

MT. DIABLO - CHAPTER 20



STEPHEN JOSEPH PHOTOGRAPHY

ASCCA CHAPTER 20, Volume 15, Issue 9- MARCH 2020

MARCH 7, 2020



Sacramento



Your Business



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

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CHAPTER REPRESENTATIVE
Open

Join ASCCA Attorney and Lobbyist, Jack Molodanoff, who will update us on new proposals and laws coming out of Sacramento that will have an impact on *your business ...*



March 18, 2020
6:30 - 9:00 pm

And Vendor Spotlight!

Scott Phillips
CPA
Money saving tips!

Zio Fraedo's, 611 Gregory Lane, Pleasant Hill, CA 94523

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".



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

President's Message March 2020

Hello Chapter 20.

As always there are changes happening to our industry.

Insurance companies are adjusting to crime (theft, vandalism ,etc.) in the auto industry and private ownership. Many of my customers' cars can only be insured if their cars are garaged.

That means that, say a customer leaves a 65 Mustang at my shop and my mechanic leaves it outside that night by accident, I am on the hook for anything that happens to that car. My new policy does not cover me for anything left outside. Ouch. My new policy also states that there is no coverage for defective parts. Ouch. My new policy also states that there is no coverage for my mechanics making a mistake (leaving something loose). Ouch.

Check your policy over. If you are up for renewal, get together with your agent or an outside expert and see what is not going to be covered. That way you can keep the ouch's to a minimum.

If we know the rules it is a lot easier to play the game.

See you all soon.

Steve



A recent Celine and Ginger selfie



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 Mufflers, 925-676-8376 OR Mary Kemnitz, D&H Enterprises, 925-356-0683

Chapter 20 meetings are held on the 3rd Wednesday of meeting months



- March 18, 2020 ...** **Jack Molodanof**, ASCCA’s lobbyist, on current and upcoming legislative issues (Legislative Day is April 28th, see below)
- May 20, 2020 ...** **Matt Patterson, Techzone** at Techzone in Concord
- August 19, 2020 ...** **Pat Dorais**, Chief, Bureau of Automotive Repair, aka BAR
- October 21, 2020...** **Elie Massabki**, Mechanics Marketplace, and **John Epstein**, ASCCA 2020 President
- November 2, 2020 ...** **Maylan Newton**, ESI

Also ... **April 1, 2020 ... Career Link Fair**
see Page 10



Automotive Aftermarket Industry Legislative Fly-In - April 28, 2020

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry.

Fill out this registration form and make your travel arrangements. Reservations will be accepted on a first come, first serve basis.

Past speakers have included: Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Chair, Senate Transportation & Housing Committee.

[Click here for more information and to register](#)

Stay Informed. Be Heard!

LEGISLATIVE APPOINTMENTS - PROMINENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

FLY-IN SCHEDULE:

- 8:00 AM WELCOME BREAKFAST
- 9:00 AM GUEST SPEAKERS
- 10:00 AM LEGISLATIVE APPOINTMENTS
- NOON - 1:00 PM LUNCH AT CAPITOL BUILDING
- 1:30 PM LEGISLATIVE APPOINTMENTS

AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE DAY

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 28, 2020 | 8:30 AM - 3:00 PM

Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Reservations will be accepted on a first come, first serve basis. Past speakers have included: Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Chair, Senate Transportation & Housing Committee.

EVENT LOCATION: Capitol Event Center, 1020 11th Street, Sacramento, CA, one block from the California State Capitol Building.

HOTEL INFORMATION: Legislative Day guests will be on their own to make hotel arrangements. A walking distance hotel can be recommended upon request.

[Complete Registration Form](#)
Click here for online registration or scan

Name: _____ Chapter: _____

City: _____ Affiliation: _____

E-mail: _____ Cell Phone: _____

Yes, I plan to attend the Welcome Breakfast (8:30 - 9am)

Yes, I plan to attend lunch (Noon-1:00pm)

Please schedule appointments with legislators who represent my business and home address.
(The following information is required in order to schedule your legislative appointments.)

