

THE CALIFORNIA *Independent*

FALL 2019

A Publication of the Automotive Service Councils of California

January Team Weekend
Sacramento, CA
January 25-26

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DrivePro can be expanded to specifically support collision shops in the repair of intelligent vehicle technologies.



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Automotive Service Councils of California

Professionals in Automotive Service
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CALENDAR *of* EVENTS

January 25-26, 2020

ASCCA January
Team Weekend
Sacramento, CA

April 28, 2020

Automotive Aftermarket
Industry Legislative Fly-In
Sacramento, CA

June 26-28, 2020

ASCCA June Team Weekend
(in conjunction with CAWA)
San Diego, CA



SAVE THE DATE
JAN 25-26, 2020

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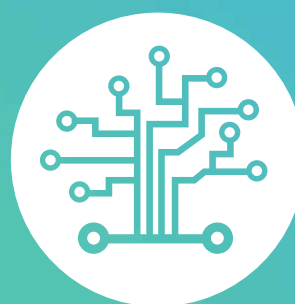
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LEGISLATIVE REPORT



Jack Molodanof, Esq.
ASCCA Legislative Advocate

LEGISLATION

- 1. Unsafe Used Tires.** AB 949 prohibits an automotive repair dealer from installing a used unsafe tire as specified. Status: Signed by Governor.
- 2. Independent Contractors vs Employees.** AB 5. This bill provides the factors of the “ABC” test, as specified, to be applied to determine the status of workers as employee or independent contractor. The bill also provides a business to business exemption (e.g. automotive repair shops conducting sublet repairs with third party vendors), as long as the vendor meets the criteria specified in the bill. Status: Signed by Governor.
- 3. Battery Fees.** AB 142. Current law requires both consumers and manufacturers to pay a \$1.00 for each new battery sold until April 2022, at which point the consumer fee would increase to \$2.00 and the manufacturer fee would be eliminated. This bill would instead require the manufacturer fee to increase to \$2.00 starting April 2022, for a total of \$4.00 battery fee. Status: Signed by Governor.
- 4. Electronic Receipts-Paper Waste.** AB 161. Concerns. Requires a business to provide a proof of purchase to consumer only at the consumer option.

Also prohibits proof of purchase from containing bisphenol A or bisphenol S. The bill exempts Invoices. Status: held in Committee. Two year bill.

- 5. Private Post Secondary Education.** AB 1343 & AB 1345. Oppose unless amended. These bills are part of bill package targeting bad actors in the Private Post Secondary Education. These bills need to be amended to address concerns; otherwise they will negatively impact good performing schools including Universal Technical Institute (UTI). Status: Both bills held in Committee. Two year bills.

- 6. Minimum Franchise Tax.** SB 349. This bill would have reduced the minimum franchise tax, as provided, based on the gross receipts of a corporation. The bill was sponsored by the California Small Business Association. Status: Vetoes.

- 7. California Consumer Privacy Act (CCPA) Bills.** AB 25, AB 874, AB 1146, AB 1355 and AB 1564. These bills made changes to clarify and to ease CCPA compliance for California businesses. Status: All bills signed by Governor. The Attorney General is also proposing regulations to further clarify the CCPA.

- 8. Vehicle Exhaust Noise.** AB 112. Allows an individual who is cited for exhaust noise standard violation to fix the noise violation and provide proof of correction. Status. Held in Committee. Two year bill.

- 9. Tire Tax.** Oppose. AB 755 would have established a new tax of \$1.50 per tire, on top of the current \$1.75 tax

already charged for a total of \$3.25. The additional revenue would go to storm-water projects that remediate zinc pollutants. Status: Died on Assembly Floor. Two year bill.

- 10. Sales Tax on Labor.** Oppose. SB 522 intends to make major tax reforms including expanding the sales tax to all services, including automotive repair labor. We believe that this bill will most likely move next year. Status: Senate Rules Committee. Two year bill.

UPCOMING LEGISLATIVE & REGULATORY PROPOSALS

Below are legislative/regulatory proposals being considered in Sacramento for next year.

Auto Repair Industry and Rating System. There continues to be talks of legislation that would create a grading system for all auto repair shops similar to restaurants which would help consumers distinguish between good shops from bad. Assembly member Low (Chair of the Business and Profession Committee) wants to provide consumers with more transparency and will be introducing legislation next year. We will work with the assembly member for possible alternative solutions, including legislation that would expedite the disciplinary process without jeopardizing

CONTINUED ON THE NEXT PAGE

any repair shop due process rights. See Auto Body News Article.

<https://www.autobodynews.com/index.php/western/item/18589-will-california-establish-ratings-systems-for-body-shops.html>

California Vehicle Safety Inspection program. There has been discussions of introducing legislation to establish a vehicle safety inspection program in California. In 2017, Assembly member Chau carried AB 475 which would have required salvage vehicles to pass a safety inspection before the vehicle could be re-registered with the DMV. AB 475 was eventually dropped due to concerns raised by the auto auction yards and insurers. We will continue working and monitoring whether a safety inspection bill will be introduced next session.

