**Automotive Service Councils of California** 

# MT. DIABLO - CHAPTER 20



ASCCA CHAPTER 20, Volume 17, Issue 11-MAY 2022

MAY 10, 2022



We had a great time at the regional BBQ this past weekend. It was great to see so many people in one place. We had great collaboration between all the bay area chapter leadership and everyone chipped in to make this first event take off. We all learned a lot about each other, and look forward to Chapter 21 across the Bay hosting the next event. We had over 50 people attend, and from as far away as Los Angeles!

Our state president Carolyn Coquillette from Luscious Garage/ Shopware flew in from Seattle and her head technician Darin Dinis drove a Tesla and gave an amazing presentation about the inner workings and diagnostic strategies. Attendees even got the chance to interrogate the vehicle with the scan tools he brought. It was great information.

Ryan Burton from LeadsNearMe flew in from Georgia. He discussed google/social media strategies. He did some deep dives on shop marketing, getting the right leads, and many other awesome topics. The shop owners in attendance all had great feedback. He also had some great stories! Ryan is an amazing presenter and I hope we can see him again sometime.

Make sure to keep your eyes peeled for the next regional meeting coming in a few months!

Andrei Obolenskiy



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Thank you to Art Ratner, Chapter 16, for sharing photographs...



# Picnic of the Century













# **Chapter Rep Report**

April 2022

#### **Chapter Rep Committee Meeting notes**

The main topic was getting the chapters back into meetings, and opening back up. We reviewed and shared the meetings going on around the state and who was speaking. This tied into the new member portal, and events being posted there as well. The main focus right now is to bring back engagement for our members.

"Membership Portal Update – A. Mullinax reported that the launch was moving forward successfully. However, staff was verifying that reports were pulling accurately prior to distributing to Chapters. Tim Chakarian has volunteered to record a video that will provide instructions to members on how to update their profiles, add pictures, as well as a preferred cell phone number." (Link on Page 5)

#### Chapter 20 Education Committee:

We have had feedback from chapter members about the need for technicians. Having a solid apprentice program is how we can solve this long term. We are asking members to volunteer for this committee. It will be tasked with coming up with a plan to re-engage the local trade schools. We have a seat at the table, but no one is there to sit in it! The manufacturers are there, and the dealers are there. It is time we get back to the table, re-engage the students, and show them how great it is to work in our independent shop world!

The commitment is 4 hours a month. Reach out to me if you are interested, and I will get you on the list!

Andrei Obolenskiy MBA, Main Street Automotive, Walnut Creek 925-262-6511 (cell), aobolenskiy@smartsimplefast.us



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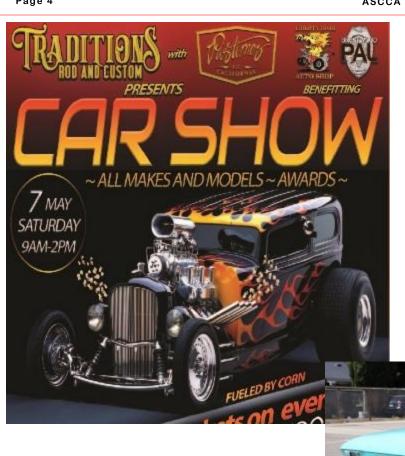


ASCCA Chapter 16 welcomes our newest member!





https://www.berkeleyminicar.com/





Jon Dorr - "We had over 150 cars and gave out 8 handmade trophies. Everyone had a great time and there were a lot of people that walked through from the community."

Thank you to Hannah Dorr for the pictures.





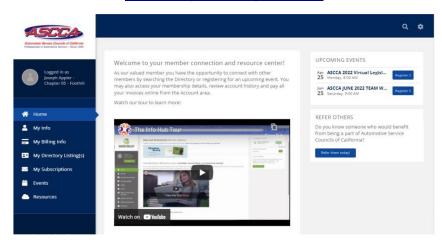


## The New ASCCA Membership Portal



ASCCA has updated its membership database and many tasks that necessitated a call to the office can now be done by YOU at time that is convenient for YOU. Pay your membership dues, update your account profile, and access other resources available to ASCCA members.

#### **Create your login here**



"Have you been to the ASCCA YouTube channel? You should! Check out the video Carolyn & I made last month. We had so much fun, I can't wait to see the outtakes."

