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One Capitol Mall, Suite 320
Sacramento, CA 95814
(916) 924-9054
(800) 810-4272
Fax: (916) 444-7462
E-mail: mhensley@amgroup.us
Web site: www.ascca.com

How to Submit Material to The California Independent

Material must be submitted in
writing to Melissa Hensley
E-mail: mhensley@amgroup.us
Fax: (916) 444-7462
Mail: One Capitol Mall, Suite 320
Sacramento, CA 95814

ASCCA Staff and Associates

Jackie Miller
Executive Director
916.924.9054 x108

Gloria Peterson
Assistant Executive Director
916.924.9054 x104

Paul Simmons
IT & Membership
916.924.9054 x113

Connie Payne
Accounting Manager
916.924.9054 x103

Heather Vigil
Membership Director
916.924.9054 x110

Melissa Hensley
Communications & Web Editor
916.924.9054 x131

David Gregory
ASCCA Attorney
951.781.9091

Brad Davis
ASCIP-Manager
916.923.5070
Toll-Free 866.923.7767



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2011 BOARD OF DIRECTORS

Dennis Montalbano
President
German Auto Repair Inc.
6652 N Blacksone
Fresno, CA 93710
Tel: (559) 438-6508
Fax: (559) 438-8651
dbenzdr@aol.com

Tracy Renee
1st President
Gene's Auto Repair
37 Tennessee Street
Vallejo, CA 94590
Tel: (707) 642-1900
Fax: (707) 645-1900
TracyReneeT@aol.com

David Baerg
2nd Vice President & Chair,
Chapter Representatives Committee
Precision Auto Repair
22701 Granite Way, #B
Laguna Hills, CA 92653-2218
Tel: (949) 855-9981
Fax: (949) 855-4742
david@precisionauto1980.com

Jack Crawley
Treasurer
Fisk Automotive
147 West Santa Fe Ave
Fullerton, CA 92832
Tel: (714) 526-3603
Fax: (714) 526-3603
jackcrawley@sbcglobal.net

Mary Kemnitz
Secretary
D&H Enterprises
2689 Monument Blvd.
Concord, CA 94520
Tel: (925) 356-0683
Fax: (925) 356-2530
mak300z@aol.com

Stuart Terry
Immediate Past President
Stuart Terry Auto Repair
4858 El Cajon Blvd.
San Diego, CA 92115
Tel: (619) 287-6158
Fax: (619) 287-6158
stuartterry@sbcglobal.net

Glenn Davis
Immediate Past President
G.D.A. Enterprises
1801 West Arrow Route
Upland, CA 91786
Tel: (909) 946-2282
Fax: (909) 946-4172
gdaent@dslextrreme.com

Craig Johnson
Director
Craig Johnson Automotive
19140 East San Jose Ave
Rowland Heights, CA 91748
Tel: (626) 810-2281
Fax: (626) 912-1638
cjauto@verizon.net

Declan Kavanagh
Director
D. Kavanagh Motors, Inc.
13428 Ventura Boulevard
Sherman Oaks, CA 91423
Tel: (818) 788-3375
Fax: (818) 788-0516
jkavan1497@aol.com

Bob Klingenberg
Director
Eye Street Automotive
2429 Eye Street
Bakersfield, CA 93301
Tel: (661) 631-5765
Fax: (661) 328-0821
eyestreet@igalaxy.net

Ann Melton
Director
Car Clinic
2655 Monument Blvd.
Concord, CA 94520
Tel: (925) 676-5590
Fax: (925) 676-8786
car_clinic925@hotmail.com

Les Morris
Director
P & S Automotive
6301 South Main St.
Los Angeles, CA 90003
Tel: (323) 750-0511
Fax: (310) 856-1546
lmorris11@ca.rr.com

Jeffrey Stich
Director
Clayton Valley Auto Service
1505 Rishell Dr
Concord, CA 94521
Tel: (925) 682-2281
Fax: (925) 682-2371
jjstich@myway.com

Jeffrey Stich
Director
Clayton Valley Auto Service
Concord, CA

John Villa
Director
Villa Automotive
34 South Street
San Luis Obispo, CA 93401
Tel: (805) 781-3925
Fax: (805) 781-3184
jvilla@villa-automotive.com

Allen Pennebaker
Ex-Officio
(Non-voting) Appointee
Orinda Motors
63 Orinda Way
Orinda, CA 94563
Tel: (925) 254-2012
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Dennis Montalbano
ASCCA President

I would like to thank the staff at AMG for the fantastic Annual Banquet in Las Vegas October 9-11. We at ASCCA celebrated our 70th year as an association of Automotive Professionals. I am honored to be your President for 2011. As I prepared the video presentation for our anniversary, it comes to mind the hard work and dedicated people that have come before me. I can think of no other field that has witnessed the changes over the last 70 years, as our industry. We are resilient and motivated by change. My goals for this year include an ambitious membership recruitment drive, building relationships with other

related associations, and the cultivation of our current members and leadership. My ultimate goal will be to involve consumer groups to be our cheerleaders and make ASCCA a household brand. We have such a strong story to tell and I feel that it is time to wake the sleeping Giant! ASCCA! I am looking forward to meeting all of the members and chapter leadership. Stuart Terry has set the bar at a level that will be hard to surpass. But, I am ready for the challenge. With the help of our Board, Team ASCCA will be a force that will be the envy of the Automotive World. ■

Career and Technical Education Leadership Makes a Difference

This the brand new Automotive Technology shop at Madison High School in San Diego, which is part of the San Diego Unified School District. Here is an example of what good CTE (Career and Technical Education) leadership can do for a local school district. A lot of young men and women will have an opportunity to earn a good living as a result of this program. ■





A Message from Stewart Terry, Outgoing President

We just concluded one of the most positive years for the Automotive Service Councils of California. Not only was it the 70th year of our existence, it was a highly productive year. The enthusiasm, the energy, and the attendance at our events were a clear indicator that we are a positive force. We are a team.

