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WINTER 2018

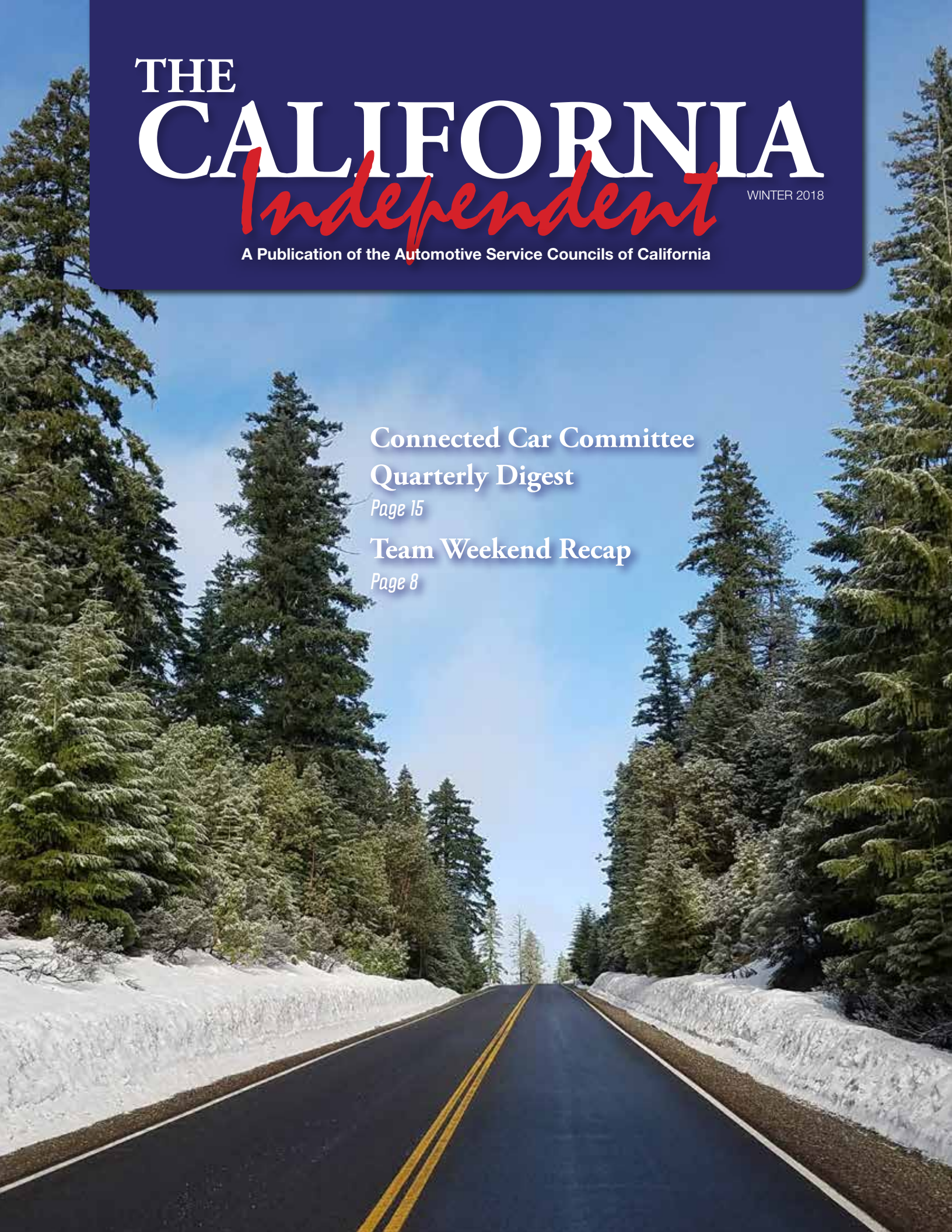
A Publication of the Automotive Service Councils of California

Connected Car Committee Quarterly Digest

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Automotive Service Councils of California

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> PRESIDENT'S MESSAGE

ASCCA Members,

I am privileged and honored to be elected as the next President of ASCCA. With great members who care about each other and the industry, there is no goal we can't accomplish!

ASCCA is a grassroots organization that is run by its members, for its members. Being involved locally and statewide is imperative to the growth and success of this association. Whether it is attending chapter meetings, or advocating at the Capitol, participation makes a difference.

Our great partners also make a difference. Their support and dedication to ASCCA enhances the benefit of membership and the association's effectiveness. I am very thankful to everyone that is involved and engaged to make our businesses and industry better. Also, let's not forget the other organizations that are do-

Morteza "Rocky" Khamenian
ASCCA President 2018



ing similar work that we do – it's a huge task and we need all the help we can get.

This year has started on a positive note. With all systems in place and being implemented with great goals in mind, we are set up for another successful year full of growth and advancement. I want to thank Immediate Past President David Kusa for his dedication and doing an awesome job at structuring the association.

My personal goals are to maximize and enhance relationships with automotive educators throughout California, along with increasing membership. I encourage all members to get involved with local high schools and colleges that have automotive programs. By engaging young kids interested in auto repair, we can enlighten them about what a great career this industry can offer.

Please feel free to reach out to me at Rocky@ASCCA.com. I would love to hear from you all.

“My personal goals are to maximize and enhance relationships with automotive educators throughout California, along with increasing membership.”

