

MINUTES
ASCCA REVENUE & BENEFITS COMMITTEE
Thursday, April 4, 2018 | 6:00 pm – 7:00 pm

Present: John Eppstein, Dave Kusa, Maylan Newton, Rocky Khamenian, Steve Vanlandingham, Stuart Terry, & Tracy Renee
Staff: Stacey Siqueiros

- I. Call to Order: The meeting was called to order at 6:03 pm
- II. Roll Call
 - a. Review Attendance Record
- III. Approval of 2/24/18 Meeting Minutes
MOTION It was moved, seconded and carried (MSC) S. Vanlandingham/M. Newton
- IV. Review Action Items:
ACTION ITEM: COMPLETED October 13th Modesti's Car Center
NEW ACTION ITEM: Dave Kusa and Tracy Renee to work on date and location for a NorCal class with Maylan.
NEW ACTION ITEM: Maylan to send Dave Kusa available dates for Nor Cal Class
NEW ACTION ITEM: Rocky to contact Broadly about potential training at a upcoming Team Weekend.
NEW ACTION ITEM: Stacey to email Nadir about a new contact and renewal of Castrol's partnership that expired 5/1/18.
NEW ACTION ITEM: Stacey to ask Mary how many raffle tickets have been sold.
NEW ACTION ITEM: Stacey to contact G&K Services and ask how to list them as G&K or Cintas.
NEW ACTION ITEM: Stacey to email the committee reminding them to check in with their partners.
NEW ACTION ITEM: Dave to ask Identifix about becoming a \$1500 or higher partner.
- V. Potential Partners and Benefit Providers
Training:
 - 1.180 Biz: John Eppstein and Todd Westerlund, No new update**Parts:**
 - 1.1-800-Radiator: Tracy Renee, No new update
 - 2.Advance Auto Parts: Steve Vanlandingham, No new update
 - 3.Car Quest: John Eppstein, No new update
 - 4.Hanson Distributing: Jack Scrafield, No new update
 - 5.IMC: Steve Vanlandingham, No new update
 - 6.SSF Imported Auto Parts, LLCs.: Rocky Khamenian & John Eppstein No new update
 - 7.Standard Motor Parts: Tracy Renee No new update
 - 8.World PAC: Rocky Khamenian No new update**Oil/Waste Oil Recycling:**
 - 1.Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros No new update
 - 2.Liqui Moly: John Eppstein and Rocky Khamenian No new update
 - 3.Valvoline: Steve Vanlandingham No new update
 - 4.World Oil: Rocky Khamenian No new update**Shop management Software:**
 - 1.AMS Protractor: Todd Westerlund, John followed up again no reply.
 - 2.Bolt On Technology: Dave Kusa and John Eppstein: John followed up again no reply.
 - 3.Shop Boss Pro: John Eppstein, No new update
 - 4.Winworks: Tracy Renee, No new update**Customer Retention-Marketing:**
 - 1.MechanicNet: Todd Westerlund, Samantha Freeman 877-632-4638, No new update
 - 2.AutoShopFollowUp: Todd Westerlund, John left 3 voicemails, Todd to follow up again**Repair data:**
 1. Identifix: Jack Crawley, discussing

2. All Data: Stuart Terry

Repair Equipment

1. Hunter Engineering Company: Tracy to follow up was in her office. Alan Hagerty 314-716-0492

Misc:

1. Ryde.ai: Tracy Renee

2. True Technologies: Tracy Renee

VI. Updates on Current Partners – *encl.*

a. Review Income to-date

b. Partnership Liaison Discussion: Assigned new partner ATI a committee liaison. Steve Sharp no longer part of the committee so rearranged some assignments. Still need to assign Motul a liaison.

- Committee reminded to please keep in contact with your partners.

c. Review Expiring Partners: BP Castrol \$7,500 and Shop-Ware \$1,500 expire May 1st Stacey to follow up with Nadir about if he has been in contact with Castrol. Dave Kusa to follow up with Shop-Ware.

d. Discuss possible new member benefit: California Legal Pay Compensation Program: it was discussed and John to gather more information about cost to ASCCA.

VII. Old / New Business

a. Update on New Letter of Agreement LOA with Identifix. Dave said they are very rigid on the pricing structure, but is going to follow up with Identifix on becoming an ASCCA partner.

b. Mechanics Marketplace: Dave has met Eli the owner. Shop owner signs up and shares information on exchange about parts needed, renting a technician from another shop and other needs. John to follow up with Eli about becoming a Partner and member with ASSCA.

VIII. Adjournment

Meeting adjourned at 7:20 pm