Tim Chakarian. ASCCA Ch 5 President

#### https://www.youtube.com/watch?v=NoFSspPoME0

Reminder: A couple of pointers for you for the initial visit to the portal:

- You need to use your email address that is registered with the ASCCA office for this login creation. This is the same email address that received this invite.
- Your username will automatically be FirstName.LastName.
- Once you are logged in, you can access your financial status by reviewing "My Billing Info" which is located on the navigation bar on the left side. You will be able to pay your dues, update billing info, etc., at this spot.

Please be sure to login often and check for updates. Be sure to keep your own information accurate so that others in the ASCCA community can reach you!

#### Benjamin Ichimaru

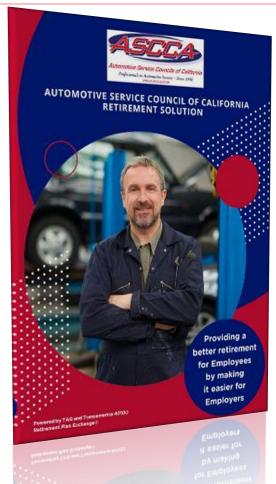
Membership Services

**Automotive Services Councils of CA** 

Phone: (916) 924-9054 x137

Fax: (916) 444-7462 bichimaru@amgroup.us





# ASCCA 401k Program ~ Employee Benefit

Great meeting this weekend! Thank you to all who participated!

As discussed, ASCCA is facilitating a new ASCCA 401k Program member benefit. Several webinars have been scheduled so any member with questions about the program can learn more about how the ASCCA program will benefit their business.

A direct link to the program landing page and information about the upcoming webinars are provided below. Informational brochures have also been added to the Chapter Resources folder:

#### <u>Chapter Resources Folder - 401K Program</u>

Please feel free to reach out to me if you have any questions about the program, as I am happy to connect members to get more information.

https://www.tagcobrand.com/ascca/

#### Last chance to catch the ASCCA Webinar on this new program:

**ASCCA** Retirement Program: CalSavers Mandate

ASCCA members are invited to attend anyone of the following free Zoom webinars to learn more about the CalSavers mandate effective June 30, 2022 deadline for employers with 5+ employees to have a retirement plan in place for workers and the new ASCCA sponsored 401k program.

May 24<sup>th</sup>: 7:45AM - 8:00AM

Zoom Meeting Details:

https://us02web.zoom.us/j/9753284969?pwd=VG03SGVHSXVwTmdlUyt4M2MrLzlLUT09

Meeting ID: 975 328 4969 Passcode: ASCCA

Additional details on next page ...



Gloria Peterson, IOM (916) 444-3568 x104 gpeterson@amgroup.us



# New ASCCA Member Benefit Employer 401k Employee Retirement Program

ASCCA has launched its newest exclusive member benefit program, an Employer 401k Employee Retirement Program to help employers meet the new mandate.

#### Why a 401k Program is Important to Employers:

It's now mandatory for California businesses to offer either a qualified retirement plan or state-sponsored option.

By the next deadline in June 2022, companies with 5+ employees must offer a plan or face fines.

Learn how a 401(k) plan may outperform the state-provided IRA option.

California has implemented a state retirement mandate that requires businesses that employ five or more employees to offer a qualified retirement plan or register with the state option, CalSavers. An employer is not required to participate in CalSavers if it sponsors or participates in a retirement plan such as a 401(k) plan or pension plan. In order to be exempt from CalSavers, an employer may sponsor a retirement plan for any of its employees; California employees need not be covered by the retirement plan in order for the employer to be exempt.

# Want to explore the advantages of offering your employees a 401(k) benefit instead of the state retirement plan?

The ASCCA program offers you an easy, affordable opportunity to provide a 401k retirement plan to your employees.

#### A better fit for you and your employees

Less risk for you also means more security for the employees you manage. This can lead to better and more qualified employees.



#### **Cost Effective**

Pooling hundreds of company retirement plans together provides scale that allows the ASCCA 401K Retirement Plan Exchange® to provide members with lower cost even with expanded services.

#### **Outsource Administration**

Over 90% of your administrative tasks will be handled through the outsourcing administrative duties to retirement professionals.

#### **Outsource Liability**

Simply failing to file a 5500 tax form on time can cost as much as \$2,140 Dollars PER DAY! Plans administered through the Retirement Plan Exchange are designed to meet IRS and DOL regulations.