GET INVOLVED

Attend chapter meetings

Join the ASCCA at the Capitol

Reach out to High schools and colleges automotive programs

CALENDAR of EVENTS

April 24, 2018
Automotive Aftermarket Industry Legislative Fly-in
Capitol Event Center
1020 11th Street
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May 19-20, 2018
ASCCA May Team Weekend
Embassy Suites
100 Capitol Mall
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LEGISLATIVE REPORT



Jack Molodanof, Esq.
ASCCA Legislative Advocate

LEGISLATION

The legislature is back in Session. We expect approximately 2,600 new bills to be introduced this year. We will review all new legislation and continue tracking active two years bills from last year. Below is a short summary of bills ASCCA is monitoring.

AB 5 (Gonzalez)

Employers: Opportunity to Work Act- Oppose.

Requires employers to offer additional hours of work to existing employees before hiring an additional employee or subcontractor.

Status: Assembly Appropriations Committee- Held in Committee.

AB 509 (Frazier)

Tire Recycling: Tire Regulatory Fee Program- Concerns.

Amended to require existing tire recycling fund to be drawn down to \$10 million and requires public regulatory hearings before additional tire fees imposed.

Status: Senate Appropriations Committee.

AB 1679 (Burke)

Auto Body Repairs- Oppose.

Weakens current labor rate survey guidelines and eliminates protections for consumer to select repair shop of choice.

Status: Held in Assembly Appropriations Committee.

AB 1743 (O'Donnell)

Career Technical Education Grant

Provides additional funding for the Career Technical Educational Incentive Grant program.

Status: Introduced.

AB 1745 (Ting)

Vehicle; Clean Cars 2040 Act.

Requires all new passenger vehicles to be zero emissions vehicles after January 1, 2040.

Status: Introduced.

SB 210 (Leyva)

Heavy Duty Vehicle Inspection

Provides that ARB and BAR to adopt regulations that would require emission inspection and compliance standards and procedures for testing heavy-duty equipment.

Status: Assembly Rules Committee.

SB 327 (Jackson)-Information Privacy

Connected Devices- Concerns.

Requires manufacturers of connected devices to equip with security devices.

Status: Senate Floor.

SB 562 (Lara)

The Healthy California Act- Concerns.

Creates Healthy California Program to provide comprehensive universal single-payer health coverage.

Status: Assembly.

SB 640 (Hertzberg)

Taxation- Oppose.

Extends sales taxes to services

Status: Senate Governance and Finance Committee.

BAR REGULATIONS

Electronic Documents and Consumer Authorization

Allows for electronic estimates and authorizations, transmission and storage transaction documents. This regulation should take effect in the second quarter of this year.

BAR-97 Specifications

Removes dedicated analog phone line requirement and updates minimum computer hardware and software standards for BAR-97 equipment. This regulation should take effect later this year.

Training Provider Requirements

Updates smog check training requirements and allows for non-technical training. Pending DCA review.

STAR Program Clean-Up

Updates STAR Program eligibility requirements and revises STAR suspension process. Pending DCA review.

Exemptions to Repair of Motor Vehicles and Estimate Requirements

Updates list of minor services exempted and creates exemption to estimate requirements. Pending DCA review.

ARD Oil Change Requirements

Requires ARD's to adhere to maintenance scheduled published by vehicle manufacture, industry accepted or nationally distributed automotive service specifications when making oil change recommendations. Requires ARD, when completing an oil change to include the following statement on invoice: 'Your vehicle's manufacture publishes oil change intervals, and conditions and factors that influence those intervals, in the owner's manual.'

ASCCA will continue monitoring/ tracking legislation and keep members updated on any new developments. ■

MORE INFO:

[www.ascca.com/
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IN NEED OF LEGAL ADVICE? ASCCA HAS YOU COVERED

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

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

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

ASCCA NOVEMBER TEAM WEEKEND IN REVIEW

In November, ASCCA leadership and members convened at the Embassy Suites in Sacramento for their final Team Weekend of 2017.



ASCCA Committee Meetings

Beginning Saturday morning, several of ASCCA’s committees met in person for the last time of 2017, including the Government Affairs Committee, Public Relations Committee, Membership Committee, Revenue and Benefits Committee, and the Chapter Representatives Committee.

The **Government Affairs Committee**, chaired by Tracy Renee, discussed the legislation and regulations that ASCCA tracked this past year. In the upcoming year, as every legislative session goes, they expect to see thousands of bills introduced, and will monitor closely any that will impact the aftermarket repair industry. Next year, the Bureau of Automotive Repair will have its sunset review. This is a period where the Legislature reviews the necessity for the continuance of various state licensing boards, allowing the public and stakeholders to weigh in. ASCCA and the Government Affairs committee will be actively engaged in this process on behalf of its members.

The **Public Relations Committee**, chaired by Jerry Kubitsky, discussed the now-concluded countertop display contest, and reviewed this year’s rate of participation. There was committee consensus that while the countertop display has had a successful run, 2017 will mark its last year. The countertop displays, however, will continue to be used as a way to encourage member shops to proudly display the ASCCA sign to the California motoring public, letting them know that those who display it are committed to the highest standard code of ethics in the industry.

The **Revenue and Benefits Committee**, chaired by John Eppstein discussed its overwhelming success in 2017, which led to the creation of six new corporate partnerships and the committee surpassing its revenue goal for 2017. The committee also clarified the terms of its corporate partner referral program for the chapters, the

details of which will be shared with the Chapter Reps electronically.

