

ASC Educational Foundation Golf Tournament



2005 Golf Tournament Players

This year we had a whopping 19 players sign up for the golf tournament at the Pacific Grove Municipal Golf Links near Monterey, California! Not only was the weather beautiful, but sights were magnificent, as the golf course was visited by many a deer and right on the ocean. The Foundation's heartfelt thanks goes out to those players who made this scholarship fundraising event successful.

Thanks to Bob Constant of Forest Hill Auto Service; Allen Pennebaker of Orinda Motors, Inc.; Chuck Coppage and Steve Martino of ASCIS; Declan Kavanagh of Kavanagh Motors, Inc.; Mack W. Ruff; Kris and Dan Cesena of Honda Hospital; Dan Biggs of Continental Motor Works; Glenn Davis of GDA Enterprises; Dan Fogle of Quality Automotive; Jack Crawley of Fisk Automotive; Fernando Garibay of Dick Adams Automotive; Lou Fiero, Rich Ames, and Bill and Kevin Litz of Sunnyside Auto Repair; Ernie Meranda of Sunnyside Auto Repair; and Jon McConnel of Village Automotive Repair.

Also, many thanks to our ASC Educational Foundation Golf Tournament hole sponsors:

- Bob Constant – Forest Hill Auto Service
- Allen Pennebaker – Orinda Motors, Inc.
- Maylan Newton – Educational Seminars Institute
- Chuck Coppage – ASCIS

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What a Weekend!



Bob Klingenberg presents Bob and Noriko Constant with a gift.

The results are in and everyone agrees. The 2005 ASCCA 65th Anniversary Annual Meeting and Elections held on September 30 – October 2, 2005 in Monterey, California is the slam-dunk winner of the title, "Best Annual Meeting We've Had in Years!"

About one hundred ASCCA members showed up to the three day event and enjoyed the food, entertainment and camaraderie of the weekend. Friday started off with a friendly round of golf near the ocean, with the proceeds going to the ASC Educational Foundation Scholarship Fund. We had nineteen players and a sponsor for every one of the eighteen holes! Look inside this issue of the Independent for a complete listing of the golf tournament sponsors.

Friday evening was a blast with a bonfire, a buffet, and a bar on the beach – all things that make an evening unforgettable. Nature provided the entertainment with a dolphin show right off the shore, beautiful crashing waves and a brisk evening. The next morning, we held our Kick-Off Breakfast, where ASCCA Executive Director, Shelly Levy and ASCCA 2005 President, Bob Constant gave the State of the State address and 1st Vice President Dan Fogle gave our Treasurer's Report in place of Treasurer Kevin Browning who was unable to

attend the morning session. ASCCA members were also addressed by Al Tweltridge from the Department of Education. He handles the ROCP programs at the high school and junior college level in California and we appreciated his insights into the educational challenges we face these days and are looking forward to developing a relationship with him and other Department of Education personnel.

After the Kick-Off Breakfast we convened to elect the ASCCA 2006 Board of Directors. Please see this issue of a listing of your 2006 Board. During the afternoon, members filled the streets of Monterey to visit Cannery Row and Ventana Vineyards. It was so nice to walk down Cannery Row and see a fellow

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Your 2005 Board of Directors do their rendition of "Goodbye, Robert."

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There are a number of information pages and communication forms available on the website for matters pertaining to *The Independent* on the ASCCA Website. Go to: www.ascca.com

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President's Message



Bob Constant
State President 2005

Members:

Whoa Horsey

What a ride!!! Last weekend ASCCA had its 65th Annual Meeting in Monterey. For those who were fortunate enough to attend, it was serious fun. My wife even enjoyed herself. From a clam bake on the beach Friday night, and the golf tournament that started in the sun and ended in the marine layer along the shore, to wine tasting and shopping on the world famous Cannery Row, to a rousing rendition of "Hello Dolly" Saturday night – this was an event which reflected the best of ASCCA. Brother and sister enjoying each other's company, sharing the "ups" of business, groping to find just the right person for this or that position, and even making a few decisions regarding the future of our association.

We were joined by Bill and Betty Carpenter, of NAPA, and Rodney Pierini, President and CEO of the California Automotive Wholesalers' Association, as well as his wife, Laurie. These two couples added greatly to the sparkle and fun of the weekend. Milt Seropan, "da big fish" of San Francisco, did a superb job as our Master of Ceremonies. He kept things from dragging and even kept the speeches short. Katie Jacobs and David Gregory brought their families and Adam and Chris (David's sons) won one of the prizes for sandcastle design and construction.

ASCIS was well represented by Shannon Blakeman, Lorraine Stevens, Chuck Coppage, Steve Martino and his wife, Toni, and Tom Cox. As usual Lorraine was looking out for the members and their insurance needs. When one young lady dropped a diamond ring in the sand, it was Lorraine who sifted until the sparkler reappeared. Maybe when our members learn of this skill it will help them see they should be buying their insurance from Lorraine and Shannon? This year's "elevator ride," where the newly elected Directors join the incumbents for a ride to the President's suite and elect the coming year's Executive Committee, went down rather than up – but we still got there.

Dan Fogle was installed as the 2006 ASCCA President and he is chomping at the bit to take charge and lead us into a spurt of membership growth. Bob Klingenberg has been selected as your 1st Vice President, Larry Nobriga is the 2nd Vice President, Glenn Davis is Treasurer, and Allen Pennebaker is Secretary. Sadly, good people like Greg Kelly, Dan Biggs, and Kevin Browning are retiring as Directors at the end of 2005. ASCCA is much better off due to the efforts of Greg, Dan, and Kevin.

As if the weekend was not long enough, nor jammed with enough activity, Monday morning our Executive Director, Shelly Levy and I were in Sacramento for a face to face meeting with Dick Ross, BAR Chief, and several of his senior staff. The purpose of the

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ASCCA Staff & Associates

Shelly Levy, Executive Director	916/924-9054
Elizabeth Hicks, Director of Administration & Programs	916/924-9054
Shauna Scott, Director of Membership & Marketing	916/924-9054
Katie Jacobs, ASC Attorney	951/781-9091
David Gregory, ASC Attorney	951/781-9091
Chuck Coppage, ASCIS-Manager	916/679-2951
Shannon Blakeman, ASCIS-Workers Comp	916/609-8396
Lorraine Stevens, ASCIS-Package	916/609-8402
Randy Aragon, ASCIS – Customer Service Assistant	916/609-8403

Executive Director's Report



Shelly Levy
Executive Director

My Uncle Lewis passed away recently. Like many of his generation he was a self-made man and held many jobs. I remember being quite impressed as a child that he drove a big logging truck and how proud he was when he got his certification to operate and service the big equipment at the local logging mill later on in his career. I learned a lot from Uncle Lewis, but I learned one of the most important lessons he ever taught me on an ordinary, not-so-special, summer day just after I had graduated from high school.

