

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

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

Staff: Stacey Siqueiros

- I. Call to Order: The meeting was called to order at 6:02 pm
- II. Roll Call
 - a. Review Attendance Record
- III. Approval of 5/19/18 Meeting Minutes
MOTION It was moved, seconded and carried (MSC) S. Vanlandingham/D. Kusa
- IV. Review Action Items:

NEW ACTION ITEM: John to email Nadir thanking him for being on the committee. **PENDING**

NEW ACTION ITEM: Stacey to contact Cintas to make sure all current ASCCA Cintas members receive the same G &K benefits now that they have merged. **COMPLETED**

NEW ACTION ITEM: Rearrange Agenda so that Updates on Current Partners is before Potential Partners. **COMPLETED**

NEW ACTION ITEM: Stacey to set up conference call with John and Gloria to discuss recognizing WorldPac for providing training/speakers at Team Weekends. **COMPLETED**

NEW ACTION ITEM: Todd & John to make a conference call with Shop Boss Pro. **PENDING**

PENDING ACTION ITEM: Dave and Tracy to work on date and location for a NorCal class with Maylan. **COMPLETED**

PENDING ACTION ITEM: Maylan to send Dave Kusa available dates for NorCal Class. **COMPLETED**

COMPLETED: Stacey to email Nadir about a new contact and renewal of Castrol's partnership that expired 5/1/18.

COMPLETED: Stacey to ask Mary how many raffle tickets have been sold.

COMPLETED: Stacey to contact G&K Services and ask how to list them as G&K or Cintas.

COMPLETED: Stacey to email the committee reminding them to check in with their partners.

PENDING ACTION ITEM: Dave and John to ask Identifix about becoming a \$1500 or higher partner.

- V. Updates on Current Partners – encl.
 - a. Review Income to-date
 - b. Review Expiring Partners: BP Castrol \$7,500 and Shop-Ware \$1,500 expired May 1st. BG PetroSpecs/Petrospecs expires June 1st. Computrek, LKQ, Motul, & RepairPal expire July 1st Potential Partners and Benefit Providers

NEW ACTION ITEM: Stacey to email Matt with Shop-Ware and Eric with BG Petro Specs and cc Dave Kusa.

NEW ACTION ITEM: Stacey to email Tracy Renee asking her to reach out to LKQ for renewal.

VI. Potential Partners

Training:

1. 180 Biz: John Eppstein and Todd Westerlund, No new update on hold

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 going to talk to them with in next couple of weeks about becoming a partner.

NEW ACTION ITEM: Stacey to email Rocky to remind him to reach out to World Pac about sponsorship

Oil/Waste Oil Recycling:

1. Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros No new update
2. Castrol: TBD New Contact Bob Mellinger 717-669-3543 John Eppstein to take over contacting Castrol
3. Liqui Moly: John Eppstein and Rocky Khamenian No new update
4. Valvoline: Steve Vanlandingham No new update
5. 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 and Todd Westerlund to work on contacting.
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. Ratchet and Wrench: TBD
2. Ryde.ai: Tracy Renee
3. True Technologies: Tracy Renee

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.
Dave Kusa to follow up with Identifix about becoming a partner.
- b. Update committee on new out of state membership and letter that went out to Partners.
Stacey read letter that went out to all partners asking them to offer benefits to new ASCCA out of state membership. So far Kuki, ESI and Cintas have agreed to offer member benefits to out of state ASCCA members.

NEW ACTION ITEM: Stacey to resend letter to remaining partners asking them to participate.

c. New business:

- Todd informed the committee that Mudlick Mail was acquired by an New York company and not looking to partner with ASCCA in the near future. It is nothing personal they are just going through a company change.
- John discussed that he learned the best time to send emails to potential and current partners is Tuesday or Wednesday 10:00 am – 11:00 am. This is when most people are in their office and receptive to emails.
- Was suggested that at the next team weekend in September to have current partners do an interview on Facebook Live describing their company and the benefits they offer to ASCCA members.
- Stacey to review ASCCA phone call schedule and reschedule the next R & B committee call from July 5th (many committee members on vacation) for a later date.

VIII. Adjournment

Meeting adjourned at 6:55 pm