The **Membership Committee**, chaired by Mitch Mendenhall, reviewed its monthly membership reports, which the committee noted have improved dramatically over recent years. Mitch Mendenhall also took a moment to inform the committee of ASCCA’s newest liaisons, Past President Larry Moore and Kukui Rep Mike Giblin. He expressed his excitement about the membership growth possibilities with the new liaison program, and the committee discussed ways in which the liaisons can work with ASCCA’s chapters to recruit non-member shops.

While they did not meet, the **Connected Cars Committee**, chaired by Carolyn Coquillette, reported on their progress. She noted that the goal of the committee is to establish a solid grasp of all aspects of the emergence of connected cars. The committee plans to send an end-of-the-year digest on what’s going on in the industry of autonomous vehicles. The committee’s next steps are to work closely with the government affairs committee on how they can assist on the legislative front.

Also not meeting during the weekend, but providing an update, the **Education, Training, and Information Committee (ETI)**, chaired by Jack Scrafield, reported that the committee plans to release the Chapter Leadership Training webinar by the February 2018 Team Weekend.

Awards Luncheon

President Dave Kusa opened the Team Weekend lunch by highlighting all of the success and progress that ASCCA has made in 2017, such as the launch of its new membership liaison program, the growth of its corporate partnerships, recent board decisions to create a special out-of-state membership category, and the association’s quick action to aid its members who had been affected by the

Northern California wildfires.

To help with ASCCA’s efforts, Shannon Devery of Corporate Partner Digital Financial Group let attendees know that many of their clients who normally receive a reimbursement for their ASCCA membership dues decided to instead donate their reimbursement to the wildfire relief fund. As a result, DFG was able to donate a check of \$5,000 to the relief fund to directly help those who were affected find temporary housing as they work to rebuild.

Dave Kusa then took a moment to acknowledge and thank the 2017 board of directors and the committee chairs for all of their hard work and commitment throughout the year.



Next, Dave Kusa announced ASCCA’s 2017 Member of the Year, Maylan Newton, in recognition of his continued commitment to the association. Of Maylan Newton, Dave said “everyone who enrolls in his train-

ing courses become better leaders, better business owners, and better individuals.” Congratulations Maylan!

Dave then presented two additional awards—the president’s award and a special appreciation award. The first award was presented to Mitch Mendenhall, for his work in leading the membership committee through the launch of the membership liaison program. Next, he presented a special appreciation award to Tracy Renee, who conceived the membership liaison idea during the membership committee’s search for a new membership growth strategy.

Following Dave Kusa’s remarks, ASCCA’s Executive Director Gloria Peterson swore in the incoming 2018 board of directors, including:

- Rocky Khamenian, President
- John Eppstein, Vice President
- Rich Lezcano, Chapter Reps Committee Chair
- John Villa, Treasurer
- Rory Balmer, Secretary
- Dave Kusa, Immediate Past President
- Jack Scrafield, Board Director
- Lee Chesnin, Board Director
- Nick Modesti, Board Director
- Carolyn Coquillette, Board Director
- Mitch Mendenhall, Board Director
- Jerry Kubitsky, Board Director
- Steve Vanlandingham, Board Director

- Ira Newman, Board Director
- Todd Westerlund, Board Director



Rocky Khamenian, ASCCA’s 2018 president addressed the Team Weekend attendees, delivering a heartfelt, passionate speech about the need for everyone present to share the same inspiration they have for ASCCA with the association’s newest members and non-members, so that they may too one day lead the association in the future.

Tracy Renee then took the stand for a special presentation to outgoing president Dave Kusa, acknowledging his exemplary leadership and character while leading the association over the past year. While there were plenty of laughs and wise cracks, Tracy Renee and Laurie Moore became a little emotional as they looked back on Dave Kusa’s tenure and the impact he has had on so many.

Countertop Display Contest Winners Announced

As is tradition during every November Team Weekend, the Public Relations Committee announced the winner of the annual countertop display contest. The results, kept tightly under wrap, was finally revealed this weekend. And the winner was Southern California!

Per tradition, Southern California members were served ice cream by the Northern California members. The ice cream was delicious, and all enjoyed a slideshow looking back at the countertop display entries. Thank you to all who **proudly displayed your ASCCA Countertop Displays and Code of Ethics, letting your customers know that you are committed to the highest standards in the automotive repair industry!**



Chapter Reps Committee Meeting

Following the awards luncheon and the ice cream social, the Chapter Representatives Committee opened their meeting with a presentation from Rachelle Golden, who spoke to the committee about litigation regarding ADA compliance issues. Golden pre-



sented statistics regarding ADA lawsuits, noting that six law firms are responsible for 81% of all ADA lawsuits in California. She reviewed current federal and state regulations, as well as proposed changes, and let the committee know about resources available to help them address lawsuits and become compliant. Her talk was incredibly well received, and Ms. Golden let the committee know that she is available and willing to speak with local chapters.

Following the ADA compliance presentation, Rich Lezcano announced the vacancy of the Chapter Reps Vice Chair position, and made a call for nominations. Nominations were submitted for John Camara and German Lara. John Camara noted that he is nearing retirement, and offered to turn down his nomination in favor of German Lara, so that he may grow in the role in hopes of becoming its future leader. The committee proceeded to unanimously elect German as its new Vice Chair. Congratulations German!

