office if you have any questions at [kgroff@amgroup.us](mailto:kgroff@amgroup.us) or (800) 810-4272!



**New Sexual Harassment Training Portal -  
NOW LIVE!**

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

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WYNKR 3/5/2019




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**The Jeff Stich  
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Contact information for  
ASCCA's attorney, **Jack Molodanof:**  
916-447-0313 ~ [jack@mgco.org](mailto:jack@mgco.org)



**ASCCA State Office's contact information:**

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**Gloria Peterson** - Executive Director, Ext 108, [GPeterson@amgroup.us](mailto:GPeterson@amgroup.us)

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