Over the summer, Glenn Davis (Past President) and I took a road trip to beautiful Santa Barbara to have lunch with another Past President, Mike Mahneke. It was great to spend time with him. He tells interesting tales about the automotive industry, and we picked up a lot of great information.

“The enthusiasm, the energy, and the attendance at our events were a clear indicator that we are a positive force. We are a team.”

Our Government Affairs committee, led by Craig Johnson, made more strides in affecting legislation in our favor than any year I can remember. This is a major accomplishment.

In the fall, I attended Fresno Chapter 25's Trade Show and witnessed what a forward thinking chapter can accomplish during a down economy. Dennis Mantalbano and the Chapter 25 Team should be very proud of this professional event.

ASCCA's Annual Conference was held

in Las Vegas on October 9th. I was quite impressed with the number of attendees. We successfully completed a large amount of work in a very short period of time. The biggest item on the agenda was the election of the 2011 Board of Directors. Please see page () for a listing of our new Board. A warm congratulations to all who were elected! These are our leaders.

From the 10th to the 13th, we enjoyed Automotive Service and Repair Week (ASRW), an outstanding trade show and educational conference. ASCCA members and staff manned a booth and networked with all of the

attendees. Members Denise Pina and Craig Johnson were both speakers on educational panels. They represented us well.

On October 21st, I had the pleasure of visiting ASCCA Chapter 20 Mt Diablo. They are experiencing a sharp rise in membership, a problem we should all be plagued with. Few missed Glenn Davis's award winning presentation when he was on tour last year. I was lucky enough to enjoy it twice. Chapter 20 Mt Diablo and Chapter 24 San Diego are in an unofficial contest where the winner gets bragging rights. Both are

very strong Chapters. It was no fluke that Chapter 20 had 14 potential members in attendance during a Giants game last summer. It was teamwork. Chapter 20's very active Board, Membership and Programs Committees have a great deal to offer a potential member. Their educational and informative dinner meetings spark the interest of many. Thank you to Mary and Dave Kemnitz, and all your proactive members.

Our final Team Weekend of 2010 was December 4th and 5th in Sacramento. Both days were loaded with beneficial information that will be of great use as we begin a new year. This meeting ended 2010 on a very positive note.

I thank you all for supporting me in my attempt to help keep the Automotive Service Councils of California the premiere automotive trade association, in the world. ■



Legislative Update



by Jack Molodanof, ASCCA Legislative Advocate

The 2010 Legislative Session was a busy one for ASCCA and the Government Affairs Committee, as we weighed in on both regulatory issues and legislative measures which affect the auto repair industry. Ably assisted by Jack Molodanof, our legislative advocate and Jackie Miller, executive director, the following outlines ASCCA's legislative/administrative accomplishments in 2010.

State Budget

Once again, ASCCA got drawn into the budget debate, actively lobbying and monitoring negotiations because, as in 2008 and 2009, the legislature and Governor continue to look at creative ways to increase revenue. The Legislature proposed: 1) extending the sales tax to automotive services (labor) and 2) proposed that small businesses withhold 3% on payments to independent contractors. ASCCA along with other groups and associations actively opposed both measures. We are pleased to report that both proposals failed and were not included in the state budget. We will continue to oppose such measures in the future.

Legislative Bills

Over 2,000 bills were introduced in 2010. Below are bills in which ASCCA was actively engaged:

AB 2289 (Eng) Smog Check Program: This bill makes major changes to the current smog check program. Specifically, AB 2289 authorizes OBD II testing only and eliminates "tailpipe" testing for certain model vehicles; authorizes BAR to establish inspection-based performance standards and ensure that the criteria is the same for all smog check facilities; requires BAR to automatically suspend operations when a test-only station fails the inspection-based performance standards; requires smog check stations to purchase new equipment; increases fines and penalties for shops and technicians that commit fraud; establishes

a new civil penalty for any person (i.e. a customer) who obtains a smog certificate by falsifying information; requires an annual evaluation of the performance of the smog check program by BAR using data collected from a roadside audit program; states that BAR will work with community colleges to identify funding mechanisms that encourage development to respond to industry demands for auto technicians; and authorizes referees to promote automotive training through community colleges and other training institutions certified by BAR. The bill also makes several other changes to facilitate implementation of the smog check program.

Additionally, the following are nine amendments which were taken by the author, Assembly Member Mike Eng, and the Bureau of Automotive Repair in response to ASCCA concerns:

1) OBD II Testing. ASCCA expressed concerns about tailpipe testing not required for vehicles 1996 or newer. ASCCA recommended that OBD II only testing be performed on 2000 model years and newer. This amendment was accepted.

2) New OBD II equipment requirements for small business. ASCCA expressed concerns about having shops purchase new equipment and requested that the bill be amended to provide various funding options, including equipment leases, loans and grants to assist in purchasing new OBD II equipment. The bill was amended to state that if an investment of more than \$10,000 is required to acquire equipment, the department shall submit recommendations to the Governor and the Legislature for appropriate mitigation measures, including but not limited to, subsidies, equipment leases, grants or loans.

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3) Outside contracting. The bill had language which authorized the Department to hire an outside contractor to manage smog check stations – basically a centralization program. ASCCA recommended that it be deleted in its entirety. CARB wanted to keep it in and fought hard for it but in the end, Assembly Member Eng agreed with ASCCA and deleted it.

4) Annual evaluations using roadside inspections. ASCCA recommended that the roadside inspections be used as an audit tool and that the Department should follow up on vehicles failing roadside inspections. The bill was amended to include language that requires the annual report to be public and include a best efforts explanation regarding the reasons vehicles inappropriately failed or passed inspection.

5) Test stations / highest performance standards. ASCCA supported establishing high performance standards and that they be fair and equitable and based upon quality, not quantity, of repairs. The bill was amended to require inspection-based performance standards, which are to be developed by regulations.