Business address: _____

Home address: _____

I will schedule my own appointment with my legislator(s). Find your legislator: <http://findyourrep.legislature.ca.gov/>

REGISTRATION DEADLINE: Registrations must be received by **April 17, 2020** in order for staff to schedule legislative appointments on your behalf.

PREPARATION CONFERENCE CALL: A Legislative Day preparation conference call is schedule for April 20 at 2:00 PM. You may access the call at www.uberconference.com/ascca

Please return this form via e-mail or fax to: cshp@asmgroup.us OR 916.444.7462 (fax).

Want More Information? Visit www.ascca.com, upcoming events OR contact Cindy at 916.924.9054 x136.

Participating associations:

aftermarket MATTERS *weekly*

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automotive aftermarket
news to your inbox

FEBRUARY 14, 2020

A look back: Times and stories from a retired San Francisco shop owner

By Paul Grech on February 13, 2020



Editor's Note: Paul E. Grech, 76, worked as a mechanic for 60 years and owned the former San Francisco shop, Allied Engine & Auto Repair, before retiring. In this column series, Grech shares his experiences as a shop owner. This installment reflects on data access, the ALDL and ASCCA.

The more things change, the more they stay the same. The fight for data access is nothing new and reminds me of the time how the Assembly Line Diagnostic Link, or ALDL, came about with the ability to be accessed with one tool for all cars.

Sometimes you have to stand up, ask questions and fight for your rights. I joined a trade association in 1978, the Automotive Service Council of California (ASCCA), which was started in 1940 in Southern California by a group of garage owners. One of the early members was Jack Hyler, who retired at 88 years of age from his gas station/repair shop in the Los Angeles area about 1989.

He soon got tired of just sitting around, so he started to attend government meetings pertaining to the automotive industry to keep track of the environmental legislation that was coming down the pike affecting the repair industry.

One of the meetings he attended was in Detroit in 1994.

It was held by the Environmental Protection Agency (EPA) and the car manufacturers, and the subject was about the ALDL connector that was to be attached to the bottom of dashboards of new cars starting with the 1996 model year. The OEMs said certain data would be accessible only by the dealer and law enforcement, but it would give access to data pertaining to smog repairs, making it available to the aftermarket.

The only thing was, you would need a different tool for each make of car. During the question-and-answer period, Jack stood up and asked, "Why can't you make one tool that works on all cars?"

The audience laughed at him. When the laughter died down the representatives from the EPA stood up and said, "Yes, why can't you make one tool for all cars?"

Nobody laughed this time. This got the ball rolling and we ended up with one tool for all cars.

ASCCA also watches for legislation that would require you to do more shop paper work and eat more of your time. It was also instrumental in enabling shops to get an authorization signature for additional work electronically.

I encourage all California shops and aftermarket businesses to attend ASCCA's annual Legislative Day, Tuesday, April 28, in Sacramento.

I've attended them and saw immediate, significant results that saved shops a lot of money. What I liked best about it, I could hear about these new things in a relaxed atmosphere. No phones to interrupt your concentration and other distractions so you could make the correct decision about changes that were being proposed.

You can go there and talk to your legislators about proposed laws that would make tomorrow's workday more complicated than need be — and legislation to make it easier.

Whether it's the ALDL or important legislation to keep on top of, it's important that independent shops and the aftermarket speak with one collective voice to ensure our interests are served and we remain viable and fruitful.

In the next installment, Grech will explain how the workman's comp rate in 2012 went up to from \$4 to \$13, then back to \$4 the following year. He is also the author of "So, You Want to be an Auto Technician," a book for entry-level techs. He can be reached at p_grech@comcast.net

<https://www.aftermarketmatters.com/>

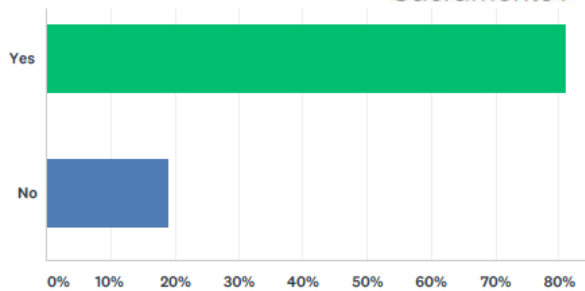
ASCCA Wants to Hear Your Voice! Membership Survey 2019