I showed up at his house on that afternoon in the car my mom and dad had given me, that to this very day holds the title, "Shelly's Favorite Car." It was a 1970 Chevy Impala, green with a dark green interior, 30,000 original miles, 400 cubic inches and a thumping V-8 under the hood. I remember standing on the porch telling Uncle Lewis how much I loved this car, this was the greatest car ever . . . you know the greatest . . . you know, I mean really the greatest (as only an 18 year old can spout)! He was busy doing something else but he looked up and said, "Yeah, well how much do you know about it?" I rattled off some statistics about the horsepower and threw in some anecdotal evidence about how you could bury the needle and barely feel like you were moving (hoping against hope my mother couldn't hear me). He frowned at me and marched me over to the garage, pulled out some tools and told me, "You don't know anything about it until you get your hands on it." Before I knew what was happening I was under the car with some strange tool tugging on an oil filter and trying not to get the oil on my head. I protested that I was a GIRL of all things which was met with a snort and a sharp, "What does that have to do with anything?" retort.

By the end of the day I was dirty and pretty tired but I knew how to change the oil, clean and replace the air filter, find and replace the fuel filter and do a few other minor tasks. He gave me the tools I needed to do all of that and they found their way into the tool box my dad had given me that rode in the trunk (the fact that I had Snoopy stickers all over it just goes to show that a girl with her own tool box is still, in fact, a girl.)

I learned an important lesson that day. How much do you really know about something until you get your hands on it? And how much more do you appreciate it after you do? I think that lesson applies to just about everything, including ASCCA. Many of you believe you "know" what happens and "how" things happen but until you get involved you really don't. Get your hands on your association and help. Just because you drive it once in a while in your chapter or at a Team Weekend doesn't mean you know what's under the hood and there are plenty of helpful people out there who would like to show you. Together we can continue to tweak with the engine to get the best performance we can and by sharing information we can learn more

(continued on page 12)

ASC Board & Directors



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1st Vice President
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Bob Klingenberg
2nd Vice President
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Andrew Pollino
Director
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Ryan Tunison
Director
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Jon McConnel
Director
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Insurance News

ASCIS and Shopping Your Insurance

Recently, we have had unfortunate situations arise—resulting in insurance policies being placed that have not been the most beneficial for your agency and ASCCA. We, at ASCIS believe there are three important factors that you should consider when you select a broker to represent your business to the insurance companies. These factors are:

1. Markets represented
2. Service after the sale
3. Dedication or support for your industry

ASCIS is structured the same as most other brokers. However, there is one HUGE difference—our partnership with Interwest Insurance Services which gives us the buying power and clout in the market place of one of the largest agencies in the country. We have access to over 300 different sources to secure coverage for your business. Many agencies have a small handful.

ASCIS is jointly owned by your association, ASCCA, and you – the member. Our staff deals with only one thing day in and day out and that is the insurance needs of the members and clients of ASCIS. We have your best interests at heart and we regularly report to the ASCCA Board of Directors, the association Management Committee and you!

ASCIS wants to be part of your business and ASCCA as a trusted advisor and not just another commissioned sales person. The partnership between ASCCA and InterWest is designed to promote the industry, as well as the Automotive Service Councils of California. We provide direct monetary support for many association programs, such as lobbying. Every dollar ASCIS provides reduces your dues to the association. Rarely can you support an organization that works to the betterment of your business by just buying what you would buy anyway.

If you give business information, especially loss runs to another broker, you are giving them the ability to go to insurance companies and stop us from going to those markets. If that is your intent we understand, but we don't

want to have another broker stop us from doing the best job possible if it is your intent to do business with ASCIS. Insurance carriers will only do business with the first agent who presents a complete package of information. We are here to be your representative and advocate and have the expertise and market clout to get you the best insurance coverage and price. We simply ask that you call us so we can inform you as to whom we will market your insurance. Don't be put into the position of choosing between two quotes; one of which prevents you from supporting your industry and your association because another agent blocked us from getting you the best quotes. Let us shop the market for you and bring you a range of quotes, all of which will be in your, your industry, and your association's best interest.

One final comment is that we often hear the program isn't really a benefit as isn't the lowest price on the street. Just like you can't always be the lowest price on everything in your business, there may be circumstance where we are unable to beat or match another quote. If that is the case, we will be your advisor and tell you to buy the other program if it is the best available. I will say though that almost half of the policy holders doing business with ASCIS are non-members and so have no incentive to support the ASCCA. They do business with us because we have the best price and coverage combination. GIVE US A CHANCE TO SHOW YOU WHAT THEY HAVE LEARNED. ASCIS IS YOUR PARTNER AND TRUSTED INSURANCE ADVISOR.

The ASCCA Website is available for you 24/7!
Please visit www.ascca.com for all the latest association information!

Car Care Month Vehicle Check-Up Event Demo to Be Held at AAPEX

Learn how to increase service and parts sales by hosting local vehicle check-up events for consumers at a new seminar on Thursday, November 3, 2005 at the Sands Expo Center in Las Vegas, Nevada, during AAPEX (Automotive Aftermarket Products Expo). Attendees will receive a complimentary DVD that provides step-by-step instructions on planning, marketing and executing these popular events during Car Care Months in April and October.

The seminar, designed for repair shop owners, technicians, WDs, jobbers and program groups, will be held from 8 a.m. to 9 a.m. in room 302 of the Sands Expo Center. In addition to the DVD, attendees will receive special AAPEX discounts of "Be Car Care Aware" POS kits that contain bay banners, posters, brochures, counter mats, mirror hangers and other promotional materials.

Central to the "Be Car Care Aware" consumer education campaign is National Car Care Month in April and Fall Car Care Month in October. Intense

media publicity generated during these times sets the stage for heightened awareness of vehicle care and maintenance among consumers. More than 400 vehicle check-up events were held in 31 states last April, hosted by repair businesses, jobbers, parts stores and others.