Gloria Peterson, IOM (916) 444-3568 x104 gpeterson@amgroup.us

#### ASCCA 2022 June Team Weekend June 25-26, 2022



Hilton San Diego Mission Valley
901 Camino Del Rio South | San Diego, CA 92108

**CLICK HERE for Information and Registration** 



Please complete and return the <u>registration form</u> to the ASCCA Headquarters Office by Monday, June 20, 2022.

**Hotel Reservations** - All attendees must make their own room reservations. Our room rate is \$179/night for single or double occupancy.

Mention "AS2" when calling the Hotel's Reservations Department at 1-800-682-6099 or **click here** to get the discounted rate.

The cut-off date for making reservations with the hotel is **Wednesday**, **May 25**, **2022**.

Any reservations made after this date are subject to full published hotel rates.

Rooms are not guaranteed to be available after our cut-off date.

Please book your room ASAP to avoid not getting a room.





We completed our "Live in person," ATE West Training event in Seattle, Washington April 1-3, 2022. It was refreshing to meet in person again! We had over 500 attendees join us and 75 of them attending for the first time! We would like to thank all of the attendees, trainers, exhibitors and volunteers who helped make this event possible!





**Access May 3rd Dateline Newsletter here** 

#### **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

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 Suncast Lane El Dorado Hills, CA 95762 916-223-0559

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

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

Contra Costa College Lucille Beatty 2600 Mission Bell Drive San Pablo, CA 94806 510-215-3974 510-235-7800 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 1439 Autocenter Drive Walnut Creek, CA 94597 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

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

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

Los Medanos College Stan Gozzi 2700 East Leland Road Pittsburg, CA 94565 925-918-0532

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

Main Street Automotive Walnut Creek Transmission Andrei Obolenskiy 2040 N Main Street, Ste 2 Walnut Creek, CA 94596 925-945-0691 Mekatron Concord lan G. Miller 1771 Concord Ave Concord, CA 94520 925-687-8300

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 925-274-0600

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

Rich's Auto Service Louis Volpone 839 Ygnacio Valley Rd Walnut Creek, CA 94596 925-937-3434 SC Fuels Mark Williams Derik Riesberg 2075 Alum Rock San Jose, CA 95116 408-625-6059 657-236-8175

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

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

Standard Motor Products Vincent Uzzardo 337-18 Northern Blvd Long Island City, NY 11101 708-466-4354

Superior Auto Parts Chris Sanchez 1055 Detroit Avenue Concord, CA 94518 925-457-3920

Techzone Matt Patterson 1300 Galaxy Way, #13 Concord, CA 94520 800-763-8588

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



**Access ASCCA Advantage** benefits information <u>here</u>



## **ASCCA Advantage**

ASCCA is the vehicle to help you improve your repair shop operations today, saving you time AND money – while positioning your shop and the industry for long-term growth and success tomorrow.

#### **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".



## Vinni Uzzardo

Western Regional Sales Manager Standard Motor Products vuzzardo@smpsfa.com 708-466-4354





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

BG Fleming Distributing Co. Christopher Smith 916-223-0559 csmith@bgfleming.com O'Reilly Auto **Dennis Nolen** 925-914-8010 dnolen@webmail.oreillyauto.com Scott Phillips, CPA, Inc. **Scott Phillips** 925-274-0600 scott@cpaman.com **SC Fuels** Mark Williams 408-625-6059 williamsm@scfuels.com Derik Riesberg 916-316-3752 riesbergd@scfuels.com S.P. Automotive Supply Steve Markus 925-372-4930 smarkus@spauto.com **Standard Motor Products** Vincent Uzzardo 708-466-4354 vuzzardo@smpsfa.com

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





#### June 14th at 11 AM PST

**GoTo Webinar ID** 279-801-515

Register

#### June 14 at 11 AM PST

Maylan Newton presents:

#### Handling the Phone Shopper

Everyone seems to be struggling with the number of phone calls you get every day asking for pricing. Customers today are better informed, and in many cases, they have the same information you do about the repair of their car.

In this webinar, Maylan explores different ideas and procedures to get back to the value of the service you perform. He will walk through techniques on building

relationships with these telephone shoppers and converting your callers into customers.

Learn how to build trust. Build value before the car is in the shop. And understand why quoting prices over the phone is not always a good thing. Understand your differences and how to use them to schedule an appointment with your phone shopper.