Transmission Fluids. The California Department of Food and Agriculture (CDFA), along with assistance from

BAR is in the process of developing new regulations for lubricants including transmission fluids specifications, advertising and labeling requirements. Current CDFA concerns involve automotive repair dealer's adding additives to base fluid (Multivehicle Transmission Fluids) to meet OEM performance requirements. CDFA has indicated that these additives may not be compliant with California laws. An upcoming workshop to discuss was continued and will be scheduled in the near future.

Auto Body Regulations. BAR is proposing regulations to update collision repair equipment requirements and standards for repairs to supplemental restraint systems. BAR held two workshops. Based on feedback BAR made significant changes to the proposed regulations. See link below for revised proposed text. BAR removed references

to OEM and Non-OEM definitions (which were controversial) and provided additional clarity on the equipment requirements. Overall it appears the revised proposal addressed many concerns that were raised in workshops. For more information contact: Mark Guess at Mark.Guess@dca.ca.gov

https://www.bar.ca.gov/pdf/Collision_Repair_Proposals_Workshop_Draft_Text_10.17.19.pdf

FOR MORE INFO VISIT:
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LEGISLATIVE APPOINTMENTS - PROMINENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

FLY-IN SCHEDULE:

8:30 - 9:00 AM WELCOME BREAKFAST

8:30 - 9:00 AM GUEST SPEAKERS

10:30 AM - NOON LEGISLATIVE APPOINTMENTS

NOON - 1:00 PM LUNCH AT CAPITOL EVENT CENTER

1:30 - 3:00 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 scheduled 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: cwheeler@amgroup.us OR 916.444.7462 (fax).

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

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"To this day, we are grateful for ATI and how much they changed our business and our lives forever."

Judi and Dana Haglin, Owners
Haglin Automotive
Motor Age Magazine's
"Top Shop 2015"

Maximize Your Member Benefits!

IN NEED OF LEGAL ADVICE? ASCCA HAS YOU COVERED

Legal issues are something that every small business owner will face at one point or another, and the decision alone to seek legal advice can come with a hefty price tag. Fortunately, as an ASCCA member, you are entitled to 30 minutes of free legal advice every month from ASCCA's lobbyist and legal counsel, Jack Molodanof, Esq.—and it doesn't even have to be shop-related.

In addition to his work for ASCCA, Mr. Molodanof is also president of Molodanof Government Relations, a public affairs firm which specializes in community relations, advocacy, and lobbying, and is a practicing attorney representing trade associations with an emphasis on general business transactions and small business issues.

So next time you need legal advice, don't try answering it yourself and risking getting into deeper legal issues. Call or email our expert, Jack Molodanof at (916) 447-0313 or jack@mngro.org with your business or personal legal questions. This service can be used either by you or any of your employees.



ASCCA MEMBER OF THE MONTH AUGUST 2019

Rob Morrell

WORLD PAC

The ASCCA Membership Committee proudly announces Rob Morrell of WORLD PAC as its ASCCA member of the month for August 2019. ASCCA regularly honors members who go above and beyond in demonstrating ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Rob Morrell also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Rob Morrell is the Sr. Director of the WORLD PAC Training Institute and CARQUEST Technical Institute. He is an expert technician-shop foreman for Porsche, BMW, and Mercedes Benz. He also has an extensive background building high performance engines for Porsche including power plants for 959's, 962's and GT2's. He worked as shop foreman and lead diagnostic tech for a San Francisco Bay Area BMW-Porsche dealership for many years and has also worked as a

Lexus diagnostic technician.

Rob was nominated by the ASCCA membership committee for his work with our ASCCA Membership Survey. The ASCCA Board of Directors has been working to identify the ways we can best serve and grow our membership. They recognized the need to speak with our members about the benefits that they value, and it was Rob who suggested that they develop an annual membership survey that would tell us exactly what our members valued most.

Rob spearheaded the development of the survey along with ASCCA Leaders and spent many hours dedicated to developing the questions that would yield the best quality of information. He took several meetings with various chapters, committees and the board to boil the survey down to 33 questions.

So far, Rob's survey has exceeded our expectations and we've been receiving great feedback that will help guide ASCCA into the future. On average, surveys like this in our industry receive a 5% response rate, and ASCCA had hoped for 10%. Right now, 16% of our members have taken the time to give us great feedback. Rob's hope is that the data will give us a solid understanding of our membership's needs and priorities and will help us strive toward serving independent shop owners in the most relevant way.

When asked about his favorite part of being a member of ASCCA, Rob replied "My favorite thing about ASCCA is that it is run by shop owners, for shop owners."

Thank you, Rob for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your dedicated and diligent participation. Congratulations!

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ASCCA MEMBER OF THE MONTH SEPTEMBER 2019

Daniel Costa

MARIN AUTOMOTIVE

The ASCCA Membership Committee proudly announces Daniel Costa of Marin Automotive as its ASCCA member of the month for September 2019. ASCCA regularly honors members who demonstrate ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Daniel also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Daniel has 25 years of experience in the Automotive Industry and is Certified as an ASE Technician and CA Smog Test and Repair Technician. His career began in 1991 at the College of Marin Indian Valley Campus in Novato, CA where he studied automotive technology. He started working as a technician in 1994 and moved into a manager/lead technician position that same year at Fairfax Gas in the small town of Fairfax, CA. He stayed there for 16 years, and in 2010 he started his own family business called Marin Automotive beginning his journey as a shop owner, manager and lead technician. Marin Automotive is a foreign and domestic car maintenance and repair shop well known and respected in the community of Fairfax.