6) Increasing penalties and fines. ASCCA expressed concerns that smog stations that commit minor "paperwork" violations should not be subjected to fines of up to \$5,000, that the Department should encourage education and training for such offenses, and that technicians

Continued on page 16

2011 Insurance Service Update

by Brad Davis, CEBS, Certified Employee Benefit Specialist, Program Director, ASC Insurance Services

Workers' Comp Rates Expected to Rise Again this Year

The actuarial rate-making body known as the Workers' Compensation Insurance Rating Bureau (WCIRB) has recommended a 27.7% increase in benchmark rates for policies incepting on or after January 1, 2011. California Department of Insurance commissioner, Steve Poizner, has once again rejected the WCIRB recommendation despite the fact that the California Department of Insurance's own actuaries recommended that rates increase by 20.4%. Poizner does not have the authority to set rates, yet this is the third year in a row that he has rejected the rate hikes proposed by the WCIRB.

Insurance carriers are free to price their policies based on state regulations, claims experience, and market supply and demand—regardless of the benchmark. The real result is that Workers' Comp rates have steadily increased over the last 2 years after an extended drop due to reform measures.

Read this article in its entirety on www.ASCCA.com. Click on ASCIS insurance under the "Home" tab.

Q: How Did November Elections Impact Healthcare Reform? A: Let's wait and see...

What Happened: Republicans gained solid control of the House of Representatives (meaning there will be a new Speaker of the House). The Democrats' hold on the Senate slipped to a narrow majority (far below the "supermajority" they held a year ago). And, not related to the recent election but having an impact, the Executive Branch continues to see an exit of Presidential advisors.

Many Republicans want an outright repeal of "ObamaCare" and feel they have an obligation to try to do so. But the reality is that the President himself will veto any

efforts of a full repeal and Republicans would be left stranded right where they began. Democrats have become harder-left and Republicans harder-right – with fewer moderates of both parties in the middle. This could lead to gridlock and lack of discussion...or already has.

Read this article in its entirety on www.ASCCA.com. Click on ASCIS insurance under the "Home" tab.

Five Ways to Prepare for New Health Care Laws

Exactly how the Patient Protection and Affordable Care Act (PPACA) will affect employers in the long run remains to be seen. Small business owners should begin preparing now for these major changes.

This article looks at five immediate ways to prepare for the new rules and regulations:

1. Tax credit for small employers

Small business owners with fewer than 25 employees and less than \$50,000 in average wages should plan to take advantage of the tax credit worth up to 35% of premiums.

2. Plan for W-2 reporting

For the 2011 tax year and beyond, employers will be required to report the value of employer-provided health benefits on W-2s. Set a strategy for tracking these amounts now.

3. Consider reduced health provider networks

Most employers want to provide their employees with access to the broadest network of physicians and hospitals. It may be prudent to look at "reduced" or "efficient" networks that limit the size and scope of physicians and hospitals, in order to provide cost savings.

4. Consumer-Directed or High-Deductible Health Plans

A consistent strategy across all lines of

insurance is to increase deductibles in order to save money on premium. Higher deductibles also draw your employees to have "skin in the game" and use their health plan more wisely and prudently—which leads to less claims and lower costs in the long-run.

5. Wellness Plans

Studies have shown that the use of employee wellness programs can reduce overall healthcare costs by improving the health of those who participate in them. By fostering a more healthy culture in your workplace, you will be in a better position to control your future health insurance costs. The PPACA will provide grants to employers to help incorporate and initiate a wellness program. Eligible employers (fewer than 100 employees) can apply for these grants beginning in 2011.

Please link to our Armstrong Navigator website at www.armstrongnavigator.com to find tools to help you implement and determine eligibility for the above mentioned strategies.

As always, we appreciate your business and are here to handle any of your insurance related questions. ■



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2010 ASCCA Membership Drive Year in Review

by Heather Vigil, ASCCA Membership Director

◆ Chapter 24 San Diego

February 26th, 2010, Sè San Diego Hotel, 1047 5th Ave., San Diego CA 92101

◆ Chapter 20 Mt. Diablo

April 15th, 2010, Back Forty Roadhouse and Saloon, 100 Coggins Dr., Pleasant Hill, CA 94523

◆ Chapter 28 Santa Rosa

May 25th, 2010, Bill's Auto Electric & Repair, 256 West College Ave., Santa Rosa, CA 95401

◆ Chapter 14 Inland Empire

June 15th, 2010, Solorio Auto Tech, 1735 3rd St., Riverside, CA 92507

◆ Chapter 16 East Bay

September 14th, 2010, Doral's Auto Repair, 2000 Merced St., San Leandro, CA 94577

◆ Chapter 25 Fresno

September 18th, 2010, Valdez Hall inside the Fresno Convention Center, 848 M St., Fresno, CA 93721

◆ Chapter 23 Peninsula

October 19th, 2010, Auto Medics, 330 S. Claremont St., San Mateo, CA 94401

It most certainly has been a very exciting year to visit ASCCA Chapters! Beginning in February 2010 ASCCA held a meeting in conjunction with CAWA (California Aftermarket Wholesalers Association). The location, in ASCCA 2010 President Stuart Terry's home city of San Diego was the perfect backdrop to begin the personal visits to widen the reach of ASCCA to unaffiliated independently owned automotive repair shop owners. Stuart and I were able to travel to 12 potential members and since then the Chapter's hard work and dedication has brought on 14 new ASCCA members. This program sparked a growing interest in other ASCCA Chapters to hold membership



Chapter 14's June 15th Event at Solorio Auto Tech in Riverside.

drive meetings with a little help from ASCCA Staff.

Mt. Diablo is an area of the Bay that I had not yet had an opportunity to explore until I was invited to participate in a membership drive with ASCCA Chapter 20. This chapter has a leadership that encourages and impresses us all! There was a time when Chapter 20 had been dwindling in numbers and with the hard work and dedication of its leadership they were able to come together and grow. My visit to Chapter 20 warranted a visit to 33 shops and almost filled the meeting room to capacity with over 100 attendees! Chapter 20 has been able to continue their growth with 16 new members for the 2010 year.

