

Automotive Service Councils of California

MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 21, Issue 7– JANUARY 2026

JANUARY 9, 2026



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



Let's begin 2026 with ...

When details matter

Pelle, Owner of The Detail Firm, will be going over ways to make profit on miscellaneous items that we overlook on a day-to-day basis (like headlamp restoration, wheel cleaning/ceramic coating etc), as well as products to use in cars for cleaning stains what we leave behind on the exterior and interior, and common safety practices to assure care is taken in showcasing to the client at vehicle pick up.

Pelle will include details on taking care of:

- Seat belts. Proper way to clean the fabric without compromising the safety of the belt.
- Carpet and floor mats.
- Seats, headliner, visors and steering wheel.
- Micro scratches on hood, doors, etc.
- Instrument cluster and any other plastic components.
- Window cleaning.

Pelle is a 20 year airforce veteran (and meet his wife, Turbo, a 15 year airforce veteran). Pelle is an FAA Certified Aviation Mechanic and Radar Technician. Both Pelle and Turbo are Certified as a Detailers by Air Force, Chemical Guys, and International Detailing Association and have taught over 500 detailing classes over the last six years. (Ask Pelle about his project cars and vintage aircraft restorations!)



Tuesday, January 20th, 2026, 6 - 9pm

Hosted by Campolindo High School's Autoshop, 300 Moraga Road, Moraga, CA 94556

President's Message - January 2026



OFFICERS & BOARD 2026

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PAST PRESIDENT

Trent Courtney ... 925-942-3677

Dear Chapter 20 members,

Welcome to 2026! I want to start by expressing my gratitude for each of you. Your dedication made last year a success for our chapter and the ASCCA family as a whole, and I'm truly excited about the road ahead.

This month, we're kicking things off with an event at Campolindo High School. We'll be inviting automotive shop owners, technicians, and students to join us in exploring some often overlooked opportunities—like how to boost income through interior and exterior vehicle care. But more than that, it's about coming together, sharing ideas, and looking forward to a year full of collaboration and growth.

I'm honored to serve as your president and to build on the fantastic foundation we've all created together.

Let's make 2026 a remarkable year for Chapter 20 and for the entire ASCCA.

Warm regards,

Sergio I. Fragoso Naja

German Sport

ASCCA Chapter 20 President

Save these dates for our
next networking events!

February 10, 2026, 6pm
March 10, 2026, 6 pm



CHAPTER 20

CHAPTER 20 Rep Report

Hello ASCCA,

My name is Neal Wiebmer. I am thrilled to be serving on the Board as a member representative. I started my automotive career washing cars at Mercedes Benz of Sacramento, while attending Universal Technical Institute. After graduation I did a stint in heavy duty diesel repair and general auto repair. Fueled by youthful exuberance and a little too much ambition, I launched a performance oriented auto shop in 2015 from a small horse barn in my hometown of Santa Rosa. Not long after, moved the shop to Concord and got to work building my business and customer base.

In 2021, after many years working by myself, I purchased the neighboring 3-man shop, Contra Costa Auto Service. In 2022 I merged the two businesses together and we are now 8 total. The shop services nearly every make and model of vehicle on the road. We pride ourselves on tackling tricky repairs and providing top tier customer service.

My extremely supportive wife, our English mastiff and I reside in Pleasant Hill and the East Bay truly feels like home. I enjoy collecting and building cars, traveling, extreme sports and food!

The ASCCA has been an amazing resource for me and my shop and I look forward to giving back to the wonderful community of the association.

Thank you and Happy New Year!

Neal Wiebmer

Contra Costa Auto Service



Updated Write It Right guide provides updates and clarifications for automotive repair dealers - Courtesy TeamTalk and Angi Roberts, ASCCA Membership Committee Chair

The Bureau of Automotive Repair has updated the Write It Right guide. The updated guide clarifies existing requirements and reflects new regulations.

Highlights of the updates include:

Mobile repair invoices – An invoice for mobile automotive repairs must include the address or location where the repairs were performed.

Tear down estimates – Estimates must describe the general area to be disassembled. An itemized list of every part to be removed is not required.

Paint and materials costs – New guidance explains two acceptable ways to estimate paint and materials costs.

You can view the updated Write It Right guide at www.bar.ca.gov/wir.
Stay current! Bookmark the Write It Right guide to access the latest version.

For your 2026 Calendar !



WHO: Open to Members, Non-Members & Industry

WHAT: **ASCCA Annual Training Conference**

WHEN: **September 11-13, 2026**

WHERE: **Hilton Irvine/Orange County Airport**
18800 MacArthur Blvd • Irvine, CA 92612

WHY:

- Network with your fellow professionals
- Learn from industry experts
- Make new connections in this growing community that is ASCCA!

2026



January 16-17, 2026

Professional Automotive Virtual Education (PAVE) is back! This national event brings together shop owners, managers, advisors, and technicians for two days of powerful online training to sharpen skills, strengthen leadership, and grow our industry.