"While vehicle check-up events are intended to be educational and non-commercial, businesses who participate always report increased traffic as a result of the consumer contacts they establish," said Rich White, Car Care Council executive director. "Whether it's a simple single bay event by one repair shop or a large event with multiple businesses and organizations involved, everyone wins; consumers get a free vehicle inspection and the host business finds new customers and reinforces the loyalty of existing customers."

For more information on the seminar, contact Rich White at 301-654-6664 or e-mail rich.white@aftermarket.org. For more information on the "Be Car Care Aware" campaign, visit www.carcare.org.

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Members In The News

Environment, Workers Benefit from Changes

As someone who has been in the auto repair business for 34 years, Josh Bridges remembers a time when hazardous solvent and engine oil would get all over his bare hands while working on car brakes.

"My hands would still be tingling because the solvent was penetrating my skin," said Bridges, who now owns Bridges Foreign Auto Repair on 162 Avenue. "Thank God those days are over."

Ken Wright of Wright's Automotive Service on Fargo Avenue said it was common for shops to use the nearest storm drain for dumping.

"We used to drain an engine oil filter for an hour and there'd still be oil in it, and we'd just throw it away," he said. "It would end up in the landfill and leak oil for years. The anti-freeze would go right down the drain."

But things have changed, they say, because environmental sensitivity and the health of workers have become imperative issues in the day and age.

Bridges' and Wright's businesses are two of the seven San Leandro and Hayward auto shops that are accredited under the Green Business Program, organized by The Association of Bay Area Governments.

"What it boils down to is that you have no choice. You have to recycle," Bridges said. "Some people are serious about going to a shop that is neighborly and environmentally responsible."

Auto shops in particular are hot spots for environmental regulations because there are a plethora of chemicals and heavy metals that pass through them. Car parts, paints and sprays emit volatile organic compounds, or VOCs, into the air. Exposure to such solvents can cause headaches, nausea and even nerve damage, according to Environmental Protection Agency.

"Years ago, people didn't know about things like asbestos," Bridges said. "I remember when dust would just permeate throughout the shop."

Larry Nobriga of Salel Automotive Service on Washington Avenue said pollution is in the nature of the business.

"The biggest difference between now and then is the knowledge of what is and what isn't harmful," he said. "We're trying to create an environment that works with environment. It might not save my life but it might save my grandchildren."

These certified "green" auto shops do everything from using specific dry mops for spilled oil to using chemical-free cleaners. Hundreds of gallons of oil and antifreeze are hauled to the refineries, where they are treated and reused.

There are now 550 certified businesses in the Bay Area and the number continues to grow.

Nobriga said running a green business requires sacrifice and expenses that business owners might not like. For example, auto shops must pay another company to recycle their oil and anti-freeze, which can cost \$1 to \$2 a gallon.

"There is time and energy involved," Nobriga said. "Instead of taking five minutes to clean a small oil spill, we might take 10 minutes. Also, I have to set aside room to store oil until I can fill up a whole truck to haul it away."

But they say it's worth it because auto shops have such a direct impact on the environment – everything from handling chemicals to fixing a car's exhaust.

"I am not an environment guy by any means," Wright said. "But we are working every day with environmental issues."

~ Brian Foley, *Hayward Daily Review*

I challenge you!

This was the name of an article I wrote for the American Motors Service newsletter in 1971. It was a discussion as to why mechanics should become Nationally Certified Mechanics through the National Automotive Institute of Service Excellence, NAISE developed into what is now ASE. In this era, mechanics were thought of as "low class, non professional, liars, cheaters and thieves." Now, 34 years later, I find the public's opinion remains unchanged.

Have you ever wondered how the snake charmer of the west, you know that guy who traveled in a wagon selling tonic, making cuttings and pulling teeth, became, 100 years later, into being a respected member of the community? Well paid and of a profession sought after by many young people? Figured it out yet? It's simple. These ingrates formed the National Medical Association. Years ago doctors realized that they had to get rid of the charlatans and require all those in their profession to meet certain standards. Now all doctors have to go to medical school, intern, and take and pass state licensing tests. Today, doctors regulate themselves through State Medical Boards.

During the same time I the Old West, there were Blacksmiths. They usually owned a barn and stable, were well thought of, and usually of the upper income level. Young men apprenticed with them wanting to someday own a stable. What happened to them? They developed into what we now call the independent repair shop. We are regulated by the state and have only a cursory input on the laws that govern us. We have no education requirements, have no formal apprentice program, have no mechanic licensing requirements and have always been very competitive with each other.

I am going to do is ask you some questions. Why we are still thought of in the ways I described above? Why do we have to pinch pennies, have price and advertising wars with the shop down the road and why are there unlicensed shops?

The answer is simple; because we are not strong! We think of ourselves as individuals; smart enough to make our own way and we mistakenly think we don't need the advice of others. When in reality our stubborn independence is costing us dearly.

It is now 2005 and I really didn't think I would last this long, let alone, still be a working mechanic who owns his own business. Today, I am still trying to get the message across, trying to be as professional as possible and raise our image and

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Legislative Update

Non-Legislative Right to Repair Negotiations Break Down

Negotiations between aftermarket groups and vehicle manufacturers over the Motor Vehicle Owners' Right to Repair Act (H.R. 2048) concluded without a non-legislative agreement.

"While a great deal of progress was made during the negotiations, critical issues that could impact the future viability of the agreement and the ability of independent shops to repair late model highly sophisticated vehicle systems remain unresolved," said Kathleen Schmatz, AAIA president and CEO.

Right to Repair legislation now being considered by Congress would mandate that car companies make the same information and tools available to the aftermarket that they make available to the new car dealers.

Issues that remain unresolved include:

- Governance of a reconstituted and enhanced National Automotive Service Task Force that would have been equally managed by both the aftermarket and the vehicle manufacturers and would have assisted technicians in obtaining necessary information and tools for vehicle repair.
- Whether independent technicians would be able to obtain full access to all diagnostic and repair capabilities that are available to the car company franchised dealer.
- If the necessary tools and software would have been provided to independent shops to repair vehicles equipped with anti-theft immobilizer systems.

Both sides made strong efforts to reach an agreement; however, the positions of both groups were too far removed to be resolved at this time. ASCCA hopes that legislation concerning this issue will create a level playing field for independent automotive repair shops and the dealerships.