Chapter 28 based out of Santa Rosa also covers Sonoma, Cotati, Windsor, and Rohnert Park. Chapter 28's leadership Bob Toepp, Mike Larbre and Brad Reich put forth all their effort and we were able to visit 21 potential member shops!

The Shop Night was held at Chapter 28 President Bob Toepp's Bill's Auto Electric and Repair Inc. in Santa Rosa. ASCCA 2011 President Dennis Montalbano was the guest speaker and led one of the most inspirational speeches I've had an opportunity to experience. Most of the attendees were non-members and when Dennis had completed his speech there was true interest in joining ASCCA Chapter 28 which has thus far grown the small Chapter 3 additional members.

The Inland Empire of Southern California has a tradition of blowing up cars at their Annual Shop Night and this year was true to form! Held at 2010 Chapter President Tony Solorio's Solorio Auto Tech in Riverside, the Chapter invited over 350 potential members from the surrounding area! Along with Chapter Representative and 2009 ASCCA President Glenn Davis

Continued on page 19

ASCCA Anniversary Milestones

ASCCA would like to recognize members who celebrate milestone anniversaries between the months of January and April of this year. Congratulations and thank you for your support! Our association has grown strong and is effective because of members like you!

62 Years

Fremont & Purdon, Inc.
Pasadena, CA
Steve Jabourian
Joined April 1, 1949

25 Years

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Supply
Bill Hahn's Auto
Bud Eberwein Brake Service, Inc.
Foothill Auto Service
Fox Service Center
Hans Foreign, Inc.
J & E Service & Monterey Tow
Montclair Service Center

20 Years

Bob Bowen's Service
Crestview Service, Inc.
Dean's Automotive, Inc.
Hunda Automotive, Inc.
Moore's Precision Auto
Pat's Garage

U & I Auto

15 Years

Ackerman's Servicing Volvo, Inc.
Auto Supply Company
Bobby's Smog
Center Cities Automotive, Inc
Dick Adams Automotive, LLC
Eureka Brake & Automotive
Gene's Auto Repair
G & M Automotive Services
Industrial Maintenance Company
Just Jaguars
Larry's Union Service
Lil' Jim & Tim Auto Body
Marton's Repair
Mathews & Sons Auto Repair
Marty Vanich Auto Repair
Motoring Specialists, Inc.
P & S Automotive
Samco of Kearny Mesa
Wine Country Motors

10 Years

Keith's Auto Repair
Leo's Auto Repair
M & M Automotive
Rey Insurance Services
Santa Rosa Transmission
Sebring West Automotive
Stauder Automotive
T.L.C . Auto
Techelp

5 Years

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Brady's Mercedes Service
General Transmission
Murrieta Valley HS
Performance Quality Automotive
Petrospecs, Inc. (50)
Transportation Specialties
Tri Star Motorsports
Warren Distributing, Inc. (05)
Warren Distributing, Inc. (48) ■

Refer a Member: Help ASCCA Grow Strong!

ASCCA is a strong organization today because of members like you! Remember - use The *ASCCA Advantage* to highlight member benefits and savings when speaking to potential members.

- Larger member numbers contribute to the legislative strength of the association as a whole
- Help ASCCA reach its goal to double its membership
- Earn a \$75.00 referral fee to be paid directly to you or applied to your membership renewal dues

So bring those non-member shop owners to your next meeting and show them what they are missing by not being an ASCCA Member! ■



ASCCA 2011 Board of Directors Take Office

The ASCCA 2011 Board of Directors took office effective January 1. Congratulations Dennis Montalbano for being elected the new ASCCA President! Dennis has served as the Chapter Representative for Chapter 25, Fresno as well as in multiple terms as a board director and officer for both the chapter and association. He had also served as chair to the ASCCA Chapter Representatives Committee.

With the new board ASCCA also welcomes its newest board member, Steve Vanlandingham, who has served over the past year as the Chapter 24, San Diego Chapter Representative and has participated on several ASCCA committees. Mr. Vanlandingham brings with him a multitude of experience including being a board member of one of the association's most successful and rapidly growing chapters.

Following is a complete roster of the 2011 ASCCA Board of Directors:

Officers

President

Dennis Montalbano

German Auto Repair Inc., Fresno, CA

1st Vice President

Tracy Renee

Gene's Auto Repair, Vallejo, CA

2nd Vice President & Chair, Chapter Representatives Committee

David Baerg

Precision Auto Repair, Laguna Hills, CA

Treasurer

Jack Crawley

Fisk Automotive, Fullerton, CA

Secretary

Mary Kemnit,

D&H Enterprises, Concord, CA

Immediate Past President

Stuart Terry

Stuart Terry Auto Repair, San Diego, CA

Board Directors

Glenn Davis,

GDA Enterprises, Upland, CA

Craig Johnson, Craig Johnson

Automotive, Rowland Heights, CA

Declan Kavanagh, Kavanagh Motors,

Sherman Oaks, CA

Bob Klingenberg, Eye Street Automotive,

Bakersfield, CA

Ann Melton, Ann's Automasters,

Fremont, CA

Les Morris, P & S Automotive, Los

Angeles, CA

Jeffrey Stich, Clayton Valley Auto

Service, Concord, CA

Steve Vanlandingham, Van's Automotive,

El Cajon, CA

John Villa, Villa Automotive, San Luis

Obispo, CA

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What ASCCA Means to Me

By Gene Morrill, Certified Auto Specialist, ASCCA Chapter 5

What's in it for me? That's what I hear when we ask automotive shops and other related companies to band together in an organization called ASCCA (Automotive Service Council of California).

This is the same question our customers ask of us as service professionals, is it not? "WIIFM"

All of us, including myself want to know WIIFM. So I would like to point out the reasons that your membership is important. And why it's even more important to be proactive by asking anyone and everyone you know to join.

I belong to ASCCA chapter 5 and have been very involved for many years.

While I may not agree with how our organizations deals with all every single issue, one thing is for sure - these Volunteers (that's right, it's their time) work their hearts out for you and me to provide a voice for our industry within the state. I, for one, must thank them.