The committee then discussed its goal of discussing ways it can engage with colleges and high school teachers to show that there is a viable career path for up and coming auto techs, particularly in the independent auto repair industry. Rob Morrell, from WORLD-PAC and Co-Chair of the NASTF Education Committee, also addressed the Chapter Reps about trade schools, community colleges, and high school automotive training programs. He noted that the United States lags behind other nations in auto tech education and standards.

Jason Smith of CoreMark Insurance, provided an update on behalf of CoreMark and Armstrong & Associates on the workers' comp and health insurance industry. Jason reported that workers' compensation rates are declining by between 1-7%. He reported that general liability is remaining flat, while auto insurance rates are increasing. With regard to health insurance, Smith reported that despite numerous tries to repeal the ACA, the Affordable Care Act and the individual mandate still remain in effect. He reported that CoreMark is looking into association health plans, and will update the leadership on any progress. Finally, he reminded the committee that HR360 is available for free for ASCCA members, regarding basic HR policies and resources.

John Eppstein then provided the committee with an update on ASCEF, ASCCA's foundation which raises money to help students working toward a career in the automotive industry. He reported that they are working with ASCCA's partners to sponsor scholarships in their name, and are exploring new ideas for 2018 to continue growing the foundation. He encouraged Team Weekend attendees to contribute to the foundation and to participate in its Cars 4 Careers program.

In conclusion, Executive Director Gloria Peterson reviewed the new chapter affiliation agreement, and noted that the only changes were to the policies and clarification to the definition of the term "warm referral." The Chapter Reps were told that the agreements must be reviewed and approved by the end of February.

Board of Directors Meeting

On Sunday morning, Dave Kusa gaveled in the Board of Directors final in-person meeting of 2017. To begin, the board was addressed by Johan Gallo, executive director of the California Automotive Business Coalition (CalABC), who answered questions from the board about the relationship between ASCCA and CalABC.

During his treasurer report, John Villa shared with the board the good news that at the end of this year, ASCCA exceeded its budgeted revenue and is under-budget on its expenses, and its investments are performing well.

The board then voted to appoint Rob Morrell, from WORLD-PAC and Co-Chair of the NASTF Education Committee, as a non-voting advisor to the board of directors.

During the Bylaws, Policies and Procedures Committee update, Chair Steve Vanlandingham presented to the board several proposed bylaws changes for approval, including minimum attendance



requirements for the board of directors, language stating that only members in good standing are eligible to vote, language to clarify that only regular members can serve as officers, and others.

The board then discussed the association's long-range strategic plan. Aspects of the strategic plan included increasing membership to 2,000, increasing credibility and influence in government and regulatory affairs, and elevating professionalism through increased education.

Thank you to all who attended our November Team weekend, both members and guests. You make it possible for ASCCA to fulfill its mission of advancing the professionalism of the automotive repair industry.

We hope to see you at our February Team Weekend, February 24 and 25, in Sacramento. Visit asca.com for more details.

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Jim Barlogio

THE AUTO SHOP VISALIA

The ASCCA Membership Committee is proud to announce that it has selected Jim Barlogio of The Auto Shop Visalia as the ASCCA Member of the Month for October 2017. Each month, an ASCCA member is recognized for going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Jim started The Auto Shop Visalia in 1980, where him and his crew specialize in general repair. In 1987, Jim joined ASCCA and has been a proud member ever since. He enjoys spending time with his wife

and three daughters as well as playing in his band "Jimmy and the Differentials."

When asked how ASCCA has benefitted his business, Jim replied "Many ways, especially meeting with other shop owners and learning from them as well as sharing. I also made some good friends throughout this organization like John Camara, who makes me laugh when he tells me stories about his encounters with customers."

Jim also said that there are many things he loves about ASCCA. "I love using TeamTalk and it comes in handy when I have important questions that I need answers to. I also like that I can get my customers to a great shop in the event they are traveling and their car breaks down. But most of all, I love the camaraderie I experience with my fellow ASCCA members."

Thank you Jim for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your involvement, knowledge, and most importantly, your dedication. Congratulations!



Maria Carrillo

CARRILLO & SONS COLLISION CENTER

The ASCCA Membership Committee is proud to announce that it has selected Maria Carrillo of Carrillo & Sons Collision Center as the ASCCA Member of the Month for November 2017. Each month, an ASCCA member is recognized for going above and beyond to support ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Maria and her husband started Carrillos Autobody in May of 1981 and specialize in automotive collision repair. As their three sons, Tony Jr, David, and Daniel got older, they eventually started working at the shop – running the business and taking care of the customers. To this day, the shop is still family owned and operated.

In 2012, Maria joined ASCCA and will be the president of Chapter 24 next year. When asked how ASCCA has benefitted her business, Maria replied "The knowledge I have acquired about the mechanical side of the automotive repair industry has been vital in keeping up with the changing times. Not only that, the friendships I have made through this association will last a lifetime."

Maria also said there are many memorable moments while being involved in ASCCA. "Being on the board, we at Chapter 24, have had plenty of special moments. We have awesome people that are committed to the industry and ASCCA."

When asked what she loves about ASCCA, Maria replied "The structure and the mission of ASCCA is something I highly value. I love the dedication people have to the association and how everyone is willing to help each other out in a time of need. I cannot overstate it enough, there are a lot of good people, and to have them in my life is an honor."

Thank you Maria for your ongoing commitment to ASCCA! Our organization and its members have benefited tremendously from your participation, knowledge, and most importantly, your commitment. Congratulations!