We will share results over the course of a few months
Here are the results for Questions 27-32 (final questions)

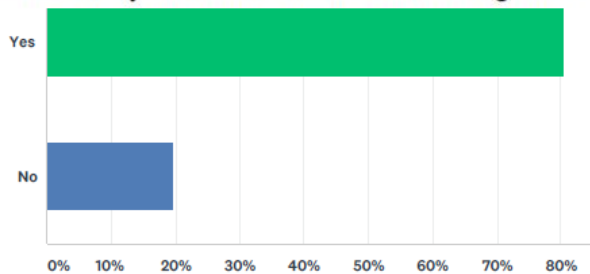
- Q27 If you have not attended a Legislative Day, what obstacles prevent you from attending?

The response was overwhelmingly Time, followed by Money, Family Commitments and not being able to Leave the shop

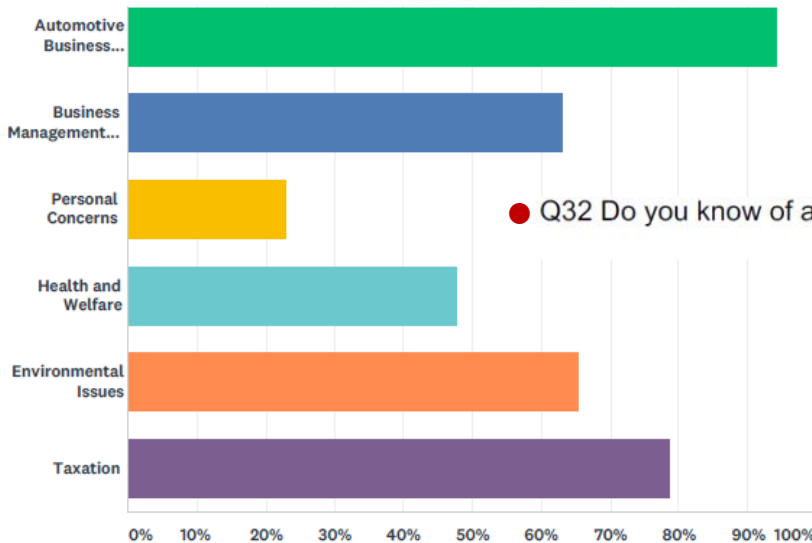
- Q28 Did you know that Jack Molodanof is ASCCA's full-time lobbyist in Sacramento?



- Q29 Are you aware of the current legislative issues affecting your shop?



- Q30 With over 2500 new bills being introduced annually: what (non-political) issues do you think ASCCA should be monitoring? Please check all that apply, thank you.



- Q32 Do you know of any vendors that would be a good partner to ASCCA?

Suggestions put forward too numerous to mention or 'select' here, but thank you!

CHAPTER 20 MEMBER LIST

- | | | | | |
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Project Update!



Unfortunately we had a delay with paint, so the raffle is delayed.
The car show is TBA - hopefully it will take place later in the year.
We are continuing to finish rebuilding the transmission. Waiting to put the truck together. *Nick Brys*

To volunteer, contact: Nick Brys: 916-804-5911 nicholis.brys@cityofconcord.org
Scott Smith: 925-603-5859 scott.smith@cityofconcord.org

Wednesdays 2:00 - 5:00pm



World-class Technical and Business Training for the Automotive Professional

WORLD PAC Training Notification

As requested, the WORLD PAC Training Institute (WTI) is eager to inform you of the following new class(es) in your area:

The Profitable Service Advisor

Saturday, Mar 21, 2020

101 McInnis Pkwy, San Rafael, CA ([map](#))

Instructor: Jeremy O'Neal

Cost: \$325 per person

[Register Today](#) »

[Course Details](#) »

We invite you to view all WTI course details, class dates, instructor information and registration information:

[Training Course Catalog](#) »

[Instructor Biographies](#) »

[Technical Training Course Schedule](#) »