Here is what's in it for you:

Networking opportunities: I can call any member, anytime about issues dealing with a management or diagnostic concern. I can even use the ASCCA listserv to reach many members at once.

Friendships: Several ASCCA members and I have become lifelong friends.

Professionalism: I don't know about you, but I want to be considered an expert in my field. ASCCA is a professional organization that helps me to grow professionally.

A political voice in the state: Did you know that ASCCA has impacted these important issues?

- The 18200 Trever Law group lawsuits against small business including some of our chapter's members, was fought and won.
- The CARB mandatory 10 year, 120,000 mile warranty that was going to be on every new car, was fought and won.
- We are involved with the cite & fine regulation the BAR is reviewing.
- We are working with BAR to help write new smog regulations as well as other important legislation.
- We had a big hand in writing the new smog laws.

Yes, it costs money to be a member. But what will it cost if we let our industry go on with no leaders or direction? The politics and regulations alone should be enough to scare the heck out of you.

With the trying times we are all facing, I imagine many members consider cancelling membership to save money. But in reality, it's just like not maintaining the service of a car. It will all blow up in our faces eventually.

Take a minute to evaluate your priorities. Pay your dues, get more involved and take advantage of all the many things ASCCA has to offer. And while you're at it, invite another shop to join as well! ■



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New ASCCA Member Benefit Provider:

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ASCCA is pleased to announce its newest benefit program with G&K Services, Inc. G&K Services is a market leader in branded work apparel programs and facility services. Some of the benefits of the G&K Services program:

- Competitive rental and direct purchase price points for ASCCA members
- Track record of excellent service to many ASCCA members
- Free 2 x 3 logo mat for new customers (or customers renewing under the ASCCA/G&K program)
- Audits to assure contractual compliance

G&K Services enhances your company's image and safety by consistently providing superior customer service and high quality work apparel and facility products and services. Their commitment to **Service Excellence** allows you to focus on what you do best while they focus on what they do best. G&K Services assures its customers that:

- Deliveries are complete, on time, and in good repair
- Billing is simple, accurate, and predictable
- Your needs are met promptly

G&K Services can assist in an analysis of your current program. Below is contact information for the G&K Services national account executive.

Rob Faulkenberry
G&K Services, Inc.
rfaulkenberry@gkservices.com
303.591.4102
www.gkservices.com ■

ASCCA Chapter 16 and the Chabot College Foundation Present Technology Education Recognition Night May 10, 2011 at 6:30 PM

The Automotive Service Councils of California, Chapter 16, the Chabot College Foundation, and Chabot College Automotive Technology presents its Career Technical Education (CTE) Awards Ceremony.

We will recognize our colleges, high schools, and regional occupation programs (ROP) that are producing our future Automotive Technicians. Those students who have shown exemplary work in the class room and have the potential to be outstanding technicians will be recognized and presented with awards. We have also included Machine Tool and Welding programs

We start with a Meet & Greet from 6:30 to 7:00 PM in the Chabot Cafeteria. At 7:00 PM the Awards Dinner will be served along with introductions and the night's festivities that include raffle prizes for students and guests.

For more information or to RSVP, please contact:

Stephen Small
ASCCA Chapter 16
ssmall@chabotcollege.edu
or 510-723-6855

Monte Benedick
President, ASCCA Chapter 16
montebenedick@yahoo.com
or 510-483-4575

Donations to this event may be sent to the Chabot College Foundation, 25555 Hesperian Blvd, Hayward, CA 94545
A 501(c)3 non-profit organization. Contributions are tax deductible. ■

Calling for Member Submissions

Submit your own personal video to be featured in the 2011 ASCCA Member DVD for distribution and to release on ASCCA's You-Tube Channel! The top 3 videos will receive prizes and recognition in ASCCA's Independent Magazine.

Video submission details:

- Must have ASCCA sign in the video
- Your video should be fun and spontaneous
- Please do not spend an excess of \$50 on video production and be less than 10 minutes
- By your submission you agree to ASCCA using all or a portion of your video
- The benefits of belonging to ASCCA as you have experienced.
- What year did you join or how long have you been an ASCCA member?
- How has being an ASCCA member benefitted your business?
- How has being an ASCCA member benefitted you as a business owner?

Visit ASCCA.com for more information, including the DVD Submission Entry Coupon. ■

Consumers Holding onto Vehicles Longer

Consumers are holding onto vehicles longer, according to R.L. Polk, a leading provider of automotive information and marketing solutions. That's good news for independent repair shops, of course, because once factory warranties expire, the majority of vehicle owners go to an independent shop for service and repair.

The average length of ownership of new vehicles continues to increase, according to a recent analysis from Polk. Consumers are now holding onto a new vehicle, on average, for 63.9 months based on second quarter data, up 4.5 months from the same time last year, according to Polk.

Median age of passenger vehicles in the United States last year was nine years. The average age of a vehicle on the road in the U.S. today is 10.2 years old. ■

Increase your ARO, get a higher car count, and attract more customers with Demandforce D3

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Demandforce.com/auto



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Growth. On Demand.



ASCCA and the California Automotive Teachers Work Together

On December 28th, 2010 the California Automotive Teachers (CAT) Executive Board met with the representatives of ASCCA for the purpose of the meeting was to establish a working agreement between the two organizations that would allow each to mutually benefit from the relationship. Both organizations believe that a strong relationship is mutually beneficial and that ASCCA can help improve the offerings that CAT members provide in their curriculum. Therefore, in the second quarter ASCCA membership renewal notices you will be given the option to join CAT.

The membership cost is \$50 annually (fiscal year is from July 1 to June 30). The membership is not only a great way to support the Automotive Teachers, but also will keep you informed via their newsletters and the ability to register for CAT conferences.

CAT conducts two conferences a year. The Fall conference is on the 3rd Friday and Saturday of October in Southern

California. The Spring conference is held in Northern California on the 4th Friday and Saturday of April. The format is, Friday the BAR holds 2 sessions on "what is new" and the afternoon is field trips to automotive industries. Saturday is loaded with one and two hour seminars going from 9 to 5. These seminars are the latest technologies and are extremely beneficial as a means for instructors to keep up with rapid changing technology. Each conference also has a mini-trade show of tool vendors and teaching aids and textbooks.