David Cherney and Shannon Devery

DEVERY OF DIGITAL FINANCIAL GROUP (DFG)

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected David Cherney and Shannon Devery of Digital Financial Group (DFG) as ASCCA's first-ever Partner of the Month. Each month, an ASCCA partner is recognized for their steadfast support of ASCCA, its members, and the automotive repair industry, and their commitment to ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

DFG has been an Exclusive Endorsed Vendor with ASCCA since May 2013 as well as a Corporate Partner at the \$7,500 level since October 2016. DFG is a leader in the payment processing industry, specifically in mobile payments and merchant services. Working as a team, David is responsible for serving Northern California ASCCA members while Shannon is responsible for Southern California members.

When asked how his partnership with ASCCA has benefited DFG, David replied, "ASCCA has been a wonderful addition to our portfolio as we

have received a lot of business throughout the years and it continues to remain stable with a potential for growth."

"ASCCA members are owners of top shops and top in their fields. If other companies want to work with the best, have loyal customers, and work with members who are truly philanthropic, who give their time and money regularly, then they will love this association."

DFG's partnership also benefits ASCCA members by allowing them to receive pricing that is typically reserved for large-volume merchants. "There is no negotiating necessary and no risk of prices not being what we promised," said David. "We manage sales and services so members have access to us easily. We also reimburse up to \$350 each year to each shop who is processing with us. Besides that, we keep the members apprised of news and updates in the processing industry and keep them compliant."

David and Shannon show their support by being involved with all of the ASCCA chapters. They attend chapter meetings, most team weekends, and summer conferences while giving talks on fraud and industry updates. DFG is also involved in shop nights, vendor fairs, and Christmas parties at the chapter level.

When asked about a favorite moment while being an ASCCA partner, David replied "It is always memorable when we drive around to each shop and hand out \$350 checks just in time for Christmas. Another great part of this association is the relationships we have made with the members and I am grateful to work with the great people of ASCCA."

Thank you DFG for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your participation and dedication throughout the years.



Todd Westerlund

KUKUI

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Todd Westerlund of Kukui as ASCCA's December Partner of the Month. Each month, an ASCCA partner is recognized for their steadfast support of ASCCA, its members, and the automotive repair industry, and their commitment to ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

Kukui has been an Exclusive Endorsed Vendor with ASCCA since 2013 as well as a Corporate Partner at the \$10,000 level. With a rich history in information technology, Kukui provides businesses a custom marketing platform that integrates each organization's Point of Sale system.

When asked how his partnership with ASCCA has benefited Kukui, Todd replied, "Partnering with ASCCA lets Kukui be more in tune with what top

shop owners are doing to make them successful. It allows us to hear directly from them about their interests and concerns and to understand what else they need to continue that success. This, in turn, allows us to fine-tune our offerings to support that continued success for all Kukui customers."

Kukui partnership also benefits ASCCA members. "Because of the insight Kukui has gained through this partnership, we have been able to fine-tune our current and future product roadmaps to deliver products for ASCCA members that are exactly what they have asked for," said Todd. "Also, participation in the ASCCA board affords Kukui the opportunity to add our voice to that of the ASCCA organization to protect the interests of all members. Additionally, Kukui pays any members annual state dues the year they join the Kukui family."

Kukui has visited every chapter multiple times throughout their partnership and participates in chapter meetings either as a sponsor or a speaker. They do so as much as their schedule allows and will continue to do so throughout 2018.

When asked about a favorite moment while being an ASCCA partner, Todd replied "During the fires that devastated the Sonoma area, multiple ASCCA members were affected either with damages to their shops or homes. During that difficult, the entire ASCCA organization rallied together to raise money and support for all the affected families. It was an inspiring action."

Thank you Kukui for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and dedication throughout the years.



Maylan Newton
EDUCATIONAL SEMINARS INSTITUTE (ESI)

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Maylan Newton of the Educational Seminars Institute (ESI) as ASCCA's January Partner of the Month. Each month, an ASCCA partner is recognized for their steadfast support of ASCCA, its members, and the automotive repair industry, and their commitment to ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

ESI is a Corporate Partner and has been a member of ASCCA for 30 years. ESI is renowned for providing the independent repair shop with up-to-date full-facility training for their management team and personnel. All ESI training programs target development strategies that finetune and produce professional skills in automotive business owners and their employees.

When asked how his partnership with ASCCA has benefited ESI, Maylan replied, "The greatest benefit of our partnership with ASCCA is its members.

The opportunity to interact with a diverse membership to improve our industry is huge. This helps us see the industry from a single person shop to a multiple shop operation. Each member brings a unique perspective to the industry and working together benefits all of us.

"If you want to reach the owners and operators of the automotive industry, this association is a must. Take it one step beyond and become involved, attend the chapter meetings, and participate in team weekends – that's when you really get the rewards."

ESI's partnership also benefits ASCCA members by allowing them to receive special deals on training seminars. "Our experience working with hundreds of repair shops all over the United States allows us to bring the membership different thoughts, ideas, and ways of doing things. Sharing our experiences improves each members' business."

During the year, Maylan speaks at as many chapter meetings as possible and enjoys meeting the chapter membership. He also helps ASCCA with their membership drives, open houses, and vendor fairs.

When asked about a favorite moment while being an ASCCA partner, Maylan replied "There've been many times in the 30 years that we have been members, that shop owners have come to us and thanked us for helping them change and improve their businesses. In some cases, shops are still in business today because of our relationship with ASCCA and that makes it all worth it."

