

MINUTES

ASCCA REVENUE & BENEFITS COMMITTEE

Saturday, May 19, 2018 | 11:15 am – 12:30 pm
John Sutter Board Room, Embassy Suites Sacramento

Present: John Eppstein, Dave Kusa, Steve Vanlandingham, Stuart Terry, & Todd Westerlund
Guests: John Hartman and German Lara
Staff: Stacey Siqueiros & Gloria Peterson

- I. Call to Order: The meeting was called to order at 11:17 pm
- II. Roll Call
 - a. Review Attendance Record
John to contact Nadir and thank him for serving on the committee,
- III. Approval of 4/18/18 Meeting Minutes
MOTION It was moved, seconded and carried (MSC) S. Vanlandingham/S. Terry
- IV. Review Action Items:
 - NEW ACTION ITEM:** Dave Kusa and Tracy Renee to work on date and location for a NorCal class with Maylan. Dave going to contact Maylan about dates he is free. PENDING
 - NEW ACTION ITEM:** Maylan to send Dave Kusa available dates for Nor Cal Class. PENDING
 - NEW ACTION ITEM:** Rocky to contact Broadly about potential training at a upcoming Team Weekend. PENDING
Rocky was not at meeting to give an update. PENDING
 - NEW ACTION ITEM:** Stacey to email Nadir about a new contact and renewal of Castrol's partnership that expired 5/1/18. Stacey contacted Nadir a couple times and he no longer has a contact at Castrol. COMPLETED
 - NEW ACTION ITEM:** Stacey to ask Mary how many raffle tickets have been sold. Was shared with the committee on 4/9 that Mary had sent out 450 tickets to chapters to sell but she didn't know how many they've sold. Chapters aren't required to return the money and ticket stubs to Mary until about a week before May Team Weekend. She did sell 3 tickets to people who sent her an order form to buy directly. COMPLETED
 - NEW ACTION ITEM:** Stacey to contact G&K Services and ask how to list them as G&K or Cintas. Now officially Cintas. COMPLETED
 - NEW ACTION ITEM:** Stacey to email the committee reminding them to check in with their partners. Reminder was sent April 13th via email. COMPLETED
 - NEW ACTION ITEM:** Dave to ask Identifix about becoming a \$1500 or higher partner. PENDING Dave and John to work on this together.
- 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, Changing contact to Stuart Terry.
 - 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 Stacey to create action item to set up conference call with Gloria, John and Stacey to discuss their contribution and recognition for trainers to ASCCA Team Weekend.
 - 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: Dave going to try again
- 3.Shop Boss Pro: John Eppstein, Todd and John to have a conference call with Shop Boss Pro.
- 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 try 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

ACTION ITEM: Stacey to add Ratchet and Wrench to potential partner list.

- VI. Updates on Current Partners – *encl.*
 - a. Review Income to-date
 - b. Partnership Liaison Discussion: Assigned new partner ATI, MotoRad new committee liaisons as well as current partner Motul a new 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. BG PetroSpecs/Petrospecs expires June 1st. Todd to find a new contact for Castrol. Todd gave Stacey the number for Bob Mellinger 717-669-3543. New committee liaison needs to be assigned to Castrol.
- VII. Old / New Business
 - a. Update on New Letter of Agreement LOA with Identifix iATN. Dave said Identifix is very rigid on the pricing structure, but is going to follow up with them on becoming an ASCCA partner.
 - b. Update committee on new out of state membership and letter that went out to Partners. Letter was shared with committee and part of the agenda packet.
 - c. New business was discussed as a possible training/Shop certification having a course on how to properly install a car seat. Todd to contact Greg about possible training.
 - d. New Business: R & B committee looking for Vice Chair to become Chair of committee starting in 2019 as John will be the new ASCCA President.
- VIII. Adjournment
Meeting adjourned at 12:40 pm