

# THE CALIFORNIA

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A Publication of the Automotive Service Councils of California

## May Team Weekend Recap

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## 2018 Countertop Display Contest

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# > PRESIDENT'S MESSAGE

*Team,*

A lot has happened over the last couple of months. A visit to the Capitol for legislative day is the highlight of the year so far. Legislative day is an amazing event for ASCCA members because it allows us to exercise our rights and lobby our elected lawmakers.

As auto repair business owners, we are constantly bombarded with new regulations and laws. There are so many of them that shop owners have trouble keeping up with them – not to mention the complication of these laws.

As one of our top priorities, ASCCA continues to keep track of all bills pertaining to the auto repair business. The ASCCA Government Affairs committee lead by David Kusa is always busy with overseeing all aspects of laws that affect our

businesses. It is a huge and delicate task but this committee is hard at work not only fighting against unfair bills but also simplifying the ones that pass for ease of comprehension. Please join this committee to not only give a hand but also learn more.

ASCCA has added 34 new members since the beginning of the year. Thank you to all the engaged members and leaders of this great organization who worked to enroll your colleagues. The more repair shops and related business will benefit, grow, and unite ASCCA even more. Strength is in numbers and our numbers are growing!

Morteza "Rocky" Khamenian  
ASCCA President 2018



Revenue and Benefits committee has been very busy generating new partnerships – with our most recent one being with the Automotive Training Institute. These partnerships continue to be a mutual benefit and supports our ability to elevate and unite automotive professionals.

All other committees are doing a fantastic job. If you would like to get involved, here is a full list of the committees:

- Chapter Representative lead by Jack Scrafield
- Government Affairs lead by David Kusa
- Revenue and Benefit (partner) lead by John Eppstein
- Membership lead by Mitch Mendenhall
- Connected Cars lead by Carolyn Coquillette
- Public Relations lead by Jerry Kubitsky
- Education and Training lead by Rory Balmer
- Bylaws and Policy lead by Stuart Terry

Any organization's success depends on its member's involvement since the passion to protect and evolve can only be produced by the ones in the trenches of the industry.

Hope to see you all at the upcoming September Team Weekend. [Click here to register.](#)

Please feel free to reach out to me at [Rocky@ASCCA.com](mailto:Rocky@ASCCA.com). I would love to hear from you all.

**"Any organization's success depends on its member's involvement since the passion to protect and evolve can only be produced by the ones in the trenches of the industry."**

# CALENDAR of EVENTS

**September 7-9, 2018**

**ASCCA September**

**Team Weekend**

San Diego, CA

**October 13, 2018**

**ESI Southern CA Course**

Modesti's Car Care Center

12121 Jefferson Blvd

Culver City, CA 90230

**November 17-18, 2018**

**ASCCA November**

**Team Weekend**

Sacramento, CA



**SEPT 7-9, 2018**

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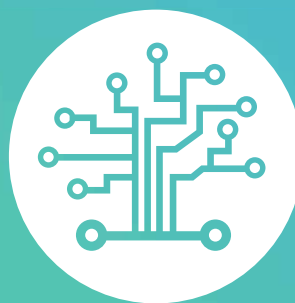
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# LEGISLATIVE REPORT



**Jack Molodanof, Esq.**  
ASCCA Legislative Advocate

## LEGISLATION

### AB 1743 (O'Donnell)

#### Career Technical Education - Support

The bill would allow students to gain college and career readiness skills through access to high quality career technical education (CTE) courses, such as automotive repair by extending current funding for CTE incentive grant program. The bill provides funding--\$500 million per year. Auto shop programs provide hands on learning, problem solving skills and employability skills that lead to good paying automotive jobs, but there are challenges with these programs. Automotive shop programs need funding for teachers, updated equipment, tools and curriculum to continue to support these important programs and for the future of our workforce.

Status: Assembly Appropriations Committee.

### AB 2908 (Berman)

#### Tire Regulatory Fee - Oppose

This bill was preceded by two previous bills, essentially the same, in 2017 by AB 509 and in 2016 by AB 1239. Both of these bills failed in large part because of the tire fee. AB 2908 continues to give CalRecycle the ability to create a new tire fee up-to-\$1.00, on top of the current \$1.75 per tire fee already charged, meaning a total of \$11.00 for a new set of tires. As we know, additional tire fees may cause some low income working

families to continue driving longer on unsafe tires. The big problem with the tire fee--aside from it being another fee-- is that the current tire fee brings in approximately \$35 million annually. Cal Recycle is unable to spend the millions of dollars it collects every year from the current tire fees. It's simply unfair, especially on our low income working families, to increase tire fees when CalRecycle is not able to spend down the existing surplus funds. CalRecycle should spend its existing money responsibly, rather than impose new tire fees.