Thank you ESI for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your knowledge and dedication throughout the years.



John Hartman
NAPA AUTOCARE

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected John Hartman of NAPA AutoCare as ASCCA's February Partner of the Month. Each month, an ASCCA partner is recognized for their steadfast support of ASCCA, its members, and the automotive repair industry, and their commitment to ASCCA's Core Purpose: To elevate and unite automotive professionals and give them voice.

NAPA AutoCare has been a Corporate Partner since 2017. They focus on an integrated banner program that unites everything an independent repair business needs to prosper. NAPA AutoCare has grown to over 16,000-plus independently owned and nationally recognized automotive, collision, and truck service centers, making it the largest single aftermarket repair network in the country.

When asked how his partnership with ASCCA has benefited NAPA AutoCare, John replied, "Very simple – the success of ASCCA members is our success. Seeing their businesses succeed and knowing you helped them get there, makes my job worth it.

NAPA Autocare's partnership also benefits ASCCA members which includes, national brand visibility, technological tools, state-of-the-art communication platforms, training and employee recruitment resources, member discounts, and much more. The NAPA membership program also strengthens the business relationship between servicing NAPA Auto Parts stores and AutoCare Centers by providing the necessary tools to be successful.

John has been involved with Chapter 24, located in San Diego, since 1999. When asked about his favorite memory, John replied, "Sponsoring and supporting the Automotive Skills day competition at Cuyamaca College. This annual event is in partnership with ASCCA, Chapter 24, and Cuyamaca College – I look forward to it every year."

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

CONNECTED CAR COMMITTEE QUARTERLY DIGEST

Issue #01 - Q1 2018

for ASCCA Membership

The automotive aftermarket faces many changes and challenges surrounding autonomous and connected vehicles. Most of these challenges center on data. Who owns the data? Who can access the data? Who is responsible for the privacy and security of the data?

It is important that the Aftermarket be involved in the planning and development process with vehicle OEMs and government regulators, on state and national levels. We need to make sure that our customers and our businesses are not locked out of the information access process. We need to avoid another protracted Right to Repair battle.

Vehicle security is also a major concern. The OEMs incorporate high levels of security to prevent data loss and hacking. One of the true access points for possible malicious activity will be at our shops, when the vehicle is vulnerable during repairs. We need to know how to secure our shop networks and the tooling necessary to prevent this.

Lastly, the traditional service opportunities on current vehicles will change. As vehicles become more autonomous and move towards more alternative fuels we need to identify and pursue the new service opportunities so we can remain relevant to our customers.

NEWS

What's going on with the DLC?

The J1962 connector currently used for diagnostic purposes is federally mandated by law to provide OBD Emission information. Manufacturers currently use the DLC to provide Diagnostic, Repair and General vehicle Data on this connector. The MOU (Memorandum Of Understanding) that resulted because of the Massachusetts RTR Act states that manufacturers starting in 2018 will provide the same Service and Tooling information data through the DLC that the Dealers have.

There is discussion that certain manufacturers may install their own proprietary connectors such as we had with OBD1. We will monitor this possible engineering development closely and coordinate through NASTF to make sure our needs and those of our customers are met.

SAE J3138 Update

J3138 will be a new protocol that "secures" the J1962 Diagnostic Connector.

In the middle of 2016, the US Government asked SAE to convene a special committee to develop security standards for the DLC, mainly so a vehicle could not be "hacked", infected or taken over by an unauthorized 3rd party.

Craig Johnson, ASCCA and Connected Cars Committee member, in also on this SAE committee. The SAE committee just wrote and voted on the document for J3138. Final clean up language is now taking place.

Trust and Anchors Task Force

A special task force formed within the SAE J3138 committee to develop and further define more technical aspects of future vehicle communications relating to the DLC connector. Again, ASCCA representation is in place.

NASTF Update

NASTF recently announced its 2018 Board of Directors. Donny Seyfer is the new Executive Director and Craig Johnson, ASCCA member and Connected Cars Committee member, was elected to the Board. NASTF is comprised of all segments of the auto industry which helps to resolve issues we have obtaining service information and tooling needed to fix vehicles at the Independent level.

The Connected Cars Committee will work through NASTF to ensure our members get access to tools, training and service information on vehicles we work on now and the new future technology that will be present in Autonomous and Connected vehicles. SIRs (Service Information Requests) are a quick way to get a resolve to information or tooling needed and not found on the manufacturers website. NASTF is now handling a large amount of LSID requests as manufacturers are requiring a LSID license when performing programming that related to security matters. This committee highly recommends you to obtain an LSID license if you program or configure modules or software on the vehicles you work on.

BAR Update

ASCCA Government Affairs Committee sits on the BAG (BAR Advisory Group) Committee. The Connected Cars committee works with ASCCA "Gov Comm", the California BAR, CARB on upcoming legislation as it pertains to Connected vehicles. We participate in meetings relevant to the Connected Car as necessary.

Federal Regulation

US Senator Buddy Carter introduced a new bill that will be heard the first quarter of 2018, establishing an Advisory Committee comprised of all stakeholders regarding ownership, control, information, and data from Autonomous Vehicles. ASCCA is watching this proposal and coordinating with the Auto Care Association (ACA) on federal advocacy.

CURRENT PERSPECTIVE

Success of connected and autonomous vehicles will require a high level of coordination between many different stakeholders: government transportation agencies, state and federal policy makers, vehicle manufacturers, insurance providers, communications companies, and service providers like us.