Daniel joined ASCCA earlier this year and has enjoyed participating and collaborating with other shop-owners and industry leaders. When asked how ASCCA has played a role in his business, Daniel answered "ASCCA has benefited my business and opened many different doors personally and professionally. The networking is invaluable. I stay

up to date with legislation information that is ever-changing in this industry. The training and information provided by ASCCA has and continues to benefit my business, technicians and most importantly our customers and elevates the industry as a whole. I truly appreciate the help and communication between members. If there is ever a question and/or situation I need a second opinion on, I am just an email or call away from valuable input from all members."

Daniel firmly believes in Marin Automotive's guiding principles of "Quality Precision and Safety". He lives by and applies these principles to create a satisfying enjoyable experience for his customers, team and community members. With all the changes in the automotive industry, Daniel believes strongly in education as the key to the future. He believes the automotive industry is beginning to gain prestige as an exciting, interesting and challenging career.

"Long are the days of the stereotypical mechanic with a wrench. Today's cars possess sophisticated operations and computer systems that push technicians to keep in up to date with new technology," Daniel remarks. He believes that ongoing education and training make his career as a shop owner and lead technician stimulating, and a never-ending pursuit of professional growth.

"I believe we need to keep creating awareness with the new generation of how rewarding this industry can be... [we must] keep cultivating new talent and the technicians of the future to somehow battle the tech shortage we're facing. This starts in house, with investing in and growing our own technicians," Daniel says.

When asked about his favorite part of being a member of ASCCA, Daniel replied "I enjoy Team Weekends and ASCCA Wednesday evening meetings once a month in San Francisco. I find that there is a lot of camaraderie there, and I appreciate being able to be part of a group of people that deal with the same challenges I do. ASCCA members work together to find solutions, ideas, insights and best practices."

Thank you, Daniel for your ongoing commitment to excellence and for bringing your professionalism and constant improvement to ASCCA! Our organization and its members benefit greatly from your dedication to the industry and its growth. Congratulations!



ASCCA MEMBER OF THE MONTH OCTOBER 2019

Dave Kusa

AUTOTREND DIAGNOSTICS

The ASCCA Membership Committee proudly announces Dave Kusa of AutoTrend Diagnostics as its ASCCA member of the month for October 2019. ASCCA regularly honors members who demonstrate ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Dave also embodies ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Dave started as a tech in 1983 after attending De Anza College Auto Tech. After purchasing his shop in 2001, he has grown his business

and the shop now has two techs and a service manager. He's very active in Chapter 42 and currently serves as a board member and chapter rep. He is also an ASCCA Past President, current state board member, the chair of the Government Affairs Committee and has helped several new shops become ASCCA members over the years. Dave also previously served on the ASA Mechanical Operations Committee and is currently an advisor to that committee. He's married with two adult daughters and is passionate about the automotive industry and ASCCA.

In his work with the Government Affairs Committee, Dave advocates with local legislators on behalf of small businesses and their employees. His contributions to ASCCA leadership have been a huge resource for members over the years, and in the last few years he has helped ASCCA pass and defeat key bills on behalf of our industry including ASCCA's efforts to kill the Tire Tax Bill among other recent successes.

When asked about his favorite part of belonging to ASCCA Dave said, "Spending time with and learning from the greatest minds in the industry."

Thank you, Dave for your ongoing commitment to excellence and for bringing your professionalism and constant improvement to ASCCA! Our organization and its members benefit greatly from your dedication to promoting and advocating for our industry and its growth. Congratulations!



The ACT Group

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected The Automotive Coaching & Training (ACT) Group as ASCCA's July Partner of the Month. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

The ACT Group has been a Corporate Partner since 2018. For over 20 years, they have professionally coached and trained automotive facility owners, managers, and service advisors alike. In fact, most of Training Coaches in The ACT Group are specifically automotive trained and have come up through

the ranks as technicians, service advisors, managers, general managers, and owners of automotive facilities. It is through their experiences as well as the experiences working in literally hundreds of facilities across the country that they provide useful, current, and relevant skill set to move your business forward.

When asked how The ACT Group's partnership with ASCCA has benefited their business, CEO Ray Kunz replied, "It has allowed us the opportunity to meet and educate more GREAT people and shop owners up and down California."

The ACT Group's partnership has also proven to be very beneficial for ASCCA members. "We have presented one class to date and hope to present more educational classes in the future."

When asked about his favorite memory, Ray replied, "Just being able to talk to so many influential industry icons in one place is a memorable experience!"

Ray believes other companies in the industry should become corporate partners, stating "This is an opportunity to be part of something bigger than the individual companies. It is a chance to educate and grow the industry while giving back to an industry that has always given!"

Thank you, ACT Group for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and partnership throughout the years.