Sign up today and learn how to use Consultative and Relationship selling to build trust with your customers!

#### **GoTo Webinar Registration URL:**

https://attendee.gotowebinar.com/register/3173705549513764365

**GoTo Webinar ID:** 279-801-515

#### July 12 at 11 AM PST

**Jeffrey Nott** presents a complimentary webinar on:

**The Importance of Self-Maintenance** – The Care and Feeding of Yourself

GoTo Webinar Registration URL: https://attendee.gotowebinar.com/register/1563231077100976144

**GoTo Webinar ID: 211-939-707** 



In this webinar, Maylan explores different ideas and procedures to get back to the value of the service you perform. He will walk through techniques on building relationships with these telephone shoppers and converting your callers into customers.

A COMPLIMENTARY WEBINAR
Webinar ID
279-801-515





Jim Gray, AutoZone National Business
Development Manager | Customer Satisfaction |
704-301-1500 | jim.gray@autozone.com

#### **COURSE TITLES** (Registration link on P.12 as well)

\*limited registration available

Date	Time	Course	Duration
Tuesday, May 10, 2022	7:00 PM	GM RVC Charging Systems	1 hour
Thursday, May 12, 2022	6:00 PM	EVAP Code Diagnostics	3 hours
Monday, May 16, 2022	6:00 PM	EVAP Code Diagnostics	3 hours
Tuesday, May 17, 2022	6:00 PM	EVAP Code Diagnostics - Spanish	3 hours
Tuesday, May 24, 2022	7:00 PM	GM RVC Charging Systems - Spanish	1 hour
Wednesday, June 8, 2022	6:00 PM	Engine Management	3 hours
Monday, July 11, 2022	6:00 PM	Import Drivability Diagnostics & Tips	1 1/2 hour
Wednesday, July 20, 2022	6:00 PM	Domestic Drivability Diagnostics & Tips	1 1/2 hour
Wednesday, August 17, 2022	6:00 PM	Import Drivability Diagnostics & Tips	1 1/2 hour
Thursday, August 25, 2022	6:00 PM	Modern Ignition Technology	1 1/2 hour

September 16-18, 2022

# **ASCCA**Educational Conference

### Sign up now for the 2022 ASCCA Educational Conference!

#### THE MOMENT YOU'VE ALL BEEN WAITING FOR

ASCCA is bringing back the favored Educational Conference! Get ready for great content from amazing presenters, conversations with your favorite vendors, meaningful connections, networking, and so much more! ASCCA is excited to welcome you back to in person meetings and can't wait to see you all there!

**WHEN:** September 16 – 18, 2022

WHERE: Embassy Suites by Hilton Ontario Airport

ROOM RATE: \$189/night

**REGISTRATION:** Member registration starting at \$199 with discounts for multiple registrations from one shop.



Automotive Service Councils of California

**VISIT OUR WEBSITE** 



ASCCA Calendar at a Glance

**ESI link** 

Worldpac link

AutoZone link (see P.12 for list of courses)





Amazing Women in Automotive Every Wednesday at 11:00 am

# REAL WORLD TRAINING SERIES



Real World Training Series
Real World Management Series

For more information, contact Dennis Nolen ~ 925-914-8010





Jim Gray, AutoZone National Business Development Manager | Customer Satisfaction | 704-301-1500 | jim.gray@autozone.com





https://www.shop-ware.com/



http://bgfleming.com/Services/BGCertified

Intro

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BG Driveline Differential Services
BG Automatic Transmission Service
BG Coolant Service
BG Climate Control Services
BG Brake Fluid Service

**Contact:** Chris Smith 916-223-0559 C | 916-933-2430 O



## **Inside the Unique ASE Test Development Process**

By Staff/Wire Reports on May 3, 2022 By Trish Serratore, Senior Vice President Communications, ASE

For the last 50 years, ASE - which is short for the National Institute for Automotive Service Excellence - has been working to improve the quality of vehicle repair and service by testing and certifying automotive professionals. ASE has become known as the pre-eminent independent non-profit organization working to uphold and promote high vehicle service and repair standards.



Today, more than a quarter of a million individuals who currently hold ASE certifications work in every segment of the transportation industry, from automobile and medium/heavy trucks to transit and school bus, collision repair, parts, military and more. The path to ASE certification begins with one or more of 57 different tests. After passing at least one exam and providing proof of two years of relevant work experience, the individual becomes ASE Certified. The professional must be retested every five years to maintain certification.