[Business Development Solutions](#) »

Thank you for training with WORLD PAC! If you have any questions about the course please call our Customer First department: 855-878-8750



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- Non-ASA Member All-Inclusive Package**\$525**
- Educators' Discount All-Inclusive Package**\$350**
- Limited individual courses available

[Register TODAY at ATETrainingExpo.com](http://ATETrainingExpo.com)

ATE 2020 Training Features:

- ★ Over 60 Management & Technical Courses
- ★ The Industry's Leading Instructors
- ★ Relevant Keynote Speakers

Inviting ALL ASA members to join the annual Educators meeting on Friday from 4-5pm. Meet shop instructor(s) in your local area, and learn about the new ASA Northwest Apprenticeship Program. With the current shortage of techs and skilled workers, it's important that we all network and support one another in order to help grow technicians required to fill the needs of our industry.

[Click Here To Download Complete Training Schedule](#)

ATE 2020 Expo Features:

Take advantage of this opportunity to preview/purchase the latest tools, equipment, technologies and supplies. A perfect opportunity to network with colleagues and suppliers!

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Attend EVERY night of the BEST training in the industry in your area for one GREAT price!

Save over 35% on the individual clinic price of \$94.95 per night by purchasing a Season Pass for each technician in your shop today!

Season Pass Part #: PITTS ST4N Line Code: TEC Price: \$240

2020 Topic Schedule

Individual Part#	Date	Topic
PITTSBURGA	February 19	Automotive HVAC Diagnosis and Service*
PITTSBURGB	April 28	Domestic Anti-Theft Systems*
PITTSBURGC	June 24	Vehicle Communications Diagnosis*
PITTSBURGD	August 26	Integrated Power Module and Smart Junction Box Diagnosis*

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Save over 35% on the individual clinic price of \$94.95 per night by purchasing a Season Pass for each technician in your shop today!

Season Pass Part #: CONCCA ST3N Line Code: TEC Price: \$180

2020 Topic Schedule

Individual Part#	Date	Topic
CONCORDCAA	June 1	Modern Smart Charging Systems
CONCORDCAB	August 31	Automotive HVAC Diagnosis and Service*
CONCORDCAC	November 18	Toyota and Honda Computer Controlled Charging Systems

*O'Reilly Exclusive Topic Available to O'Reilly Customers Only!

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<https://asashop.org/asa-podcast/>

Pittsburg High School's annual Career Fair is Wed, 1 April 2020, 7:30am – 1:30pm. It is free to you! While it is largely informational, as opposed to hiring fair, you are welcome to recruit for any jobs you have. We are anticipating about 1500 students to attend. A lite breakfast and lunch will be provided.

Please register asap at <http://tinyurl.com/CLE2020-EmployerReg>, and see the attached flyer for more information.

I look forward to seeing you! *Sherene*

Sherene Sasser, M.A. Workforce Liaison, Pittsburg Unified School District, 925-473-2319 office, Ssasser@pittsburg.k12.ca.us



CALLING ALL BUSINESSES

Join Us!

Wednesday, April 1, 2020

Join the Pittsburg Chamber of Commerce and Pittsburg Unified School District for our CareerLINK Expo!

We are seeking companies from around the Bay Area and in all industry sectors (technology, trades, veterinary sciences, automotive, business, and more) to join us in cultivating your future workforce. Share your knowledge about careers in your industry and start your network of up and coming students by building your future employee pipeline!



CareerLINK EXPO

TODAY'S STUDENTS ... TOMORROW'S WORKFORCE

Mark your calendars to participate or register today at <http://tinyurl.com/CLE2020-EmployerReg>!

Also, if you are or have an experienced interviewer, join us on Friday, April 3rd for the InterviewLINK Project, a mock interview event that gives students 'real life' training.