AMG and Gloria Peterson

The ASCCA Revenue and Benefits Committee & ASCCA President John Eppstein are proud to announce that they have selected Advocacy & Management Group (AMG) and Gloria Peterson to be ASCCA's Partner of the Month for October. Each month, an ASCCA partner is recognized for their outstanding support of ASCCA, its members, the automotive repair industry, and their commitment to going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Gloria Peterson, AMG's Vice President of Operations, has worked in association management for over two decades. She has managed ASCCA for a large portion of that time and brings her extensive expertise to ASCCA. Over the years, she has provided executive leadership, acted as liaison with outside resources, and managed ASCCA's communications, social media campaigns, print publications, website redesign, professional development projects, and membership growth. President John Eppstein nominated Gloria for this honor, and said, "Gloria has been so willing to work with us and with ASCEF, it's shown how passionate she is about the work beyond just getting paid for it. She's always been committed. She's always had a great attitude and been extremely informed while providing professional input. Because she's always looking for ways to move the association forward, we chose to honor her and AMG as Partner of the Month."

When asked about Gloria's history with ASCCA, former ASCCA President Dennis Montalbano said "Gloria started out as a Deputy ED with ASCCA back when the meetings were a bit chaotic. When our former Executive Director retired, Gloria moved into her position seamlessly and had already learned what she needed to take over. She took the structure that AMG put in place and kept building it. She truly has been the glue that's kept the ASCCA Board on track. She deals with a new President and new Board Members every year, and she's the one that holds ASCCA together and has kept the ball rolling."

As ASCCA's Executive Director Gloria has led her team to provide outstanding support, guidance, & service to ASCCA leadership and members. Through thick and thin, Gloria and AMG have been dedicated to growing ASCCA, and their support has set the stage for ASCCA to become successful in their professional and financial goals.

Former ASCCA President Dave Kusa stated "When I was president Gloria was an incredible asset for me. She was always there with information, support, and advice. She's brought huge value to ASCCA for years."

2018 former president, Rocky Khamenian, put it this way: "Gloria is very passionate about the work that we do, and about supporting the association. That's apparent in everything she does. In meetings, she's not afraid to guide us and understands how to work with independent shop owners. She's been doing this for a long time and her professionalism really shows."

Like ASCCA members, Gloria cares deeply about her business and has a special passion for ASCCA. She is deeply dedicated and extremely engaged with the industry and how ASCCA members can get the most value out of their membership. Feedback from members and ASCCA leaders has helped her to understand the changes that their businesses face and how AMG can best serve them as a partner.

Thank you, Gloria and AMG for your continuing commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge, partnership, and training throughout the years.



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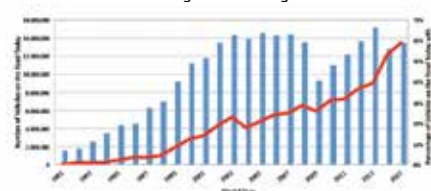
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Advanced Thermal Management



Report submitted by
Jack Molodanof, Esq.



BAR BAG REPORT

October 18, 2019

BAR Advisory Committee Meeting & Workshops Summary

ASCCA's Lobbyist Jack Molodanof and Dave Kusa participated in the BAR Advisory Committee Workshop held in Sacramento on Thursday October 17, 2019. Below is Jack's brief summary.

BAR Advisory Committee Meeting

1. **DCA News.** The Governor has appointed Kimberly Kirchmeyer as the new DCA Director. Kirchmeyer was previously the Executive Director for the California Medical Board.
2. **Legislation and Regulations.** Legislation: Bills that passed and take effect next year. AB 142 (Lead Acid Batteries); AB 596 (Service Bulletins & Consumer Authorizations); AB 949 (Unsafe Used Tires); AB 1538 (Auto Collision Coverage); SB 210 (Heavy-Duty Smog Check Program). Two years bills pending: AB 161 (Electronic Receipts); AB 210 (Smog Exemption); AB 390 (Violations for muffler noise); AB 755 (Tire Tax); AB 1359 (Towing); SB 59 (Automated Vehicle Technology); SB 460 (Biennial Registration). Regulations: Rehabilitation Criteria for licensure; STAR Program clean up; Laws/Regulations training; Smog Check Repair Assistance; Licensing applications; Smog Check Training Providers; Brake Lamp Stations and Adjusters Updates. For more information contact Lucy Sarkisyan or Holly O'Conner at Lusine.Sarkisyan@dca.ca.gov or Holly.Oconner@dca.ca.gov.
3. **California Vehicle Inspection (Cal-VIS) System Project.** The new state contract for ongoing smog check maintenance and operation was awarded to Encore Consulting LLC. The transition to Encore to take place on November 1. Smog Stations will need to enroll with Encore in order to continue in the smog check program. For more information contact: Clayton.leek@dca.ca.gov
4. **Operating and Enhancing the Cal-VIS.** The Cal-Vista system is a complex tiered system involving network connectivity, internal BAR applications and interfaces with multiple business partners. Much time and resources is spent simply

maintaining and making sure the smog check system is operational. There are approximately 162 open change requests. Any change to the system needs to be vetted carefully to make sure it is worth the time and money. The BAR is looking at making some future changes but needs to prioritize. Some changes being considered include: enhanced DAD security, improvements and bug fixes, adding safety recall Data to VIR, display vehicle specific emission warranty messages, updating BAR-OIS supporting new DAD equipment, biometric scan in lieu of BAR-OIS password. For more information contact: Clayton.leek@dca.ca.gov

5. **Advanced Driver Assistance Systems (ADAS).** Jake Redenroth from asTech provided an excellent presentation on ADAS. The presentation surrounded the ever changing calibration evolution and high margin of error. Examples of dealers not understanding the the calibration requirements, misusing targets to calibrate vehicles, problems with mil thickness of paint on bumper covers and issues surrounding modifying vehicles and installing aftermarket parts (i.e. windshields, lift-kits, etc) were discussed. It's clear that the future is here and upon us and that auto repairers and other stakeholders need to be aware and work together to make sure vehicles are properly and safely calibrated.