Conference costs are the same for both CAT and ASCCA members. In order to attend the conference you have to be a member and pay the conference fee. Membership is \$50 annually and each conference has a fee of \$35. ASCCA will collect volunteer CAT membership fee as a line item on its regular billing and will forward it on to CAT on a monthly basis. Each conference requires registration on the CAT website "calautoteachers.com",

with conference fees collected at the time of registration through PayPal. The next conference is at Monterey Community College on April 29th and 30th. On-line registration for the conference opens on February 1, 2011. A late registration fee of \$50 occurs after April 18th for the Monterey conference. Those that choose to register at the conference will pay the late registration fee.

Due to conference logistics, ASCCA participation at a conference will be limited to the first 50 ASCCA members that register and pay their fees. Future conference locations, dates and deadlines are posted on the CAT web page along with a listing of conference Friday field trips and Saturday seminars. Other pertinent conference information is posted on the web page as it becomes available. Future CAT conference dates and locations will be published in the California Independent. ■

Semi-annual CAT Conference

Semi-annual CAT Conference will be held on April 30th at Monterey Community College. Conference starts at 8:00am and goes to 5:00pm. The conference provides a mini trade show along with seminars all day long dealing with the newest automotive technologies. Due to logistics, the conference will be available to the first 50 ASC members that register on the CAT web page at calautoteachers.com. As schedules and seminar topics become available, they will be posted on the CAT web site. ■



Calendar of Events

February 25-27

ASCCA Team Weekend & Joint Meetings with CAWA Westin San Diego, San Diego, California

April 13

Legislative Day State Capitol, Sacramento

June 10-12

ASCCA Spring Conference & Team Weekend Santa Rosa, CA

October 22-23

ASCCA Team Weekend 3rd Quarter Board of Directors/Committee Meetings, Embassy Suites Riverfront, Sacramento CA

December 9-10

ASCCA Team Weekend 4th Quarter Board of Directors/Committee Meetings, Board and Chapter Reps Orientation/ Adopt 2012 Budget Embassy Suites Riverfront, Sacramento CA

Please check www.ASCCA.com for additional details.

should also be subjected to fines if found to be involved in violations. The bill was amended to authorize the Department to provide education, training and office conferences rather than fines; the bill was also amended to provide that the Department, in assessing the fine, shall consider the gravity, severity and willfulness (intent) of the violation. The bill already had a provision subjecting the consumer who attempts to obtain a certificate by falsifying information to a civil penalty of \$5,000.

7) Encouraging community college training. Although not a career tech bill, ASCCA recommended that the bill be amended to support career tech and to use a portion of the fines for career tech programs. The bill was amended to allow the Department to work with community colleges to identify funding mechanisms that encourage the development of innovative training programs for motor vehicle technicians that focus on reducing air pollution from vehicles needing repair and that increase the number and skill level of motor vehicle techs.

8) Unbiased referees. ASCCA recommended that California community colleges continue to act as Referee Centers and that they be given priority when selecting referee centers. The bill was amended and provides that the Department promote automotive training through community colleges and other training institutions certified by the Department.

9) Pre-certification lock. ASCCA recommended that the bill be amended to provide the Department authority to develop a real time data program whereby during a smog inspection program vehicles that are identified as having excessive variances, mismatch information or other irregularities would not be able to obtain a certificate of compliance unless the Department determines that an inadvertent mistake or error occurred or unless re-inspected by a referee or unless it meets other requirements set forth in the bill.

For a copy of the AB 2289 please go to: http://www.leginfo.ca.gov/pub/09-10/bill/asm/ab_2251-2300/ab_2289_

[bill_20100924_chaptered.html](#)

AB 496 (Davis) Tire Age Degradation: This bill would have required automotive repair shops to disclose when selling tires the date of manufacture of the tire and provide a written disclosure of risks associated with tire age. Failure to comply would have subjected the repair shop to fines. ASCCA raised concerns regarding the bill. [The bill failed passage.](#)

AB 519 (Solorio): Towing: This bill requires that anyone that charges for towing must provide itemization of charges to the customer and post signs in the towing facility. After raising concerns, the bill was amended to clarify that repair shops charging for a tow would not have to post signs and that they would not be liable for accuracy if they simply passed the tow operator information along to the consumer. [The Governor signed the bill.](#)

AB 1000 (Ma) Employment: Paid Sick Days: This bill would have required employers to provide employees paid sick days. ASCCA opposed the measure. [The bill failed passage.](#)

SB 346 (Kehoe) Hazardous Materials: This bill, among other things, would have required a \$1.00 fee to be collected by all automotive shops on each new axle friction materials set sold in the state. ASCCA opposed this provision. This language was deleted in the final version of the bill. This bill also limited the amount of copper used to manufacture brake pads, which created potential safety issues. The parts manufacturers negotiated amendments that limited the copper amount in the brake pads, but retained the original braking characteristics, which in turn is better for the environment – less copper in our lakes, streams and oceans. [ASCCA supported the measure, after the bill was amended to address industry concerns.](#)

AB 2446 (Furutani) Career Technical Education: This bill would have allowed a high school student the option to take a career technical education course to fulfill graduation requirements. The Governor vetoed the bill, indicating he supports career tech but that the state can't afford

the cost. ASCCA supported this bill and will continue to fight for such courses to be offered to fulfill graduation requirements.

SB 427 (Negrete McLeod) Automotive Repair: This bill would have required that the first page of the repair estimate include disclaimer language stating that installing parts other than described on the estimate is unlawful and informing the customer to call BAR's toll-free number for a free car inspection. ASCCA opposed the bill. [The bill was vetoed by the Governor.](#)

Regulatory Issues

CARB Tire Check and Inflate Regulations. ASCCA had been actively engaged in CARB check and inflate measure for almost three years. The regulation was finally passed by CARB with amendments, including an "unsafe tire" exemption that ASCCA requested. Furthermore, ASCCA has prepared and forwarded to its members a tire check and inflate Compliance Tip Sheet to assure that the industry understand the new tire regulation. The Compliance Tip Sheet is now being used by BAR and CARB for training and workshops.