DATE/TIME/PLACE

Wednesday, April 1, 2020
PHS Gymnasium
250 School St. Pittsburg
7:30AM-1:00PM
Set-up starts at 7:00AM

ATTENDEES

- Over 1,300 students attend
- Pittsburg High School Grades 9-12
- Local Businesses
- Regional Employers

BENEFITS OF ATTENDING

- LINK with our talented students & your future workforce
- Help students build professional networks with your business

EVENT CHECKLIST

- Informational handouts
- Job or internship opportunities
- Marketing materials
- Fun giveaways for students

PARTICIPATING BUSINESSES WILL RECEIVE:

- One 6-foot table, two chairs, and tablecloth upon request.
- Complimentary lite breakfast & lunch



Wednesday, April 1, 2020 7:30AM to 1:00PM

Annual CareerLINK Expo!

To register for either event, please visit www.mypittsburgchamber.org - go to the LINK button to bring you to the registration page, then click and complete the registration forms.

If you have any questions, please contact Leeann Lorono at leeann@mypittsburgchamber.org or call (925) 432-7301 x 110.



CareerLINK Expo & InterviewLINK Project are brought to you by the Pittsburg Chamber of Commerce and Pittsburg Unified School District.

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



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For questions, contact
our new Territory Sales
Manager,
Christopher Villa

*Traditional Markets,
Northern California*



Standard Motor Products
714.330.8435
cvilla@smpsfa.com





Date From: Date To: City: concord State: CA Zip Code: 94520
 Radius: All Keywords: Class Type: All Category Type: All

Session(s): 04/08/2020 06:00 PM - 10:00 PM **Duration:** 4 hrs, 0 min **Instructor:** Adam Robertson

Class Title:
 HVAC-2001-4 / Automotive HVAC Systems: Essential Service Procedures

Location: 1975 Diamond Blvd, Concord, CA, 94523

Description:

Automotive HVAC Systems: Essential Service Procedures provides a solid foundation of essential HVAC service procedures, based upon industry best practices, in order to assure quality repairs and minimal comebacks. The student should have established mechanical skills and a basic understanding of automotive HVAC system operation. Some HVAC system repair experience is preferred. The ideal candidate is familiar with basic HVAC components and service tools, including recovery/recharging equipment. Section 609 Certification for automotive refrigerant handling is recommended. Course topics will include:

- System Performance tests
- Leak testing methods
- Evacuation/Recovery and Recharge
- System flushing
- Component replacement
- Oil replacement

Session(s): 04/09/2020 06:00 PM - 10:00 PM **Duration:** 4 hrs, 0 min **Instructor:** Adam Robertson

Class Title:
 HVAC-4000-4 / Automotive HVAC Update

Location: 1975 Diamond Blvd, Concord, CA, 94523

Description:

This HVAC Update class is designed to familiarize the shop and technicians with the current state of A/C service. While it is not designed as a complete A/C refresher course it touches on many foundations from previous courses and adds current information regarding new technologies, diagnostic techniques and the critical nature of HVAC systems today. Who should attend? Both technicians and customer service personnel. Topics include: • Current equipment standards and how to verify capabilities. • The future with R-1234yf and how it will impact the service bays and customer satisfaction. • Real information on safety with new refrigerants. • Changes in leak detection and how to verify equipment operation. • A thorough review of the new service process and machines including video demonstrations. • A review of testing practices with added tools and techniques to save time and increase accuracy.

Session(s): 06/17/2020 06:00 PM - 10:00 PM
 06/18/2020 06:00 PM - 10:00 PM **Duration:** 8 hrs, 0 min **Instructor:** Adam Robertson

Class Title:
 LDD-5310-8 / 6.7L Cummins Operation and Diagnosis

Location: 1975 Diamond Blvd, Concord, CA, 94523

Description:

The 6.7L Cummins diesel engine was introduced mid-model year of 2007. The first release of the 6.7L engine was rated at 350 HP and 650 lb-ft of torque, which was a slight increase from the 2007 5.9L production of 325 HP and 610 lb-ft of torque. As of the 2018 model year, the 6.7L Cummins turbo-diesel engine produces up to 900 lb-ft of torque. The new 6.7L Cummins design was not solely created for performance improvements, but focused largely on meeting the current and future emissions standards, without sacrificing the towing power Cummins customers had grown to love. This newly designed 6.7L Cummins was a fresh platform on which future emissions restrictions could be met.