6. **Permanent Diagnostic Trouble Codes (PDTC) update.** PDTC requirements were implemented on July 1, 2019. The standard is that vehicles must have 15 warm-ups cycles and 200 miles to allow codes to reset. The data shows that on 2010 and newer model year inspections, approximately 100 PDTC failures per day which is an increase failure rate by one third on these vehicles. For more information contact: Greg Coburn at Greg.coburn@dca.ca.gov.

7. **On Board Diagnostic (OBD) Systems Tampering Prevention.** BAR is proposing requiring that Calibration Verification Number (CVN) (number set by OEM to verify integrity of vehicle software) and

Calibration Identification (Cal-ID) (ID for the software installed on the Electronic Control Unit) be retrieved during smog check inspections. Smog check inspections will not be completed without retrieving this information. If information doesn't match OEM or system has been tampered it will be directed to Referee. The target date for implementation is July 2020. For more information contact: Greg Coburn at Greg.coburn@dca.ca.gov.

8. Enforcement Statistics Update.

Consumer Complaints to BAR are a follows: Engine Repair/Performance 35%; General Repair Maintenance 18%; Auto Body 15%; Transmission 8%; Smog 6%; Used Car Transactions 4%; Vehicle Warranty 3%; Unlicensed Activity 4%. For more information contact: Bill Thomas at Bill.Thomas@dca.ca.gov.

Next BAR Advisory Committee meeting Thursday January 23, 2020. Future BAR meeting dates are April 23, July 16 and October 22.

Auto Body Regulatory Workshop

BAR is proposing regulations to update collision repair equipment requirements and standards for repairs to supplemental restraint systems. BAR held a workshop on April 18, 2019. Based on that workshop BAR made significant changes to the proposed regulations. See link below for revised proposed text. BAR removed references to OEM and Non-OEM definitions (which were controversial) and provided additional clarity on the equipment requirements. Suggestions at the meeting included making sure that equipment requirements applied to the types of repairs being performed as well as types of vehicles being repaired and that trade standards apply to automotive painting. Overall it appears the revised proposal addressed many concerns that were previously raised. For more information contact: Mark Guess at Mark.Guess@dca.ca.gov

https://www.bar.ca.gov/pdf/Collision_Repair_Proposals_Workshop_Draft_Text_10.17.19.pdf



ASCCA SEPTEMBER TEAM WEEKEND RECAP

ASCCA leaders, committee members, and corporate partners convened in Huntington Beach for its Third Team Weekend of 2019.

ASCCA Vice President Rory Balmer opened the meeting by welcoming those in attendance and leading them in the flag salute. He then introduced first time Team Weekend Attendees, Corporate Partners, and thanked them for coming and getting involved in ASCCA through committee meetings, Team Weekends, and chapter events.

Following the opening remarks, the Government Affairs committee met to discuss relevant legislation that ASCCA has been monitoring. Don Seyfer gave updates on NASTF's activities announcing the hiring of Holly Wolf to manage the organization. NASTF is currently focusing on scan tool training and was been connecting directly with automakers about the service training around data security.

D. Kusa reported that shops should consider applying for their VSP (Verified Security Professional) noting that this will help avoid delays in their abilities to work on cars, as well as gave updates on the bills that we have been monitoring. Dave also reported that the Governor signed of AB 949, the unsafe used tire bill that will prohibit automotive repair dealers from installing an unsafe used tire on a motor vehicle for use on a highway. The bill requires an automotive repair dealer to use a visual inspection to determine whether a tire meets the criteria of an unsafe used tire.

Next, the Public Relations Committee, chaired by Jerry Kubitsky, discussed their effort to encourage members to participate in charitable activities in order to build trust and credibility around ASCCA shops through their new Members Care Program. They are seeking members who volunteer their time for worthy causes to tell us their stories.

The Membership Committee announced that they will be raising the referral aware fee to \$125 from \$75, as well as adding resources on our website for members to get new signups. Gene Lea from Kukui has agreed to join the committee as a new member. Membership hopes that raising the fee will help encourage members to reach out to other shops and sign up new members.

The Revenue and Benefits Committee, led by Vice Chair Rob Pitari, reviewed their year-to-date income and reported that they are almost \$30,000 above their 2019 revenue goal. Way to go! The committee discussed the need for additional members and talked with a couple potential members at Team Weekend. A few Team Weekends ago, AutoZone and ASCCA agreed to share an ad that would be placed in Ratchet & Wrench. This ad was approved by the committee and will be in upcoming issues soon.