Each of these parties have a lot of work ahead of them: while changes will come, they won't happen overnight.

Our task in the Aftermarket is to stay informed and engaged in the change making, to ensure our needs are met. ASCCA serves this task, consolidating our influence, keeping watch, and working with other groups doing the same.

The Connected Car Committee was founded in 2017 with these objectives. As an ASCCA member you will receive the committee's Quarterly Digest with ongoing news and activities, to stay informed.

ASCCA CONNECTED CAR COMMITTEE MISSION STATEMENT

The Committee shall protect the ability of ASCCA membership to do business in California, including safe, secure, and uninterrupted access to vehicle onboard systems and the required tools to fix them.

[Learn more about the CCC...](#)

[Learn more about the issues.](#)

Report submitted by
Jack Molodanof, Esq.



BAR BAG REPORT

January 19, 2018 | BAR Advisory Group Meeting & Workshops Summary

ASCCA's Lobbyist Jack Molodanof and Dave Kusa participated in the BAR Advisory Group meeting on January 19. Below is Jack's brief summary of the meeting.

DCA News and Updates

Director of the Department of Consumer Affairs (DCA) provided a short update. Comments/discussion surrounded BAR Sunset Review. The issue of unlicensed/unregistered oil changers, tire stores, etc continuing to do business without BAR oversight. This unlicensed activity does not promote consumer protection and does not provide a level playing field for the auto repair industry. DCA should take an active role finding a legislative solution. Also discussed concerns with the amount of time it takes for regulations to be enacted, 5 years is not acceptable.

Legislation and Regulations Update

Legislation:

1. AB 1005 (Citation & Fines)-Requires citations issued by DCA's boards and bureaus containing an order to pay fines also include an order of abatement period granting time for abatement of violation before fine becomes effective;
2. AB 1679 (Auto body)-Replaces current Department of Insurance labor rate and steering regulations with alternative methods and procedures;
3. AB 210 (Heavy-Duty Motor Vehicles)-Requires ARB and BAR to adopt regulations for testing heavy-duty vehicles.

Regulations:

1. Electronic Documents and Consumer Authorization-third 15-day public comment period ends 1/25/18;
2. BAR-97 Specifications-Public hearing on 2/12/18;
3. Training Provider Requirements-Pending DCA-wide formal review;
4. STAR Program Clean-Up-Pending

DCA-wide formal review;

5. Exemptions to Repair of Motor Vehicles and Estimate Requirements-Pending DCA Legal preliminary review;
6. ARD Oil Change requirements-Pending Agency review. See link for BAR presentation. https://www.bar.ca.gov/pdf/Legislation_and_Regulations_Update_BAG_01.18.18.pdf.

California Vehicle Inspection System Transition (Cal-VISTA)

Update provided on the California Vehicle Inspection System Transition Project. The bidders library was recently updated and current. RFP addenda 8 recently published. Final bid due date extended to 2/10/18 due to clarifications to billable test data and substantive changes to design. RFP award to be in June 2018. The BAR anticipates that the contract for new vendor maintenance and operation services (contract transition) will be sometime in November 2018. The BAR-97 Dial-up to IP conversion is a project dependency. Note: The BAR-97 Dial-up support ends-August 31, 2018. SGS (Current Vendor) also provided an update. It was clear that SGS is behind schedule in the transfer of ownership to State-owned data center. See link to both BAR & SGS presentations. https://www.bar.ca.gov/pdf/CALVISTA_Project_Update_BAG_01.18.18.pdf

OBD Data Check-"Certificate Blocking"

Under the current OBD inspection system, BAR has the ability to gather data and build a vehicle "footprint". BAR is able in "real time" identify potential fraud (e.g. surrogate vehicles & simulators) and block certificate immediately. The goals of certificate blocking is to prevent and discourage fraud, influence behavior for consumers/stations/techs and increase organizational efficiency. If a vehicle is certificate blocked it must go to Referee. Clean plug activity is immediately blocked, The presentation contains charts with certificate blocking results. BAR is pursuing disciplinary actions against licensee

offending stations and techs. BAR has established specialized enforcement team for this issue. See link for presentation. https://www.bar.ca.gov/pdf/OBD_Data_Check_BAG_01.18.18.pdf.

Note: BAR is beginning to draft new DAD specifications/regulations to update DAD equipment/software to improve on current fraud prevention. This means that at some point (couple of years) BAR will require smog stations to purchase new DAD equipment from vendors.

Online License Look Up

BAR is updating its website and making changes. It is in the process of describing disciplinary actions so that consumers can better understand. There were questions of how long a disciplinary action will stay on the BAR website. BAR indicated that they are reviewing the legal issues surrounding time frames. The link to presentation provides examples of the old and revised website displays. https://www.bar.ca.gov/pdf/Online_License_Look_UP_Presentation_BAG_01.18.18.pdf.

Enforcement Statistics Update

Complaint trends are as follows: Engine Repair & performance 32%; General repair and Maintenance 19%; Auto body 15%; Transmission 9%; Smog 7%; Used car transactions 4%; Vehicle Warranty 2%; Unlicensed activity 2%. See link to Complaint Trends. https://www.bar.ca.gov/pdf/Enforcement_Statistics_Update_BAG_01.18.18.pdf.

The Permanent DTC discussion will be held at the next BAR Advisory Group meeting. The BAR will revise the Sunset Review report where BAR indicated that they were not aware of a shortage of technicians in the industry. In fact, there is a shortage and that will be clarified in the Sunset Review Report.