Topics include:

- 6.7L Cummins engine design and specifications
- Fuel quality influences
- Systems testing and diagnostic approach
- Fuel system analysis
- Turbo operation and testing
- Emissions and aftertreatment function and diagnosis



37-18 Northern Blvd., Long Island City, NY 11101
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TO: All Standard Warehouse Distributors
DATE: January 13, 2020
SUBJECT: 2020 Scholarship Promotions

We are excited to announce the return of our annual scholarship program. This year, we are awarding twelve \$5,000 scholarships across three exciting competitions.

This year's program includes our sixth annual Intermotor® 'Import Leader' Automotive Scholarship for aspiring import-minded tech students, our fourth annual Blue Streak® 'Better Then, Better Now' Automotive Scholarship, and our third annual Standard® 'Bigger, Better Diesel' Scholarship for up-and-coming diesel technicians.

Each competition will award four deserving students with a \$5,000 scholarship. All three contests will run from February 1 - May 31, 2020.

For more information about the scholarships, including criteria for entry, please visit the following promotion entry websites: IntermotorImportLeader.com, BlueStreakScholarship.com, and BiggerBetterDiesel.com.

We are committed to providing training and development for the next generation of automotive professionals, and we thank you in advance for your support in promoting our scholarship program.

If you have any questions, please contact your Standard® representative.

Sincerely,

Jack Ramsey
Vice President Engine Management Marketing and Sales
Standard Motor Products, Inc.



BLUE STREAK® 'BETTER THEN, BETTER NOW' SCHOLARSHIP



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FEBRUARY 1 - MAY 31, 2020

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STANDARD Diesel

BIGGER, BETTER DIESEL SCHOLARSHIP

Four students will be selected to win a
\$5,000 Scholarship

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February 1 - May 31, 2020




Enter for a chance to win an
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FEBRUARY 1 - MAY 31, 2020

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2020 Scholarship Application Now Open for the ASC Educational Foundation!



Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2020 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.

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, 2020.

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.

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

**STANDARD MOTOR PRODUCTS
WOMEN IN AUTO CARE
SCHOLARSHIP**

Standard Motor Products and the Auto Care Association are proud to present the first annual Standard Motor Products 'Woman in Auto Care Scholarship' for aspiring female tech students pursuing an education in automotive technology or repair at a technical school or college.

Two deserving women will each be awarded a \$5,000 Scholarship!

SMPWIACscholarship.com
Enter January 1 - March 31, 2020

CAWA 2020 Scholarships - Apply Now

Interested in receiving a scholarship from the Association for your employees, children, family members and others who would be welcomed into the auto care industry?

Applying is easy!

The online application process allows students interested in aftermarket careers to submit one application each year online at www.automotivescholarships.com and receive consideration for several scholarships.

Funds for scholarships come from generosity of Motorcar Parts of America and other CAWA members, as well as the University of the Aftermarket Foundation.

For more information, see www.cawa.org or contact CAWA Member Services at programs@cawa.org.



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- ◆ 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%?

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The ADA Checklist: 2019 - 2020 Compliance Guidelines to Make Your Website Accessible

WYNKR 2/4/2020

ADA website compliance and web accessibility are two terms that are used interchangeably but they are distinct from one another.

ADA stands for the Americans with Disabilities Act which prohibits discrimination on the basis of disability. Courts are construing Title III of the ADA to mean that websites must be accessible. Thus, with ADA website compliance, we're referring to the law.

[Click here to read more](#)

Connected Cars Committee Resources

The ASCCA Connected Cars Committee has informational resources on the importance of Cyber Security and the steps you should consider in your businesses to be cyber secure.