The ETI Committee, chaired by Grant Takikawa, was joined by school instructors from Fresno and Orange County. They explored ways to promote a career in automotive technology and will be working with the Women in Automotive Committee to produce videos that would highlight students, teachers and seasoned professionals' testimonials about the rewards of a career in automotive technology. They are also working to build a comprehensive list of high schools and colleges with automotive career technical education. Additionally, they reviewed the video library currently available on the ASCCA website and discussed ways to raise awareness of the educational resources available on the website.



During the lunch break, Chair of the Nominating Committee, Rocky Khamenian presented a plaque in recognition of our newest Hall of Fame Nominee, Bob Klingenberg for his long-time service and dedication to ASCCA. Several years back, Bob stepped in during his term as ASCCA President to run the organization's operations during a difficult time. He then found and hired AMG and kept everything running smoothly. We are who we are today in large part because of his hard work and dedication. Thank you, Bob!

Afterward, Team Weekend attendees enjoyed an educational session about the future of the Automotive Industry led by Bob Cushing, President and CEO of WORLDPAAC. Afterward, Jenna Simon, one of Broadly's business consultants, presented techniques and tips for shops to get 5-star ratings on Google, Facebook and important social apps.

Later in the afternoon, John Gustafson, owner of Gustafson Brothers Automotive and Team Weekend host presented a session about the current state of the auto industry and the importance of involving young techs. That evening, Kevin Fitzpatrick and his team presented a demonstration of ADAS. Attendees gained some excellent insights and information and came away with concrete ideas to apply to their business.

Afterward, John Gustafson was honored as ASCCA's 2018 Member of the Year and presented with a plaque for his service. For a long time, John has been a dedicated member of ASCCA and has supported his fellow members by hosting gatherings and creating a space for business owners to collaborate and build their knowledge together. His generosity and dedication truly represent ASCCA's core values, and time and time again he's gone above and beyond in demonstrating support for ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

The final day of Team Weekend began with a meeting of ASCCA's Chapter Representatives Committee. The Chapter Reps listened to updates from ASCCA's



NEXT TEAM WEEKEND



SAVE THE DATE!

committee chairs and reviewed the list of Candidates for the 2020 Board of Directors. Rocky Khamenian and Jack Scafield withdrew their nominations and there was a call for nominees on the floor. Rory Balmer was nominated by Dave Kusa, which Rory accepted, and the present Candidates were called upon to speak. The nominations for the Chair and Vice Chair Positions for the Chapter Reps Committee were then discussed, with Travis Guy Nominated to Chair, and Rocky Khamenian appointed to be his Vice Chair in 2020. The committee voted to approve all the nominees.

Team Weekend ended with a meeting of the Board of Directors where the following 2020 Board of Directors Candidates were approved:

John Eppstein – President
Rory Balmer – Vice President
Carolyn Coquillet – Secretary
John Villa – Treasurer
Scott Brown – Board Director
Tony Callas – Board Director
Lee Chesnin – Board Director

President John Eppstein closed out the weekend with congratulations to the 2020 Board of Directors and thanked them for serving our association with dedication and integrity. He also extended thanks to those in attendance for supporting ASCCA and for the work they do to promote us. ASCCA extends a warm thank you to our partners who participated in Team Weekend and welcomes our newest partners: Autologic, Bolt on Technology, & Drive! Thank you to all our partners for coming and for everything you do for our members.

Didn't get a chance to attend? Mark your calendar for our next Team Weekend, January 25-26 in Sacramento. Visit asca.com/events for more information!



ASCCA NOVEMBER TEAM WEEKEND RECAP

In November, ASCCA leaders, committee members, and corporate partners convened in Sacramento for its Final Team Weekend of 2019.

ASCCA President John Eppstein opened the meeting by welcoming those in attendance and leading them in the flag salute. He then introduced first time Team Weekend Attendees & Corporate Partners, and thanked them for coming and getting involved in ASCCA through committee meetings, Team Weekends, and chapter events.

Following the opening remarks, the Government Affairs committee met to discuss relevant legislation that ASCCA has been monitoring. D. Kusa presented a report provided by D. Seyfer noting that NASTF will launch a new website in December. The Service Information Request (SIR) process is being overhauled and NASTF will continue to remove the issues while OE's will soon be able to respond directly and have their posts visible immediately. J. Molodanof reported on the two-year bills that will come back next year and reviewed some of the proposals that are coming up. He also reviewed the legislative/industry conversation around rating shops that is being considered by Assemblyman Low and reported that ASCCA working on this to allow for more timely investigations by the Bureau of Automotive Repair (BAR).

Next, the Public Relations Committee, chaired by Jerry Kubitsky, provided an overview of the PR Committees past projects and the

ting for automotive program funding. As we are facing a shortage of techs in the industry, the committee will determine how best ASCCA can support these programs.

During the lunch break President John Eppstein presented the 2019 Board and Committee Chairs with certificates of recognition in appreciation for their service. He then presented Special Awards to several ASCCA leaders for their long-time service and dedication to ASCCA. Rocky Khamenian, Angi Roberts, Dave Kusa, Rob Pitari, and Jack Scrafield were all recognized for their outstanding contributions to ASCCA and their work for the association over the years. Jack Scrafield served his final year on the Board of Directors in 2019, but will stay on as an advisor in the coming year. ASCCA Executive Director Gloria Peterson swore in 2020's Board of Directors. Thank you to all our leaders for their tremendous contributions!