More information on this issue to come as events unfold. Stay tuned. ~ AAIA

Right to Repair Act Gains Nine More Legislative Supporters

Congressional support for the Motor Vehicle Owners' Right to Repair Act continues to grow as nine new co-sponsors signed on to H.R. 2048. The proposed legislation currently has 50 co-sponsors.

The nine new legislators supporting the Right to Repair Act are Reps. Michael Bilirakis, R-Fla.; Peter DeFazio, D-Ore.; Anna Eshoo, D-Calif.; Michael Fitzpatrick, R-Pa.; Alcee Hastings, D-Fla.; Sue Myrick, R-N.C.; John Peterson, R-Pa.; Bobby Rush, D-Ill.; and Ted Strickland, D-Ohio.

The Right to Repair Act would require the car companies to make the same service information and tools capabilities available to independents that they provide their franchised

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The One That Got Away

Incident Description

What would you do if suddenly confronted by a jet-propelled 200 pound steel missile?

Placing protective caps over compressed gas cylinder valves and anchoring cylinders to prevent them from falling over is a common safety practice. However at one auto repair shop, the owner thought he could ignore this practice.

Several compressed gas cylinders were standing against a wall, when the owner noticed that a valve was leaking. He leaned it against his shoulder, and was attempting to push it across the floor, when he lost his hold and it fell to the floor, breaking off the valve.

The shop owner knew what was going to happen, so he wrestled the cylinder to the floor, but was unable to hold it. The cylinder began travelling across the floor, hitting another cylinder, knocking it to the floor and bending its valve.

At this point the cylinder turned 90 degrees to the left, and travelled the length of the shop chasing a mechanic running in front of it. The mechanic jumped out of the way just before the cylinder hit a wall breaking four concrete blocks. It again turned 90 degrees, this time to the right, travelled out a door opening into a pit. The balance of the cylinder pressure was released as the cylinder bounced harmlessly around in the pit.

Fortunately no one was hurt, and property damage was minimal.

Make sure everyone in your shop knows how to properly store, and handle compressed gas cylinders.

Recommendations

1. Securely store compressed gas cylinders.

Compressed gas cylinders shall be stored or transported in a manner to prevent them from creating a hazard by tipping, falling or rolling.

2. Protect cylinder valves from damage.

All cylinders which are designed to accept valve protection devices shall be equipped with such devices when the cylinders are not in use or connected for use.

3. Secure cylinders that are in service.

Compressed gas cylinders in portable service shall be conveyed by suitable trucks to which they are securely fastened; and all gas cylinders in service shall be securely held in substantial racks or secured to other rigid structures so that they will not fall or be knocked over.

General Industry Safety Order 4650 details the safety standards that apply to storage, handling and use of gas and air cylinders.

LFL 1013

ASC Educational Foundation

By the time you read this article, the ASCCA 65th Annual Meeting will be behind us, and the ASC Educational Foundation Board of Trustees will be reviewing our bylaws and planning for 2006.

I would like to thank those of you who supported our latest fundraiser, the Golf Tournament held at the ASCCA Annual Meeting. We had several members/companies sponsor holes and donate to the Foundation during the tournament, which is much appreciated. Even though I write this article before the actual event takes place, I can tell it's going to turn

out great and that this will become an annual fund raiser for the Educational Foundation.

Your trustees are in the beginning stages of planning the raffle fundraiser for next year. We are considering acquiring something bigger and better than ever, such as a large piece of shop equipment, or a cool "toy" like a motorcycle or a car – something to really get you excited about winning. The raffle tickets would sell for more, but would be well worth the extra cost. I have received a couple of suggestions already, but would welcome your input if you have

any ideas as to what the prize could be or to whom we could solicit prizes. It would be awesome if we could get something big and exciting donated, but if not, then as in the past, we may call on a few chapters and members to help sponsor the prize.

By now you should have received a copy of the scholarship application for next year's scholarships. Please pass this on to any schools in your area, or any students you know who could use a little extra money to help pay for their automotive education. If you did not receive it, check www.ascca.com under the "Education" link. The deadline to submit the application is the end of November 2005.

That's all for today. Thank you for reading the Independent!
~ Kris Cesena

ASC Educational Foundation Scholarship Fund Contributions 2005

Name	Chapter/Business	Amount	Designated Scholarship	Notes
John F. Ready, Jr.		\$100	Sheldon Miller	
Esther & Kenneth Coleman		\$200	General	
Chapter 23		\$35	General	
Dwain Bartels		\$20	Ahwahnee Hotel	
Jo Ann Fisher		\$20	Ahwahnee Hotel	
Larry & Laurie Moore		\$100	Ahwahnee Hotel	
Jim O'Neill - Chino Autotech		\$50	Ahwahnee Hotel	
Mahneke Motors		\$169	Ahwahnee Hotel	
Robert Salerno		\$233	Ahwahnee Hotel	
Cash collected by misc donators		\$662	Ahwahnee Hotel	
Chapter 6		\$150	Ahwahnee Hotel	
Chapter 8		\$100	Ahwahnee Hotel	
Chapter 9		\$100	Ahwahnee Hotel	
Chapter 14		\$100	Ahwahnee Hotel	
Chapter 23		\$100	Ahwahnee Hotel	
Chapter 24		\$100	Ahwahnee Hotel	
Chapter 30		\$45	Ahwahnee Hotel	
Chapter 34		\$100	Ahwahnee Hotel	
Chapter 42		\$86	Ahwahnee Hotel	
Chapter 99		\$100	Ahwahnee Hotel	
Chapter 50		\$100	Ahwahnee Hotel	
Robert & Nikki Ayers - Ayers Repairs		\$200	Maxine & Jim Jones	
Dennis McDaniel - Carburetor & Electric Co.		\$12.75	Maxine & Jim Jones	
Mike Mahneke - Mahneke Motors		\$50	Maxine & Jim Jones	
Chapter 23		\$35	General	
Larry & Laurie Moore - Larry's AutoWorks		\$100	Jim Hunt	
Kenneth & Esther Coleman		\$200	General	
Larry & Laurie Moore - Larry's AutoWorks		\$100	Jim Hunt	
Larry & Laurie Moore - Larry's AutoWorks		\$100	Jim Hunt	
Bob Constant	Forest Hill Auto Service	\$100	General	Golf Tournament
Allen Pennebaker	Orinda Motors, Inc.	\$100	General	Golf Tournament
Maylan Newton	Educational Seminars Institute	\$100	General	Golf Tournament
Chuck Coppage	ASCIS	\$100	General	Golf Tournament
Kris Cesena	Honda Hospital	\$100	General	Golf Tournament
Larry Nobriga	Salel Automotive Service	\$100	General	Golf Tournament
Dan Fogle	Quality Automotive	\$100	General	Golf Tournament
Mitchell 1	Mitchell 1	\$100	General	Golf Tournament
Jack Crawley	Chapter 48	\$100	General	Golf Tournament
Glenn Davis	GDA Enterprises	\$100	General	Golf Tournament
Mike Mahneke	Mahneke Motors	\$100	General	Golf Tournament
Nikki Ayers	Ayers Automotive	\$100	General	Golf Tournament
Declan Kavanagh	Kavanagh Motors	\$100	General	Golf Tournament
NASTF	NASTF	\$100	General	Golf Tournament
Jacobs & Gregory	Jacobs & Gregory	\$400	General	Golf Tournament

