



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

Automotive Service Councils of California

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MINUTES

Revenue & Benefits Committee

Embassy Suites Sacramento
100 Capitol Mall, Sacramento, CA
February 24, 2018

I. Call to Order

The meeting was called to order at 10:05 am.

II. Roll Call

Present: John Eppstein, Dave Kusa, Rocky Khamenian, Maylan Newton, Stuart Terry, Steve Vanlandingham, Todd Westerlund

Absent: Nadir Nour, Tracy Renee - excused, Steve Sharp

Staff: Gloria Peterson, Matthew Peralta

Guests: Rory Balmer, Jack Scrafield, John Camara, Laurie Moore, Larry Moore, Lee Chesnin, Jerry Kubitsky, George Hritz, John Villa Jim Silverman (ATI), LKQ: Stephen Pool and James Mason; John Hartman (Napa), Jim Gray (AutoZone), Kukui: Patrick Egan, Mike Giblin, and Greg Waters; Chris Guitia (AutoFlow), Pat Cadam; Mitch Mendenhall; John Eppstein; Zarkis Martirosian, German Lara, Angi Roberts, Rob Pitari, Grant Takikawa, Travis Guy, Scott Alton

J. Eppstein reviewed the Committee's strategic goals.

III. MINUTES

MOTION It was moved, seconded and carried (**MSC**) (*S. Vanlandingham / R. Khamenian*) to approve the minutes of the last February 1, 2018 meeting, as submitted.

IV. REVIEW ACTION ITEMS

J. Eppstein noted that progress is being made to setting the 2018 training dates with Maylan Newton.

M. Newton noted that he is working with the Fresno Chapter to hold a service writer school.

Registration is not running through ASCCA, but the association will benefit from some of the proceeds.

Maylan indicated that he has his calendar and can look at it this weekend.

V. POTENTIAL PARTNERS

Training:

- 180 Biz – T. Westerlund reported that he plans to connect with them during Vision next week.
- ATI – Jim Silverman is in the room, so T. Westerlund gave a shout out and he invited the committee to discuss training opportunities with J. Silverman. D. Kusa indicated that he and J. Silverman have discussed possibilities and it was reported that there is a transition underway with ATI West and once that is complete he will be able to consider coming on a corporate partner. Jim discussed a little about ATI.

Parts:

- J. Eppstein noted that we are still working on potential new parts providers.

There were no other updates on potential partners.

VI. EXISTING PARTNERS

J. Eppstein provided the partners who were present to say a few words about what they do. Those present included:

- Chris Guitia – AutoFlow
- John Hartman – Napa
- Mike Giblin - Kukui
- Jim Gray – AutoZone
- Steven Pool – LKQ
- Maylan Newton – Esi

VII. RENEWING PARTNERSHIPS

It was noted that John Hartman with Napa has agreed to renew for another \$10,000 level.

VIII. OLD BUSINESS

Identifix – It was noted that the propose Letter of Agreement was not included in the packet, so the discussion was deferred.

California Legal Pay Compensation Program by Cori King. J. Eppstein reported that there has been discussion about the price points. We can either sponsor it as an association or the association can pay a lump sum to provide it to our members. J. Eppstein reported that he is still in discussion about how much that will cost the association. M. Newton noted that we should question whether the association assumes the risk of liability if it buys the right and the agreement gets challenged in court. Further discussion was deferred until the pricing is confirmed.

J. Eppstein invited comments from the partners as to whether there is anything further we can do as an association to make their partnership more successful.

Maylan Newton requested that the chapters be more consistently supportive of the educational opportunities.

IX. Adjournment

The meeting adjourned at 11:01 am.