BAR Brake Repair Service Regulations. ASCCA, through its brake development task force, took the lead in developing a definition for a brake service inspection. When the task force had completed its work, ASCCA forwarded it to other aftermarket organizations, asking for their support in bringing this to the BAR; eight other organizations agreed to do so and the request has been forwarded to the Bureau. ASCCA will continue working with BAR and other stakeholders to develop a minimum, noncontroversial brake service regulation.

BAR Smog Tech Workshops. ASCCA members have attend statewide workshops regarding changes to the smog check program, including possible tech licensing changes to make sure that any changes in the law result in improvements for both consumers and repair shops.

Unlicensed Activity. The Government Af-

Continued on next page

fairs Committee continues to work with BAR on unlicensed activity, including investigating social sites as Craig's List, Yahoo and others. Many postings on these sites were from unlicensed operators, causing harm to consumers and creating a non-level playing field for honest repair shops. BAR has been working with our association to identify and take action against these unscrupulous operators.

Right to Repair (RTR). ASCCA continues to support RTR legislation until all Auto Manufacturers sign the NASTF voluntary agreement. We will continue to support this issue until our members are protected or an agreement is in place.

Gold Shield Workshops. A new smog program will begin in 2013. Many vehicles will be directed to Gold Shield/CAP stations. Since BAR is radically changing the

program and potentially phasing out test and repair, we are now actively involved in the BAR scoping meetings in order to influence the process. ASCCA will continue to work with BAR and CARB and find ways to improve the current program for both consumers and test and repair shops. Cite and Fine. The BAR is in the process of creating regulations to provide Cite and Fine authority to be used against unlicensed automotive repair shops. As originally drafted, the language could have negative consequences for licensed repairs shops. ASCCA provided BAR with its concerns and the language was revised to only apply to unlicensed activity. Aftermarket Catalytic Converter Warranties. A member in San Diego recently brought to the attention of ASCCA the issue of catalytic converter warranties. New OE converters purchased from

a new car dealer generally offer a one-year warranty. New aftermarket converters must come with a five-year, 50,000 mile warranty per CARB regulations. Government Affairs went to work and verified a "gap" in the law. Those shops that offer a warranty longer than one year face liability exposure if the part fails after one year. We are currently clarifying this ruling. Meanwhile, shops are urged to put a statement on their work orders explaining the warranty on a dealer-purchased part vs. an aftermarket part.

As always, if you have concerns regarding regulatory or legislative issues, please feel free to contact the ASCCA office, at 916.924.9054. ■

Hyatt Vineyard Creek Hotel & Spa

Santa Rosa, CA



SAVE THE DATE

June 10-12, 2011

ASCCA Chapter Network



The Automotive Service Councils of California is made up of local chapters for members to join and become actively involved. Check them out!

Bakersfield (58)

Meetings held fourth Thursday, 6:30 p.m.
Call Bob Klingenberg: (661) 631-5765

East Bay (16)

Meetings held second Tuesday, 6:30 p.m.
Call Stephen Small: (510) 427-4345

Foothill (5)

Meetings held first Tuesday, 6:30 p.m.
Call Joseph Appler: (626) 296-6961

Fresno (25)

Meetings held second Thursday, 7 p.m.
Call Dennis Montalbo: (559) 438-6508

Hemet (32)

Meetings held second Tuesday, 6:30 p.m.
Call Phil Fournier: (909) 927-2101

Inland Empire (14)

Meetings held third Tuesday, 7 p.m.
Call Glenn Davis: (909) 946-2282

Long Beach (18)

Meetings held third Tuesday, 7 p.m.
Call Scott Parsons: (562) 434-4446

Mount Diablo (20)

Meetings held third Thursday, 7 p.m.
Call Celine Haugen: (707) 251-9838

Napa/Solano (9)

Meetings held second Tuesday, 7 p.m.
Call Angela Larson: (707) 644-5566

North Orange County (48)

Meetings held third Wednesday
Call Jo Ann Fischer: (714) 773-0949

Orange Coast (50)

Meetings held second Thursday, 7 p.m.
Call Jennifer Ray: (949) 830-4204

West Los Angeles (12)

Meeting times vary
Call Jo Ann Fischer: (714) 773-0949

Ventura County (2)

Meetings held second Tuesday, 6:30 p.m.
Call Kathy Riggs: (805) 983-8100

Peninsula (23)

Meetings held last Tuesday of every other month, 7 p.m.
Call Angie Roberts: (408) 266-9658

Redding (99)

Meetings held last Wednesday, 7 p.m.
Call Roger Viens: (714) 773-0949

Sacramento (34)

Call for meeting dates and times
Call Carol Bartels: (916) 332-1883

San Diego (24)

Meetings held third Tuesday, 7:30 p.m.
Call Stuart Terry: (619) 287-4215

San Fernando Valley (11)

Meetings held third Tuesday, 6:30 p.m.
Call David Moloney: (310) 734-8531

San Francisco (21)

Meetings held last Wednesday, 6:30 p.m.
Call Paul Grech: (415) 474-7323

San Joaquin Valley (6)

Meetings held second Thursday, 6:30 p.m.
Call Andy Pollino: (209) 472-9866

San Jose (42)

Meetings held second Wednesday, 7 p.m.
Call Angie Roberts: (408) 266-9658

San Luis Obispo (17)

Meetings held third Wednesday, 7 p.m.
Call John Neiswenger: (805) 772-8448

Santa Clarita (3)

Meeting times vary
Call Kevin Browning: (661) 251-6736

Santa Rosa (28)

Meeting times vary
Call Robert Toepp: (707) 546-2851

South Bay (1940)

Meetings held quarterly, 6:30 p.m.
Call Peter Alper: (310) 328-1981

South Los Angeles (10)