2nd VP Message

Newly appointed 2nd Vice-President, Larry Nobriga, of Chapter 16 – East Bay, would like to extend an offer to all ASCCA members, and especially Chapter Representatives, to call him, email him, fax him or meet him in person to discuss ASCCA matters.

Larry's contact information is as follows:

Larry Nobriga, Salel Automotive Service
15215 Washington Avenue
San Leandro, CA 94579

Shop Phone: (510) 351-8961 • Home Phone: (209)824-0253
Fax: (510) 351-8611 • E-mail: salelauto@sbcglobal.net

Please feel free to call Larry during the day or in the evening, as his goal is to increase communication among chapters and the state.

Many Thanks to our Annual Meeting Sponsors!!!

CAWA – Attendee Gifts

Chapter 52 – Welcome Reception & Afternoon Break on Sunday

2006 Board Candidates – Welcome Reception

Customerlink – Welcome Dinner

Kendall Motor Oil – Kick-Off Breakfast

Automotive Training Institute – Shuttle

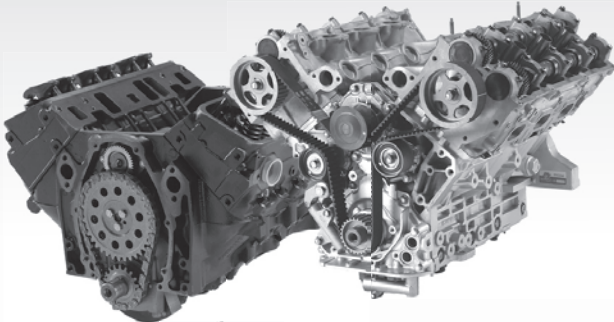
ALLDATA/AutoZone – President's Reception & Banquet

AAIA – Farewell Breakfast

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Legal Forum *Ask Katie & Dave*

Dear Katie and Dave:

I have an employee who works "on-call" hours for me. He doesn't always get a call, but when he does I pay him a commission on that job. How do I make sure I comply with all the labor laws?

- Signed Always "On-Call" Boss

Dear Boss:

You are not required to pay for "on-call" time if the employee can use the time spent on-call primarily for his own benefit. This is determined on a case by case basis and is not something to which you can just agree. The factors to look at are: (1) What restrictions are there geographically on the employee - how far can they travel away from the business location when "on-call"? (2) How quickly do they have to respond to the call? (3) Any other limitation on the employee's ability to use the time for his own benefit? and (4) What is the industry practice?

Usually, something like carrying a pager or a cell phone does not constitute hours worked, provided the employee can come and go as he pleases. However, the employee needs to be given at least 20 to 30 minutes to report, so that the "on-call" time can be spent doing what the employee pleases.

The employee must be paid for the time spent on the calls themselves. This also includes reasonable travel time from the time paged until the time the employee can return to home or whatever he or she chooses to do. If the employee has already worked an 8-hour day, the time spent on the calls must be paid at the minimum of time and one-half. Therefore, if the commission exceeds the regular pay by at least one-half the hourly rate extra and this is shown clearly on the pay stub you would be in compliance.

Former ASCCA Member Passes

Howard Turner, former owner of Baughman and Turner Automotive, passed suddenly, October 3, 2005. Howard was a Past-President of Chapter 49 – Orange County and was a dedicated ASCCA supporter. Howard is survived by his wife "Lou", his daughter Connie Barron of Freek's Garage, grandchildren and great-grandchildren.

For those who like to express their regards to Howard's family, please send cards to: Freek's Garage; 321 South Highland Avenue; Fullerton, CA 92832.

Hurricane Katrina Fund Exceeds \$10,000 in Contributions

Contributions to the Salvation Army from member companies of AAIA, including ASCCA, quickly reached \$10,000 in September, and were forwarded to that organization with a matching contribution of \$10,000 from AAIA.

Industry Meetings Calendar

The following are meetings ASCCA encourages you to attend, as their outcome directly affects you and your industry. Please note that all meetings are subject to change without notice and you are advised to check on meeting times and locations the day before the event, if you plan to attend.

ARB Board Meeting

Friday, October 21, 2005
9:00am – 8:00pm
Cal/EPA Headquarters, Byron Sher Auditorium
1001 I Street
Sacramento, CA 95814
Please contact Lori Andreoni at landreon@arb.ca.gov for questions.

Inspection & Maintenance Review Committee

Wednesday, October 26, 2005
9:30am – 4:00pm
Cal/EPA Headquarters, Sierra Hearing Room
1001 I Street
Sacramento, CA 95814
Please contact Irene Melendez at imelende@arb.ca.gov for questions.

BAR Hearing: New Proposed Regulations

Southern California Meeting
Wednesday, November 16, 2005
9:30am
BAR Conference/Training Room
1180 Durfee Avenue, Suite 120
South El Monte, CA 91733
Please contact Shelly Levy for questions regarding this event at (800) 810-4272.

BAR Hearing: New Proposed Regulations

Northern California Meeting
Friday, November 18, 2005
9:30am
BAR Executive Conference Room
10240 Systems Parkway
Sacramento, CA 95827
Please contact Shelly Levy for questions regarding this event at (800) 810-4272.

BAR Advisory Group

Tuesday, January 10, 2005
9:00am – 3:00pm
Marriott Ontario Airport
2200 East Holt Blvd.
Ontario, CA 91761
Please contact Shelly Levy for questions regarding this event (800) 810-4272.