Status: Assembly Appropriations Committee.

### AB 2392 (Santiago)

#### Vehicles; Towing and Storage - Oppose unless Amended

This bill is intended to address abuses with towing and storage businesses; however, it is overly broad and unnecessarily captures automotive repair (tire) dealers. Automotive repair dealers are not in the primary business of towing and storage; however, there maybe limited instances when a shop has to store a vehicle for a period of time thereby charging a reasonable storage fee. This bill will impact the amount a dealer can charge. Among other things, limit storage fees based on CHP/local police towing storage contracts rather than current recognized local market rates. Require shops to provide a telephone number outside business hours and that calls be returned by the shop no later than 18 hours after message has been left; require that auto shops (tire dealers) post Towing and Access Notice signage in office area even when shop is not in the business of providing towing service.

Status: Assembly Transportation Committee.

### SB 993 (Hertzberg)

#### Sales Tax: Services - Oppose

This was preceded by SB 640, in 2017 which failed. This bills intended to make major tax reforms including expanding the sales tax to automotive labor. Extending a sales tax to labor will increase costs to small business and will have a disproportionate impact on low-income families, whose older cars need repairs more frequently. Increases in the cost of vehicle services and repairs makes it less affordable for families who need transportation for work and taking kids to school. It will encourage the underground economy which creates an unfair advantage for legitimate small businesses that abide by the rules.

Status: Senate Governance and Finance Committee.

### SB 1343 (Mitchell)

#### Employers: Sexual harassment Training: Requirement - Concerns

This bill requires an employer who employs 5 or more employees to provide at least 2 hours of sexual harassment training to all employees by January 1, 2020 and once every 2 years after that. The bill requires the Department of Fair Employment and housing to develop a 2-hour video training course on the prevention of sexual harassment in the workplace and require the department to provide existing informational posters and information regarding sexual harassment prevention, available to employers, in alternate languages.

Status: Senate Appropriations Committee.

## BAR REGULATIONS

### Electronic Documents and Consumer Authorization.

Allows for electronic estimates and authorizations (including text messages), transmission and storage transaction documents. BAR has indicated that the regulation will take effect later 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: BAR is revising and then DCA review.

### STAR Program Clean-Up.

Updates STAR Program eligibility requirements and revises STAR suspension process. Pending: Rulemaking package for submission to DCA.

### Roadside Services Exemptions and Estimate Requirements.

Updates list of minor services exempted and creates exemption to estimate requirements. BAR reviewing workshop comments.

### 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 has raised concerns that BAR not move forward with the regulations unless all oil change facilities in the state are required to adhere to the proposed regulations. Public hearing on April 23, 2018.

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

FOR MORE INFO VISIT:  
[www.ascca.com/government-affairs](http://www.ascca.com/government-affairs)

## AESwave Raffle Drawing



This year, thanks to their generous and continued support, ASCCA conducted another AESwave-sponsored raffle drawing, which helps raise money for ASCCA and our Chapters. At our recent May Team Weekend, ASCCA President Rocky Khamenian and Honorary Lifetime Member Paul Grech filled a raffle drum with the 148 tickets sold, before drawing the name of this year's winner—ASCCA Vice President John Eppstein of Chapter 24!

Congratulations to John on winning an Autel MaxiSYS ELITE with a two-year subscription (valued at \$4,600). Thank you to AESWave for sponsoring the raffle and to all of the chapters who sold tickets—together we raised \$2,960 for ASCCA and \$640 for our Chapters.

## Maximize Your Member Benefits!

### 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](mailto:jack@mrgco.org) with your business or personal legal questions. This service can be used either by you or any of your employees.