March 27th-29th, 2026
ATE Seattle

We're already gearing up for next spring! Mark your calendars now for **ATE Seattle 2026** at the DoubleTree by Hilton Seattle Airport (18740 International Blvd., Seattle, WA 98188)





Calling All Automotive Technology Students!

Applications Now Open for ASCEF 2026 SCHOLARSHIPS!

Deadline: March 31, 2026

Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2026 scholarships! Each year, the ASCEF awards scholarships ranging from \$500 - \$1,000. These scholarships provide assistance to current under-graduates who are in the automotive service field.

Overall Qualifications: You must be planning to seek employment in the California after-market/independent repair industry and 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, 2026.

To apply online visit:

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

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.ascef.org.

Questions? Contact Kate Peyser at 916-290-5828 or kpeyser@amgroup.us.

Apply Today!

**Tips for
Scholarship
Applicants**



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

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

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

Cecil's Hi-Tech Auto Care
Antonio Munoz
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Vacaville, CA 95687
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925-932-6604

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

Dublin Car Tek
Tim Johnson
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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
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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

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

Moorhead Automotive Ctr
Moe Kakar
740 N. Texas Street
Fairfield, CA 94533
916-504-1204

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
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925-465-4966

Top Shop Auto
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1285 Parkside Drive
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925-900-8160

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

West Coast Muffler & Tire
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925-676-8376

HONORARY LIFETIME MEMBERS

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Hills, CA 92807
714-974-3208



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".

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
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Superior Auto Parts	Chris Sanchez	925-457-3920 chris@trimoninc.com

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Alameda, CA 94501
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Campolindo High School
Las Lomas High School
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Moraga, CA 94556
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Clayton Valley High School
Michael Bellew
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Concord, CA 94521
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Concord High School
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4200 Concord Blvd
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Contra Costa College
2600 Mission Bell Drive
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Liberty High School
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Las Lomas High School
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Los Medanos College
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Solano Community College
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707-864-7000 ext 5694

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





Fun facts: Pelle and Turbo have hosted 30+ food drives collecting over 32,000 pounds in the six years they have been in business. Their Annual Toy Drive gave away 4000+ toys to local families. They are community-minded and enjoy being of service to the local community, while finding ways to have a good time doing so.



Are You Paying Too Much in Taxes?

Discover the hidden mistakes and smart strategies that could save your business thousands.

By Noah Brown December 16, 2025

Many shop owners are doing far more these days than what their job description outlines.

Depending on the size of the shop, an owner or manager can often be found managing finances, handling front-of-shop responsibilities, and even working on repairs themselves in addition to actually running their business.

Wearing multiple hats can sometimes be looked at as a point of pride, but oftentimes it results in being stretched too thin and missing a lot of key details, which can cost your shop thousands of dollars.

Nick Papakyrikos, a Boston-based CPA who works with automotive businesses nationwide, says far too often he's seen shop owners try this strategy with their taxes, electing to do it themselves instead of hiring someone.

"A lot of times, they don't know what they're looking at with business taxes. They don't know what to do," Papakyrikos says. "That's like me trying to do all of the maintenance on my own vehicle instead of bringing it to a professional."

Running an auto repair shop is hard enough without worrying about whether you're paying too much in taxes. So how do you determine if you're overpaying? And if you are, what can you do about it? Here are three key strategies every shop owner should consider.

Understand What You Should be Paying

Diving into your shop's taxes and financials can feel daunting, but the math itself is usually straightforward.

Hunt Demarest, a CPA and owner of Paar, Melis & Associates, which provides accounting and tax services to automotive repair shops, says most tax software is fairly simple to use if the numbers you feed it are accurate.

But that's where most people run into problems.

"Many shop owners don't realize their underlying financials are wrong," Demarest says. "If you want a general rule of thumb, you should be paying around 25% of whatever your net income is. If you're paying significantly more than that, something's off."

That "something" is often inaccurate data. Maybe your inventory is overstated. Maybe you're paying tax on accounts receivable that customers will never pay. These errors inflate your taxable income, and the IRS happily accepts the extra money.

Imagine this scenario: Your shop had a rough year and actually lost \$100,000. But because of bad bookkeeping, your tax return shows \$200,000 in net income. You're now paying taxes on money you never earned. Demarest has seen cases like this push shops to the brink of closure.

Read the remainder of the article [HERE](#). This article appears in the **January 2026** issue of Ratchet+Wrench. For additional articles visit www.ratchetandwrench.com

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>

December 2025 edition not available this month - Happy New Year!

ASCCA Benefits Summary Page

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

Legislative Update for November 2025

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 - 2025 in review

ASCCA August 7th Webinar - Important BAR changes

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

BAR Advisory Group met on Oct 23rd - <https://www.bar.ca.gov/bar-advisory-group>

**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>**

ASCCA State Office

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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.

Members
Associates
Vendors
Services
Training
Technical
Marketing

Toot your horn with us, reap the benefits you seek, and support Chapter 20 ~ all at the same time!

ADVERTISE in CHAPTER 20's NEWSLETTER!

	6 months	1 year
1/4 page	\$250	\$400
1/2 page	\$500	\$800



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.