Next BAR Advisory Group meeting is Thursday, April 19, 2018.



The ASC Educational Foundation is helping automotive services professionals of the future.

Find out how you can help
or apply for a scholarship at:

www.asc-ef.org



Your tax deductible donations may be made to the Foundation by submitting payment to:

ASCEF | 700 R Street, Suite 200 | Sacramento, California 95811

Toll Free: (800) 745-6121 Fax: (916) 231-2141

The ASC Educational Foundation is a 501 (c) (3) charitable organization Tax ID# 68-0431078

Anniversary
MILESTONES

55 YEARS

Tyerman’s Wheel Alignment (Burbank)
Bruce & Jack Auto Service (Stockton)

35 YEARS

Florin Automotive Repair (Sacramento)
MCM Jobs (Napa)

30 YEARS

Chino Autotech Inc. (Chino)
Double S Automotive (Fall River Mills)
All-Car Specialist, Inc. (San Gabriel)
Hontech Automotive (San Diego)
Chuck’s Automotive (Bakersfield)
Amador Automotive (Pioneer)

20 YEARS

Campbell’s Automotive (Montrose)
M Service (Walnut Creek)
Brian Wood Automotive (Glendora)
Glenmoor Auto Repair (Fremont)

15 YEARS

Arcadia Ultimate Auto (Arcadia)
Auto Electric & Fuel (Concord)
Orinda Shell Auto Care (Orinda)
Diablo Auto Specialists (Walnut Creek)
Dublin Car Tek (Dublin)
Economy Auto Center (Azusa)
Coast AutomaticTransmission (Costa Mesa)
Foothill Auto Service (Lake Forest)

10 YEARS

Huntington Tire & Auto Center (Monrovia)
Santa Monica Motors (Santa Monica)

5 YEARS

Quality Motors (Laguna Niguel)
Sal Auto (Santa Rosa)
Larsen Auto Care (Santa Rosa)

Welcome,
NEW MEMBERS

CHAPTER 12

Villa Marina Auto Care (Marina del Rey)

CHAPTER 16

German Auto Sport (Berkeley)
Amanda McCullar (Student Member - Vallejo)

CHAPTER 20

Jonathan Dorr, Liberty High School (Brentwood)

CHAPTER 28

G. Roman’s Transmission Service (Santa Rosa)
Jasper Engines & Transmission (Napa)

CHAPTER 42

BG Products, Fleming Distributing (El Dorado Hills)
Jasper Engines & Transmission (San Martin)

CHAPTER 48

Santa Ana College, James “Marty” Rudd (Santa Ana)

CHAPTER 99

Anderson Automotive (Anderson)
Autoworks (Redding)
Metric Motors (Anderson)

STATE ONLY

1-800 Radiator & A/C (Redding)
Fitzgeralds Auto Care (Costa Mesa)
BG Products, Fleming Distributing (El Dorado Hills)

ASCCA Corporate Partners
CONTACT LIST



EDUCATIONAL & NETWORKING RESOURCES

Educational Seminars Institute (ESI)
Maylan Newton
(888) 338-7296
esi@esiseminars.com

iATN

Scott Brown
http://iatn.us/PROASC1940

Motor Age Training

James Hwang
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OIL PROGRAM

Castrol
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BUSINESS SUPPORT PROVIDERS

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Auto Care Association

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NAPA Auto Care

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gdailey@armstrongprofessional.com

CoreMark Insurance Services

Mat Nabity
(916) 286-0918
mnabity@coremarkins.com

ASCCA Chapter Network

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

EAST BAY (16)

Meetings held second Tuesday, 6:30 p.m.
Call Art Ratner: (510) 540-7093

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 Zarkis Martirosian: (559) 268-6359

INLAND EMPIRE (14)

Meetings held third Tuesday, 7 p.m.
Call Rory Balmer: (909) 337-0082

LONG BEACH (18)

Meetings held third Tuesday, 7 p.m.
Call Kristen Bunting: (562) 424-8726

MOUNT DIABLO (20)

Meetings held third Thursday, 7 p.m.
Call Steve Elstins (925) 676-8376

NORTH ORANGE COUNTY (48)

Meetings held third Wednesday, 6:30 p.m.
Call Denise Pina (714) 990-1500

PENINSULA (23)

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

REDDING (99)

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

SACRAMENTO (34)

Meeting times vary
Call ASCCA Office (800) 810-4272

SAN DIEGO (24)

Meetings held third Tuesday, times vary
Call Mitch Mendenhall: (619) 334-6005

SAN FRANCISCO (21)

Meetings held last Wednesday, 7:30 p.m.
Call Paul Grech: (415) 286-6747

SAN JOAQUIN VALLEY (6)

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

SAN JOSE (42)

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

SANTA ROSA (28)

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

SOUTH BAY (1940)

Meetings held quarterly, 6:30 p.m.
Call Michelle Sprokkereef: (424) 206-1646

TULARE/VISALIA (26)

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

WEST LOS ANGELES (12)

Meeting times vary
Call Jo Ann Fischer: (909) 939-0332

Bureau of Automotive Repair (BAR): Chief

Patrick Dorais
(916) 255-4565

BAR: Industry Ombudsman

Rick Fong
(916) 255-2893

California Chamber of Commerce

Headquarters
(916) 444-6670

California Air Resources Board (CARB)

(800) 242-4450

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