Non-Deductibility Statement

Pursuant to IRS regulations you are hereby notified:

Contributions or gifts to the Automotive Service Councils of California are not deductible as charitable contributions for Federal Income tax purposes. However, your dues may be deductible under other provisions of the Internal Revenue Code except for that portion which is allocated to Association political and lobbying expenses.

ASC estimates that the non-deductible portion of your dues attributable to political and lobbying expenses for the 2005 year are as follows:

ASCCA Lobbying:	3%
Total Non-Deductible Portion of Dues:	3%

Please consult your tax advisor for further information.



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Tools for Techs

Thousands of technicians in the path of Hurricane Katrina left work on that Friday expecting to return on Monday. Due to the hurricane's devastation, they are without homes or jobs to return to. Now Hurricane Rita has battered the Gulf Coast and thousands of additional technicians were left out of work.

Together we, the automotive repair industry, can help these technicians

rebuild their shattered lives. It all starts with the necessary tools to return to work. The government can help them with temporary housing and food, the insurance companies can help them rebuild their homes and replace their automobiles, but it will take the support of all of us to help them put their lives back together.

The "Tools for Tech's" program goal is to get all of these victims back to work as soon as possible. To do this, they will

need tools. It is this program's mission to provide EVERY displaced technician with the tools needed to go back to work.

"Please open your heart....And your toolbox." You can help by donating a tool to a Hurricane Katrina/Rita victim. Simply donate any tool you would like and know that each tool will make a big difference in their lives.

No donation is too large or too small. Every tool donated will be assembled into a set, put into a toolbox and given to a displaced technician ready to go to work. Repair facility equipment will be sent to businesses in the disaster area trying to rebuild and re-open.

Cash donations are also needed to purchase tool boxes and other items required to make up complete sets of tools. 100% of all donations go directly to help hurricane victims.

Scene Of The Accident, Inc. is a 501(C)3 Non-Profit Corporation All donations are tax deductible. EIN #20-2525423.

To make a donation, please send your tool(s) or check to:

Scene of the Accident, Inc.
Tools for Tech's Program
4311 Shady River
Missouri City, TX. 77459

For more information or to learn how you can help please contact:

Todd Hoffman
Ph: 713.553.6279
Email: hoffman@ev1.net
<http://www.toolsfortechs.org>



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Executive Director Message

about our industry, our association and maybe even ourselves.

I miss my Uncle Lewis. I figure he is up in heaven right now telling God how things should have been done on this planet. I never told him how much that afternoon meant to me or that I'll never forget how the gravel felt on my neck or how the engine smelled or how I was able to impress a boyfriend or two with a pointed lecture about a dirty fuel filter. But maybe he already knows and maybe he'll smile at me once in a while if he hears me ask the question, "Yeah, well how much do you really know about it?"

ASCCA Member Testimonials

I bought Allied Engine and Auto Repair, Inc. in 1973. I did very well from the get go and joined ASCCA in 1978 because I didn't want to be a "shooting start", so to speak. The very first ASCCA seminar I attended put me on the path to longevity in business. The speaker told us that if we wanted to be in business down the road, "you need to buy a property to house your business in." At the time, rent was cheap and I was paying \$250 a month rent for 3,200 sq. ft. in the middle of downtown San Francisco. I took his advice and now, 27 years later, I am still in business without any rent or landlords to worry about.

ASCCA has helped my business and our industry survive many changes by fighting many legal and legislative battles on our behalf, winning every one of them. It doesn't cost to belong to ASCCA—it pays.

Paul Grech, Allied Engine and Auto Repair

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President's Message

meeting was to give ASCCA feedback on the letter we sent in August regarding proposed changes in different areas of BAR and/or industry operations. A full report will be coming your way soon, but here are some quick thoughts from that meeting.

- Regarding the complaint process – at the present time shop owners CAN request the consumer and car be brought in with the BAR Representative.
- Regarding full registrations for all automotive facilities – BAR is in the process of updating the definitions of "repair." This will help correct the registration issues we raised.
- Also BAR is supportive of the idea of our raising the bar for shop ownership – the key for improving the relationship with BAR is open dialogue from both sides of the table, and Mr. Ross is making every effort on his part to insure that takes place.

Our members have every right to be proud of the progress we have made this year. I look forward to the next three months because I know we will be able to get a lot more done. Thank you for your efforts and commitment, ASCCA IS LEADING THE WAY.

There are so many times when I don't feel like coming, but when I drag myself to a meeting I feel refreshed and revitalized. I really enjoy the camaraderie.

Hans Art, Hans Art Automotive

People like myself who start auto repair shops are highly independent minded by nature. I used to say, "I don't want anyone else's help and certainly don't need their help. I'd much rather figure something out for myself from scratch than have someone show me how to do it. I know I'll learn it and remember it better that way."

Now, at the ripe old age of 47, I've learned better. I want all the help I can get to make my business successful and as profitable as possible. Sharing thoughts, ideas, experiences, headaches and successes is what ASCCA is all about. Attending monthly meetings are a good way to get together and achieve this goal.

Andrew Gescheidt, Popular Mechanix

December Team Weekend!

This year, our fourth quarter Team Weekend will be held in Los Angeles, California at the Embassy Suites Hotel Los Angeles-International Airport South. The hotel is conveniently located near the airport will be a two-day event, December 10 – 11, 2005.

Please join us for the last Team Weekend of 2005! Detailed information regarding registration and hotel prices will be sent you soon and will also be available on our website shortly.

Labor Law News: Confidentiality Rules

An employee handbook that includes a broad confidentiality policy or restricts reasonable employee speech violates federal labor law.

The National Labor Relations Board (NLRB) rejected a policy that included "violating a confidence or unauthorized release of confidential information: as among behaviors that could result in disciplinary action. The NLRB ruled that the handbook content violated federal labor law because employees could reasonably understand it to restrict discussion of wages and other terms and conditions of employment with fellow employees and with the union. Cintas Corp., 344 NLRB No. 118 (June 30, 2005)

This follows an earlier NLRB decision rejecting rules prohibiting employees from complaining to customers about the terms and conditions of their employment while wearing the company's uniform. Guardsmark, LLC, 344 NLRB No. 97 (June 7, 2005)

California law also prohibits employers from maintaining rules prohibiting employees from disclosing the amount of his or her wages or information about his or her working conditions.

What Should You Do?

- Check your employee handbook and your employment and confidentiality policies to be sure they do not prohibit or discourage employee activity that is protected by state or federal law.
- Train your supervisors and managers about how you may legally limit employee free speech rights considering concerns over confidentiality, privacy and harassment.