That afternoon, Team Weekend attendees enjoyed an educational session about ADAS Innovations and Safety Specifications presented by Fred Gruner, the Principle Engineer with NVIDIA Corp. Afterward, Dave Kusa, Owner of Autotrend Diagnostics, offered techniques and best practices for shops' Cyber Security who was joined by Walter Edmonson of TeamLogicIT. Walter advised shop owners on important updates and measures to take to keep their shops safe.

Lastly, Scott Brown, Founder of Diagnostic Network & Owner of



current Members Care project. This was followed by a discussion surrounding how to best promote the Members Care project and identify ASCCA members who are volunteering their time for worthy causes.

The Membership Committee led by Vice-Chair Jim Silverman, discussed how to streamline and improve communication with members and potential members regarding the value of ASCCA membership. They discussed the need for new repair shop members as well as the challenges around retaining and acquiring them. The committee considered several new ideas for potential programs to replace the liaison program and will continue to address the need for a new plan/programs to generate and retain membership, including potentially using advertising.

The Revenue and Benefits Committee, chaired by Todd Westerlund reviewed their year-to-date income and reported that they are already above their 2019 revenue goal despite still needing to collect from several members. They then discussed the need to recruit additional members and hope to be adding several new recruits soon. Todd Westerlund, Rocky Khamenian, Jim Silverman & Rob Pitari all reported that they have generated new leads on potential corporate partners and are working toward adding them for 2020.

The ETI Committee, chaired by Grant Takikawa, reported that ASCCA has generated quite a few new members from CAT and a new committee member from ATL. This exposure has opened up a new focus for the committee in supporting teachers who are bat-

Connie & Dick's Automotive presented ADAS Case Studies and reviewed the tools and equipment involved in ADAS repairs. Attendees gained some great technical information and came away with great applications for their business.

On the final day of Team Weekend, the Chapter Representatives Committee received updates from Glen Daily of Armstrong & Associates reviewing insurance industry changes and their affect on shop owners. Dave Kusa also provided an update on ASCEF's status and activities while ASCCA's committee chairs reported the status of their respective committee work. Chapter Reps Committee Chair Jack Scrafield then asked the Chapter Reps for their take-aways after reviewing the survey results and the committee then discussed some of the implications of this new information for chapters and for ASCCA as a whole.

Team Weekend ended with a meeting of the Board of Directors and President John Eppstein welcomed and congratulated the 2020 Board of Directors and thanked them for their commitment to serve for another year. He also extended thanks to attendees for coming to team weekend and for supporting and promoting our association. ASCCA extends a warm thank you to our partners who participated in Team Weekend, and thank you to all our partners for everything you do for our members!

Didn't get a chance to attend? Mark your calendar for our next Team Weekend, January 25-26 in Sacramento. Visit ascca.com/events for more information!



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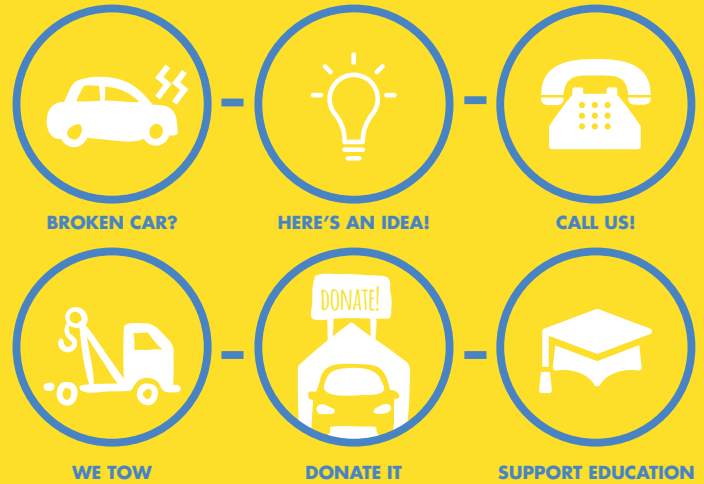
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Call **ASCEF** and get information on how to join our Cars4Careers program at 916.290.5828

Further information is available at asc-ef.org/cars-4-careers



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Anniversary MILESTONES

June - September

70 YEARS

McCurdy Body Works (Pasadena)

50 YEARS

Modern Specialists, Inc. (Long Beach)

30 YEARS

Four Car Garage, Inc. (San Mateo)

R & S Automotive (Newhall)

30 YEARS

Moe's Automotive Service (Sierra Madre)

Peet's Foreign Car Garage (Santa Rosa)

Villa Automotive (San Luis Obispo)

25 YEARS

Automotive Technicians Group, Inc. (Goleta)

Stuart Terry Auto Repair (San Diego)

Del Mar Automotive (Del Mar)

Osborn's Automotive (Redondo Beach)

Don's Garage (Running Springs)

Don's Nissan & Z Specialist (Campbell)