Meetings held second Tuesday, 7 p.m.
Call Les Morris: (323) 750-0511

Tulare/Visalia (26)

Meetings held fourth Thursday, 7 p.m.
Call Jaimmie Hammond: (559) 688-4713

ALLDATA

Debbie Murray
(800) 829-8727, ext. 3111

ASC Insurance Program

Chuck Coppage
(916) 679-2951

Automated Marketing Group

John Bamford
(303) 703-8000

AutoNet TV, LLC

Robert H. Cannon
(801) 642-3565

BAR, (Chief)

Sherry Mehl
(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

CarsOnDemand Training

Linda Brown
(888) 224-3834

Membership Drive *continued from page 9*

and Tony Solorio we were able to visit 38 potential member shops and gained 3 new members the very night of the event! The winner of guessing how long it would take to blow the engine on a Nissan Sentra with only one quart of oil and no coolant at wide open throttle received a big screen T.V. for guessing eight minutes and ten seconds. It was a very exciting event!

San Francisco's East Bay region, the home of ASCCA Chapter 16 holds their Annual Shop Night at Roy Doral's Auto Repair in San Leandro. Chapter 16's event brought in over 150 attendees including Chapter members from 16, 20 and 23, potential ASCCA members, over 20 vendors, Steve Sharp from Parts & People Magazine, and Speakers Maylan Newton of ESI and Joseph Cheung Program Representative II & Specialist from the Bureau of Automotive Repair. Chapter 16's Roy Doral, Art Ratner, Carol Wells and Steve Small dedicated their time and enthusiasm to travel and speak with 35 potential member shop owners in the surrounding



Attendees of Chapter 16's Shop Night Enjoying Dinner.



Posing for a quick photo at Chapter 20 Mt. Diablo's April 15th event.

East Bay region and so far the Chapter has grown by 2 members and counting!

ASCCA Chapter 25 Fresno, home to 2011 incoming ASCCA President Dennis Montalbano, held a full scale Expo complete with being located in the Valdez Hall of the Fresno Convention Center. The Chapter 25 Expo offered educational classes by Demand Force, Education Seminars Institute and Bosch Tools in addition to over 50 vendors! Attendees were able to attend educational classes in the morning then meet with vendors and ASCCA Chapter members during the afternoon. The impressive set up of the Convention Center, in addition to vendor and ASCCA booths, shined with numerous classic cars and Harley Davidson motorcycles. Chapter 25 made a first class presentation and I look forward to working with them again!

The final visit of the year came by invitation to attend ASCCA Peninsula Chapter 23. Chapter 23 Treasurer Kris Cesena hosted the Shop Night at her Auto Medics in San Mateo. Board Members Honza Bunzel and Chris Harter and Chapter Representative Eric Sevim and I were impressively able to travel to visit 20 potential member shops in a single day! Maylan Newton was the honored speaker of the evening and provided tips on turning a phone shopper into a long-term customer. Chapter 23 has already signed on 2 new members thus far and more are expected as our follow up continues with all those potential members we personally visited.

It has certainly been a pleasure to meet all of the ASCCA Chapters, their leadership and to become familiar with the individual needs of each different Chapter throughout the State! Together ASCCA has been able to visit 171 independently owned automotive repair shops and thus far gained 61 new members since January 1st, 2010. ASCCA current membership base is at 913 members including Regular, Retired, Associate, Educator and General Members. The inspiring motivation that I have been able to see from each Chapter I have been able to visit is absolutely encouraging!

As a whole we are all committed to seeing another 70 years of ASCCA with continued growth and continued state-wide influence on those issues most important for automotive repair shop owners and to the success of their businesses.

Best wishes for a successful 2011! ■



Now Available ASCCA Consumer Brochure

ASCCA has created a consumer brochure for members to use in their shops! It's a handy new tool which describes the value of choosing ASCCA member shops over others.

Download the free electronic template from the member's only section of the ASCCA website, www.ascca.com.

Note that you must login with your member ID to access the template. ■

Industry and Endorsed Vendors Contact List



ENDORSED SERVICES

ASC Insurance Services
(916) 979.7992 Fax

FREE LEGAL

David Gregory
Attorney at Law
(951) 781.9091
dgregory2828@yahoo.com.

MERCHANT SERVICES

Elavon
Mark Dunn-Manager,
Mark.Dunn@elavon.com,
(800) 725.1243.

Heartland Payment Systems

Bob Payne
408-293-7001

EDUCATION PROVIDERS

Educational Seminars Institute (ESI)
Maylan Newton, (805) 526.3039

FINANCIAL SERVICES

GE Money
(866) 209-4457

Redwood Credit Union

Cathy Lavaroni Hall
(415) 898-1778 x 238

PAYROLL SERVICE

Summit Payroll Service
Kirk Oetken at 714-738-3530

SOFTWARE PROVIDERS

ALLDATA
(800) 684-1250

Mitchell 1
(888) 724-6742

Identafix
Bill Sauer
(651) 628-5702

UNIFORM SERVICES

G&K Services
Rob Faulkenberry
(303) 591-4102

MARKETING PROGRAMS

Repair Pal
David Sturtz
(800) 969-9204

Customer Link
(877) 661-9117

AutoNetTV, LLC
Robert Cannon
(801) 642-3565 Direct,
<http://autonettv.com>.

Zenergy Works

Bryan Fikes
(888) 278-5718

Hertz Rental, Customer Relations
(888) 777-6095

AAIA

Kathleen Schmatz
(301) 654-6664
kathleen.schmatz@aftermarket.com

Office Depot, Rod Campbell
707-536-0095 x 2104

ConocoPhillips

Bill Curry
(310) 376-0179
bill.curry@conocophillips.com.

CUSTOMER SUPPORT

Demandforce
Todd Westerlund
(415) 904-8080

Cobra Striker Reminder Stickers

Brian Steele Digman
(714) 688-7999

Customer Loyalty Systems

Ryan Tunison
(888) 622-7552