For help with developing your employee handbook, you may purchase the Chamber's California Employee Handbook Writer by visiting <http://www.calchamberstore.com/Store/Products/ECD.hm?BrCs=270&BrCg=11054337&BrRc=1024854532&BrKy=y9mm>. The software has all the required and recommended policies, and helps you build and maintain your California-specific employee handbook.

~ California Chamber of Commerce

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Challenge

standards. What I am challenging you to do is help me. **What I am challenging you to do is get one new person to become a member of ASCCA. What I am challenging you to is to get just a little more involved in ASCCA.**

We all know that our main competitor is the dealership. They are out to take as much business from us as they can and, if possible, eliminate us from the marketplace. Yet, we make no attempt to analyze their success. Have you ever heard of NADA? The National Automotive Dealers Association has many more members than our association, almost 100 % of the dealerships are members, and their dues are a lot more than we would ever dream. But, through their association they write the laws. They have 20 groups, in which they open their business operations to one another to be critiqued by the group, helping make them strong and profitable.

What I challenge you to do is to make our association as strong as, or better yet, stronger than NADA. What I challenge you to is to learn more. What I challenge you to do is to become more professional, to learn better and different ways to operate your business. What I challenge you to is to become more involved in ASCCA, get one new member. What I challenge you to do is run a more profitable business and maybe, just maybe, have more time to enjoy life.

*Stephen D. Zitterkopf, AAM,
ASE Master Mechanic
The Carriage Motor House*

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Golf Tournament

- Kris Cesena – Honda Hospital
- Larry Nobriga – Salel Automotive Service
- Dan Fogle – Quality Automotive
- Mitchell 1
- Jack Crawley – Chapter 48
- Glenn Davis – GDA Enterprises
- Mike Mahneke – Mahneke Motors
- Nikki Ayers – Ayers Automotive
- Declan Kavanagh – Kavanagh Motors
- NASTF
- Jacobs & Gregory

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Weekend

ASCCA member with their family, enjoying the beautiful Monterey weather.

Saturday night, the big event finally came, the President's Banquet and Awards Ceremony. The evening definitely belonged to our illustrious President Bob Constant. Bob personally thanked all those who have made his presidency effective and gratifying, with kind words and awards. The ASCCA Board of Directors participated in a Presidential Roast of Bob replete with a rousing rendition of "Hello Dolly" rewritten to be "Goodbye Bob" and with Director Kris Cesena in full regalia. However, at the heart of all the joking was true friendship and desire to let Bob know that he is appreciated and cherished.

Sunday morning, everyone was invited to discuss the long-range strategic plan (LRSP) for ASCCA in the coming years. This session was a continuation of the work done all throughout the year during the visioning process and was focused on setting in place those specific action items that will help us achieve our vision for ASCCA. After much discussion, the group decided to stick to the direction that came out of the LRSP Planning Session during the June 2005 Team Weekend and focus on three major program areas – mandatory licensing and certification, legislation and education and training. At the subsequent ASCCA Board of Directors meeting, the LRSP was adopted in concept by the Board members. The LRSP itself is a multi-year document and our yearly action plans are designed to support the LRSP by identifying those things we can do in each calendar year to advance us towards to overall goals. The final version of the 2006 Action Plan will be adopted at the December Team Weekend as well as the budget to support those activities identified in the plan.

Our Emcee, Milt Seropan, did a fantastic job of coordinating our speakers, lightening up the events with amusing stories and jokes, and even said a few heartfelt words about the value of ASCCA, its members and its future. A million thanks to Milt, everyone who attended ASCCA's 65th Anniversary Annual Meeting and Elections, and you – our valued members. Without each of you, we wouldn't be thriving after sixty-five years of dedicated service to the hard-working, independent auto repair shops of California. Congratulations one and all!

Welcome New Members

Shop Name	Chapter
Jay's Automotive	2
Jon Eric's Inc./Volvo Service	2
Advance Fuel and Auto Care	5
Rick's Auto Electric	5
Ace Auto and Truck Repair	9
A New Direction For Us, Inc.	14
Big Apple Automotive	14
Protrans	14
A+ Japanese Auto Repair, Inc.	23
Arco Enterprises	23
Gene's Auto & Radiator Service	23
Camino Transmission	24
Diablo Auto House	42
ASAP Towing & Automotive Repair	48
Barsome Tire and Auto	48
Brightside Auto	48
General Petroleum	50
Innova Electronics	50
Interamerican Motor Corp	50
Northwood 76	50
Saddleback Collge	50
Auto Air & Accessories	99

Continued from pg. 7

Right to Repair

dealer networks. Architects of the Right to Repair Act added new language this year to clarify that car company trade secrets are protected unless that information is provided to the franchised new car dealer. The new language also clarifies the responsibilities of the Federal Trade Commission in enforcing the bill's requirements.

For more information about the Right to Repair Act, visit www.righttorepair.org.
~ AAIA

Industry and Endorsed Vendors Contact List

BAR, Chief:
Dick Ross (916) 255-4565

BAR, Industry Ombudsman
Rick Fong (916) 255-2893

California Chamber of Commerce
Headquarters (916) 444-6670

CARB: General Number
..... (800) 242-4450

EPA: Headquarters
..... (202) 272-0167

ASC Insurance Services
Chuck Coppage (916) 679-2951

ALLDATA
Mauricia Lopez ... (916) 684-5200 x3008

Allied: call ASCIS

CA Preferred Credit Union:
Bobbie Adams (415) 546-3980

CustomerLink:
Jill Stenson (916) 781-4344

Heartland Payment Systems:
Yolanda Heinz (888) 472-0065 x4722

Jacobs and Gregory:
Katie Jacobs (951) 781-9091

Mitchell1:
Mike McBerney .. (888) 724-6742 x6986

NOVA:
Barbara Martin ... (800) 725-1243 x8519

PayChex:
Rhonda Bunker ... (702) 933-6200 x3016

Thomson Delmar Learning:
Jessica Cipperly (518) 348-2578

ConocoPhillips-Kendall Oil
Bill Curry (310) 376-0179

Automated Marketing Group
John Bamford (303) 543-9600

Chapter Meetings & Contacts

Bakersfield (58) — Meetings: 4th Wed., 7:30 pm, Hodel's Restraunt. Mbr. Info.: Bob Klingenberg at (661) 631-5765.