20 YEARS

Accurate Autoworks (Pasadena)

ACE Auto Repair & Tire (San Ramon)

Dick & Ryan's Auto Repair (Livermore)

Morris Automotive (Santa Monica)

Samo Wheel & Brake (Santa Monica)

15 YEARS

Smiths Auto Parts (Visalia)

Ace Automotive & Fuel Systems, Inc. (Santa Clara)

Randy's Mobile Mechanical Service (Concord)

10 YEARS

WorldPac Industries (Newark)

Pro On-Site Fleet Services (Stockton)

European Auto Repair (Walnut Creek)

JT's PRO Smog (Redding)

Bonita Point Auto Care 76 (Chula Vista)

All Wheel Auto, Truck & RV Repair (Redding)

5 YEARS

Hunt & Sons (Sacramento)

Mechanic Grid (Hayward)

Tony's Motor Service (Los Angeles)

Schneider Autohaus (Santa Barbara)

Leo Brown's Complete Auto Care (Covina)

Expert Auto Care Inc. (Mountain View)

Welcome, NEW MEMBERS

June - September

CHAPTER 28

Maria Carillo High School (Santa Rosa)

STATE ONLY

Master Automotive Training (Chino)

Bolt On Technology (Southampton)

ALL DATA (Elk Grove)

Golden West College (Huntington Beach)

Fullerton College Automotive (Fullerton)

Copper Mountain College (Joshua Tree)

Fullerton College (Costa Mesa)

Rancho Mirage High School (Rancho Mirage)

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iATN

Greg Montero
greg.montero@iatn.com
www.iatn.net

INSURANCE & LEGAL SERVICES

Armstrong & Associates Insurance Services

(866) 923-7767
armstrongprofessional.com

INTERNET MARKETING, WEB DESIGN & SEARCH ENGINE OPTIMIZATION

KuKui

Todd Westerlund
(925) 980-8012
todd@kukui.com
www.kukui.com

Repair Pal

Evan DeMik
(415) 595-3346
evan@repairpal.com
www.repairpal.com

Broadly

(800) 693-1089
marketing@broadly.com
www.broadly.com

MERCHANT SERVICES

Digital Financial Group

Shannon Devery
(877) 326-2799
www.digitalfg.com

SOFTWARE PROVIDERS

Identifix

(800) 997-1674

Shop-Ware

Matt Ellinwood
(415) 890-0906
matt@shop-ware.com

AutoText.me

Chris Cloutier
(469) 546-5725
information@autotext.me

ALLDATA

Chuck Bennett
(512) 285-0307
charles.bennett@alldata.com

BOLT ON

Tim Cifelli
(610) 400-1019
tcifelli@boltontechnology.com

UNIFORM SERVICES

Cintas

Jessica Essad
(775) 813-8954
essadj@cintas.com

ASCCA Chapter Network

The Automotive Service Councils of California is made up of local chapters. Join your local chapter today and get involved!

EAST BAY (16)

Meetings held third Tuesday
Call Kamil Targosz: (510) 309-8049

FOOTHILL (5)

Meetings held first Tuesday
Call Joseph Appler: (626) 296-6961

FRESNO (25)

Meetings held second Thursday
Call Zarkis Martirosian: (559) 970-4413

INLAND EMPIRE (14)

Meetings held third Tuesday
Call Rory Balmer: (909) 663-4677

LONG BEACH (18)

Meetings held third Tuesday
Call Kristen Bunting: (562) 424-8726

MOUNT DIABLO (20)

Meetings held third Thursday, 6:30 p.m.
Call Steve Elstins (925) 676-8376

NORTH ORANGE COUNTY (48)

Meetings held third Wednesday, 6:30 p.m.
Call Ira Newman (951) 287-0447

PENINSULA (23)

Meetings held every other month
Call Angi Roberts: (408) 266-9658

REDDING (99)

Meetings held last Tuesday, 6:30 p.m.
Call Ken Breshears (530) 222-2572

SAN DIEGO (24)

Meetings held third Tuesday, times vary
Call Maria Carillo: (619) 287-7200

SAN FRANCISCO (21)

Meetings held last Wednesday, 7 p.m.
Call Paul Grech: (415) 286-6747

SAN JOAQUIN VALLEY (6)

Meetings held second Thursday, 6:30 p.m.
Call Paul La Berge (209) 466-5364

SAN JOSE (42)

Meetings held second Wednesday
Call Angi Roberts: (408) 266-9658

SANTA ROSA (28)

Meetings held third Thursday of every other month
Call Robert Toepp: (707) 546-2851

SOUTH BAY (1940)

Meetings held every other month
Call Michelle Sprokkereef: (310) 874-7930

TULARE/VISALIA (26)

Meetings held fourth Thursday, 6:30 p.m.
Call John Camara: (559) 688-5721

WEST LOS ANGELES (12)

Meeting times vary
Call Don Yocum: (310) 450-6510

Bureau of Automotive Repair (BAR): Chief

Patrick Dorais
(916) 255-4565

BAR: Industry Ombudsman

Rick Fong
(916) 255-2893

California Chamber of Commerce

Headquarters
(916) 444-6670

California Air Resources Board (CARB)

(800) 242-4450

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