The Connected Cars Committee has a dedicated webpage on the ASCCA site that includes this and several other presentations from recent Team Weekends, as well as additional technical resources. If you haven't checked it out, please do so and let your members know it is there:

<https://www.ascca.com/connected-cars>

Training Resources

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

Worldpac Training – 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

ATG – Automotive Training Group www.atgtraining.com – Advanced training various topics. 800-233-3182,

RLO Training/Bottom Line Impact Groups www.rlotraining.com

ATI – Autotraining.net – Offers coaching services for shop owners

Elite – Eliteworldwidestore.com – On line and service advisor training

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



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>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>AutoZone's partnership with ASCCA III get you special pricing for Platinum Level Membership, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more! Check out their electronic ordering software which can help save you time and money.</p>	<p>Jim Gray, 704.301.1500 jim.gray@autozone.com</p>
	<p>Autologic Diagnostics is changing the game in aftermarket diagnostics by going beyond the diagnosis stage. We empower technicians to meet the challenges of today's increasingly complex vehicles through a range advanced diagnostic, programming, and remote assistance services. Our fully-integrated diagnostic support system combines dealer-trained technician expertise with diagnostic technology to ensure we make our customers more profitable by finding faults faster and more accurately, as well as repair more cars, faster with fewer mistakes.</p>	<p>Kevin Fitzpatrick 631.486.3506 kevin.fitzpatrick@autologic.com</p>
	<p>Provides maintenance services, equipment training & 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, 949.337.2484 Eric Elbert, 805.490.6080, EricE@petrospecsBG.com www.petrospecsinc.com.</p>
	<p>California Employers Services has been making compliance easy since 1997. We know the laws and how they are being enforced. Everything that we provide is customized to your business' needs. Ask about our 30 day trial or our special packages and prices. ASCCA members can email or call for advice on California Labor Laws and Cal-OSHA questions!</p>	<p>Dave Fischer, 559.472.3542 cesyes@hotmail.com www.cesoday.com</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&D staff work hard to give their customers first-to-market advantage.</p>	<p>Dan Blezonsky, 951.200.0953 danb@dynamicfriction.com www.dynamicfriction.com</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>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>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 Ruitenberg, 618.599.5196 sean.ruitenberg@motoradusa.com</p>
	<p>NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognizes 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, 619.300.4910 SoCal District Sales Manager john_hartman@genpt.com</p>

 <p>DEDICATED TO THE PROFESSIONAL</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>Sergio Gonzales, 916.962.3270 ASCCA@oreillyauto.com www.oreillyauto.com</p>
	<p>WORLD PAC supplies automotive replacement parts directly from the most respected manufacturers in the industry. Their speedDIAL Parts Catalog and Fulfillment Ordering System can check real-time parts availability. Technical Training, Business Management Solutions, and other services for independent shops are taught by experienced professional instructors.</p>	<p>Rob Morrell, 510.755.6058 rmkroll@gmail.com www.worldpac.com</p>



EDUCATION PROVIDERS

 <p>Automotive Coaching and Training</p>	<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 Kunz, 916.588.0775 ray@automotivecoachingandtraining.com www.automotivecoachingandtraining.com</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"> • 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. 	<p>Jim Silverman, 301.575.9140 jsilverman@autotraining.net www.autotraining.net</p>
 <p>Power Your Shop • Fuel Your Freedom</p>	<p>DRIVE is the premiere automotive and truck repair consulting and training company. With over 25 years of experience, their continuing aim is to provide shop owners with best-in-class training, organizational skills and management tools. The goal of DRIVE is to fully arm shop owners with every executive and management ability needed to win.</p>	<p>Carolyn Gray 818.863.1077 cgray@driveshops.com</p>
 <p>Educational Seminars Institute Automotive Management Specialists</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"> • ASCCA Members have exclusive access to discounted training courses. • Save \$800 on every Service Writer course and \$55 on every seminar. (Space limited.) • FREE 30 minutes of business consulting advice per month. 	<p>Maylan Newton 866.526.3039 maylan@esiseminars.com</p>

INSURANCE & LEGAL SERVICES


 <p>Insurance Services</p>	<p>Armstrong & Associates provides ASCCA members with A+ rated property casualty company policy options and an exclusive workers' compensation program including comprehensive safety & claims services. You'll receive the utmost care and service along with the most competitive insurance programs. Includes an enrollment discount of \$100</p>	<p>Customer Service, 530.668.2777 www.armstrongprofessional.com</p>
 <p>INSURANCE SERVICES, INC</p>	<p>Competitive dental & vision plans exclusively available to ASCCA members.</p>	<p>Mat Nability, 916.286.0918 mnability@coremarkins.com</p>
<p>Molodanof Government Relations</p>	<p>FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!</p>	<p>Jack Molodanof, 916.447.0313 jack@mgrco.org www.mgrco.org</p>