Central Coast (52) — Meetings: 3rd Wed., 6:30 pm, place varies. Mbr. Info.: Fernando Garibay at (831) 758-8277.

Central Valley (27) — Meetings: 2nd Tue., 6:30 pm, Early Dawn Cattle Co., Modesto. Mbr. Info.: Robert Raduechel at (209) 575-6326.

Coachella Valley (30) — Meetings: 2nd Tue., 6:30 pm, Augua Caliente, Rancho Mirage. Mbr. Info.: Fred Divine at (760) 343-1226.

East Bay (16) — Meetings: 2nd Tue., 7:00 pm, The Englander Restaurant, San Leandro. Mbr. Info.: Ron Bessette at (510) 774-3394.

Foothill (5) — Meetings: 1st Tue., 6:30 pm, Four Points Sheraton, Monrovia. Mbr. Info.: Jo Ann Fischer at (714) 773-0949.

Fresno (25) — Meetings: 2nd Thur., 7:00 pm, Ramada Inn, Fresno. Mbr. Info.: Ray Rasmussen at (559) 855-2398.

Gold Country (36) — Meetings: 2nd Tue., 6:30 pm, place varies. Mbr. Info.: Robert Brocke at (530) 477-5712.

Hemet (32) — Meetings: 2nd Tue., 6:30 pm, Sizzler, Hemet. Mbr. Info.: Phil Fournier at (909) 927-2102.

Inland Empire (14) — Meetings: 3rd Tue., 7:00 pm, Royal Cut Restaurant, Ontario. Mbr. Info.: Glenn Davis at (909) 946-2282.

Long Beach (18) — Meetings: 3rd Tue., (no mtg. July & Aug), 7:00 pm, Colonial Cafe, Long Beach. Mbr. Info.: Sam Baayoun at (562) 433-5523.

Merced (33) — Meetings: 3rd Tue., 6:45 pm, Eagle's Nest Restaurant. Mbr. Info.: Rick Scroeder at (209) 722-3856.

Mid Cities (1) — Meetings: Varies, call for info. Mbr. Info.: Russ Okimoto at (562) 926-7317.

Mt. Diablo (20) — Meetings: 3rd Thur., 7:00 pm, place varies. Mbr. Info.: Barbara Livingstone at (925) 837-1000.

Napa/Solano Counties (9) — Meetings: 2nd Tue., 7:00 pm, Rockville Inn, Fairfield. Mbr. Info.: Tracy Renee at (707) 642-1900.

North Orange County (48) — Meetings: 3rd Wed., Embassy Suites, Brea. Mbr. Info.: Jo Ann Fischer at (714) 773-0949.

Orange Coast (50) — Meetings: 2nd Thur., 7:00 pm, Irvine Marriott, Irvine. Mbr. Info.: Rita Thomas at (949) 855-0590.

Orange County (49) — Meetings: 3rd Thur., 7:00 pm, Sterling Suites Hotel, Anaheim. Mbr. Info.: Ken Hamilton at (714) 535-4100.

Peninsula (23) — Meetings: last Tue., 7:00 pm, place varies. Mbr. Info.: Vallerie Williamson at (408) 264-9495.

Redding (99) — Meetings: last Wed., 7:00 pm, place varies. Mbr. Info.: Tim White at (530) 246-9277.

Sacramento (34) — Meetings: 4th Tue., 7:00 pm, Frasinetti's Winery. Mbr. Info.: Carol Bartels at (916) 332-1883.

San Diego (24) — Meetings: 3rd Tue., 7:30 pm, Handerly Hotel, San Diego. Mbr. Info.: Stuart Terry at (619) 287-9626.

San Fernando Valley (11) — Meetings: 3rd Tue., 6:30 pm, Odyssey Restaurant, Granada Hills. Mbr. Info.: Marilyn Schanley. at (818) 768-3656.

San Francisco (21) — Meetings: last Wed., 6:30 pm, Delaney St. Restaurant. Mbr. Info.: Paul Grech at (415) 474-7323.

San Joaquin Valley (6) — Meetings: 2nd Thur., 6:30 pm, place varies. Mbr. Info.: Andy Pollino at (209) 472-9866.

San Jose (42) — Meetings: 2nd Wed., 7:00 pm, Lou's Village, San Jose. Mbr. Info.: Valerie Williamson at (408) 264-9495.

San Luis Obispo (17) — Meetings: 3rd Wed., 7:00 pm, place varies. Mbr. Info.: Smitty Price at (805) 546-9892.

Santa Barbara (8) — Meetings: 3rd Wed., 7:00 pm, place varies. Mbr. Info.: Rachel Barajas. at (805) 682-9441.

Santa Clarita (3) — Meetings: Varies, call for info. Mbr. Info.: Kevin Browning. at (661) 251-6736.

Santa Cruz (15) — Meetings: 3rd Tue., 7:00 pm, Hindquarter, Santa Cruz. Contact: Nate Smith at (831) 476-1332.

Santa Rosa (28) — Meetings: 1st Tue., 7:00 pm, Coco's Family Restaurant, Santa Rosa. Mbr. Info.: Barbara Baker at (707) 546-4280.

South Bay (1940) — Meetings: 3rd Thur., 7:00 pm, place varies. Mbr. Info.: Peter Alper at (310) 328-1981.

South Los Angeles (10) — Meetings: 4th Thur., 7:00 pm, La Parrilla Restaurant, Los Angeles. Mbr. Info.: Les Les Morris at (323) 778-1014.

Tulare-Visalia (26) — Meetings: 4th Thur., 7:00 pm, place varies. Mbr. Info.: Jaimie Hammond at (559) 688-4713.

Ventura County (2) — Meetings: 2nd Tue., 6:30 pm, place varies. Mbr. Info.: Kathy Riggs at (805) 983-8100.

West Los Angeles (12) — Meetings: Varies, call for info. Mbr. Info.: Dee Cherko at (310) 837-0446.

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ASCCA Calendar

December 10 - 11 **ASCCA Team Weekend and Orientation
4th Quarter Board of Directors
Chapter Representatives Committee
Meeting**
**Location: Embassy Suites Hotel
Los Angeles – International Airport South
9801 Airport Blvd.
Los Angeles, California 90045**

March 18 – 19 **ASCCA Team Weekend
1st Quarter Board of Directors
Chapter Representatives Committee Meeting**
**Location: Embassy Suites Hotel Sacramento
Riverfront Promenade
100 Capitol Mall
Sacramento, California 95814**

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