The tests are no cinch to pass; usually, only two out of every three test-takers pass on their first attempt. The exams stress knowledge of real-world job-related skills with each test question developed through a strict writing and validating process. ASE test questions are written in workshops by experts in the subject matter of each specific test. The test development teams represent a national cross-section of the motor vehicle service industry, including current technicians, training reps from auto manufacturers and aftermarket, customer service professionals and educators.

Following is a step-by-step look at exactly how the ASE tests are developed:

- 1. Test questions are developed at test-writing workshops, typically including 10-20 working service professionals. Separate workshops are conducted for each ASE certification test.
- 2. At each workshop, the participants review and modify the necessary tasks to successfully perform each particular job category (such as suspension and steering systems).
- 3. Questions are written to correspond to job tasks. The diagnostic and repair scenarios are updated to reflect the most current and relevant technology and systems.
- 4. Trick questions and manufacturer-specific questions are not acceptable. The entire workshop reviews each question for clarity and technical accuracy to ensure there is only one right answer and three incorrect answers.
- 5. Accepted questions are included as non-scored "pre-test" questions and placed in "live" ASE tests to gauge performance. Since test-takers do not know which questions count, all questions are answered.
- 6. By this point, test questions have been validated. Based on how well a question performs in "pre-test," it may become a test question or be reconsidered in a future workshop.
- 7. Even after a question passes "pre-testing," ASE continues to monitor it. Each question is tracked for proper performance every time it is used in a test.
- 8. When a question becomes technically outdated, it is removed from the pool of test questions.

#### **New ASE website**

ASE recently launched a new website at ASE.com, featuring a centralized online gateway for technicians, employers, consumers, and auto technology students and instructors. ASE.com provides sought-after information and resources and answers to frequently asked questions, plus step-by-step instructions for all users. The redesigned site also describes the expanded automobile test offerings with Spanishlanguage translations.

Technicians who visit the site can also learn to access the popular ASE Renewal App that allows service professionals to renew their A-1 through A-9 certifications from their PC or mobile device. Additionally, the site provides information about a recent new initiative — a series of tests for U.S. Military personnel. Successful completion of the tests, plus an experience requirement, will result in ASE military technician credentials for qualified candidates and identify skilled personnel who may choose to enter the civilian workforce.

Read the remainder of the article here



# New Year New Goals!



# This year ASCEF's goal is to receive \$45,000 in car donations!

Help us reach our goal by providing your customer with a simple way to donate an unwanted vehicle quickly and safely!

It's easy and the pick-up is free!

The proceeds from the sale of the vehicle will help us continue to award scholarships to students wanting to develop a career in the automotive aftermarket industry!

Donating saves time and money on repairs and maintenance.

Added value to your shop while supporting an automotive industry nonprofit.

Our Vehicle Donation Support Team is here to guide you every step of the way.

We help you take care of the paperwork and provide you with any necessary tax documents.

Vehicle donations are tax-deductible.

#### To donate, call (800) 745-6121.

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. Our Vehicle Donation Support team is available seven days a week to support you every step of the way.

Thank you to Autotrend Diagnostics, Dave Kusa, and Brian Goldstein for donating a Hyundai Tucson. Your donation raised \$5,520 for the ASC Educational Foundation and will continue to help us award scholarships to students seeking a career in the automotive aftermarket industry.



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

#### **Download the ASCCA Logo for your Promotional Materials**

Would you like to proudly feature the **ASCCA** logo in your promotional materials?

It's easy for members to download high resolution images (EPS and TIF files) from the ASCCA Member Resources page.

Click here to view and download the high resolution images.

#### **ASCCA Connected Cars Committee**

Meets 1st Monday of each month at 6pm For information on CCC, click here

**ASCCA Covid-19 Resource page** https://www.ascca.com/resources/ covid-19

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





www.facebook.com

# **ASCCA training video library**

https://www.ascca.com/education/training -video-library

# The Jeff Stich Memorial **Scholarship**



If you would like to make a donation: ASCEF (Automotive Service Council's **Educational Foundation**) Jeff Stich Memorial Scholarship 700 R Street, Suite 200 Sacramento, CA 95811









**ASCEF** 

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.

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

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