INTERNET MARKETING, WEB DESIGN & SEARCH ENGINE OPTIMIZATION




 <p>BROADLY.COM</p>	<p>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).</p>	<p>Laura Nelson, 800.693.1089 marketing@broadly.com www.broadly.com</p>
	<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>

 <p>MUDLICK MARKETING DATA DRIVEN DIRECT RESPONSE</p>	<p>Mudlick Marketing is proud to offer a Multi-Channel Marketing Platform where our clients have access to powerful direct mail and digital services to help grow their business. We will help you use your data to make buying decisions, offer in-house financing, and our weekly flex pay and flex mail programs make us very affordable. In addition, ASCCA Members will be offered \$250 off their first customer mailing and 10% off all our digital programs.</p>	<p>Danielle Ray, 470.299.7374 Dray@mudlick.com http://mudlickmail.com</p>
	<p>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)</p>	<p>Evan DeMik, 415.595.3346 evan@repairpal.com www.repairpal.com</p>


MERCHANT SERVICES

	<p>Receive up to a \$350 rebate on your ASCCA State dues when you use DFG to process your credit cards. Call for a free no obligation consultation.</p>	<p>Shannon Devery 877.326.2799 www.digitalfg.com/</p>
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SOFTWARE PROVIDERS

	<p>ALLDATA's automotive diagnostic and repair software, with OEM-direct repair information for accurate car repairs, is trusted by more than 400,000 technicians in more than 100,000 shops nationwide. Covering more than 38,000 engine-specific vehicles, ALLDATA provides auto repair shops a suite of products to help increase the daily car count, improve processes and provide quality repairs to keep customers satisfied.</p>	<p>Chuck Bennett 512.285.0307 Charles.bennett@alldata.com www.alldata.com</p>
	<p>BOLT ON TECHNOLOGY equips the automotive repair and maintenance aftermarket with award-winning technology tools to improve customer communication. Along with ongoing training and support, BOLT ON's mobile and digital tools also reduce problems inherent in the service process, while increasing shop productivity, revenue, and customer satisfaction.</p>	<p>Tim Cifelli 610.400.1019 tcifelli@boltontechnology.com</p>
	<p>The New Standard in Shop Management. 100% cloud-based on any device. Take your shop fully digital and 100% paperless. Ask for a special ASCCA member rate.</p>	<p>Matt Ellinwood, 415.890.0906 x106 matt@shop-ware.com.</p>

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	<p>Nationally recognized supplier of customer and employee apparel & janitorial services with thier special ASCCA package. Keep your employees on brand, your bathrooms stocked, floors clean, and much more. Let Cintas take care of your shop's maintenance needs and get exclusive pricing with your ASCCA membership.</p>	<p>Jessica Essad, 775.813.8954 EssadJ@cintas.com http://cintas.com/</p>
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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 to learn more about your member benefits
<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 | www.ascca.com

Updated 9/18/19

[Click here to see clearer pages on ASCCA's website](#)



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Clayton Valley Concord Sunrise Rotary Charitable Fund 501-C3

The Jeff Stich Memorial Scholarship



If you would like to make a donation:
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700 R Street, Suite 200

Contact information for ASCCA's attorney,
Jack Molodanof:
916-447-0313 ~
jack@mgrco.org



Cal-OSHA & Workplace Compliance Updates

ASCCA has launched a new Cal-OSHA and Workplace Compliance resources page for ASCCA members, with regular updates brought to you by David K. Fischer of California Employer's Services.

Please be aware: These documents are general in nature and deal with various laws and regulations. They should not be considered as legal advice. It is recommended that you seek the advice of an attorney specializing in this area of the law.
Click here to access the updates.

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ASCCA.Chapter20/**

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Benjamin Ichimaru - Membership Services, Ext 137, bichimaru@amgroup.us