# ASCCA MAY TEAM WEEKEND IN REVIEW

*In May, ASCCA leaders met in Sacramento for the May 2018 Team Weekend. After opening the meeting with the pledge of allegiance, ASCCA President Rocky Khamenian inducted ASCCA's newest members and recognized ASCCA's Corporate Partners for their continued support. Special recognition was also given to Kukui, which sponsored ASCCA's purchase of brand new AV equipment to be used at future Team Weekends.*

## Committee Meetings

Saturday morning, ASCCA's various committees met face-to-face, and the committee chairs later provided an update to the Chapter Representatives Committee on the work ASCCA's committees are doing on behalf of the association, its members, and the industry.

The first update came from John Eppstein, who is the chair of [ASCEF](#), ASCCA's educational foundation. John reviewed the work the foundation does to support the next generation of automotive repair professionals and the foundation's Cars 4 Careers program. John offered himself as a contact for any member who has questions about the foundation or the Cars 4 Careers program and spoke about the efforts that the foundation is making to work with ASCCA's Corporate Partners to donate to the foundation or set up a fund in their name.

Dave Kusa provided an update on the **Connected Cars Committee** on behalf of Carolyn Coquillette. Dave reported that the committee is regularly engaging with SAE and NASTF and is working on the committee's second quarterly digest, the first of which is available [here](#) on the ASCCA website. He then discussed the importance of show owners to apply for an LSID before the program becomes backlogged. Attaining an LSID allows member shops to become a registered NASTF vehicle security professional. Anyone interested in applying can do so [here](#).

Rory Balmer reported on the work of the **ETI Committee**, which is working on the agenda for the educational summit, the Friday of [September Team Weekend](#). The committee is also looking at new ways to provide ASCCA members with original, online training videos. The committee is also looking at developing materials to educate students on the role and value of ASCCA in the automotive repair industry.

Dave Kusa provided the committee with an update from the **Government Affairs Committee**. It was reported that 36 ASCCA members attended the 2018 Legislative Day, and the committee is working on ways to get an earlier start with Legislative Day promotion. The committee continues to participate as an advisory member on the BAR Advisory Group (BAG), and Dave Kusa will serve as the lead for the committee. He also notified the committee



that electronic invoicing, estimating, and approval should be available later this year. To stay up-to-date on legislation that ASCCA and its lobbyist Jack Molodanof is monitoring, visit the legislation page of our website [here](#).

Mitch Mendenhall provided a **Membership Committee** update, noting that we are at a net +14 members this year—on track for the first positive net membership growth in the past several years. Mitch also suggested that the Chapter Reps spread the word about [ASCCA's liaison program](#) both as an opportunity for individuals to become a liaison and to utilize them to help grow the chapter and ASCCA.

Jerry Kubitsky updated the committee on the **Public Relations Committee**, which has sent out the new table top inserts to the members. The committee is also working to provide new ASCCA members with the tabletop display and the inserts. The annual tabletop display contest will begin soon, and notifications will be sent via TeamTalk. The committee is also working to recognize employees of member shops that play an active role in the community.

John Eppstein provided an update on the **Revenue and Benefits Committee**. He recognized ASCCA's newest corporate partner MotoRad and thanked all of ASCCA's sponsors for their continued support. He asked the committee to support ASCCA's Corporate Partners and talk about them and recognize them at their chapter meetings. He also reminded the committee that if a chapter refers a new ASCCA Corporate Partner, they receive a percentage of the sponsorship.

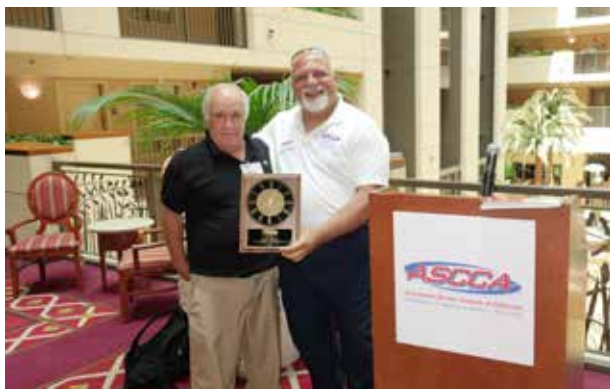
The **Chapter Representatives Committee** continues its work of trying to identify ASCCA members who sit on a college or high school automotive program advisory board, to ensure that



the voice of the independent automotive repair industry is being heard. ASCCA will be sending out a survey to all ASCCA members and chapters in the next week to attain this information. The committee is also excited to have a new program to help fund first-time Team Weekend attendees to attend Team Weekend. The committee will begin developing the policies for this program in time to help first-time attendees join us in San Diego for our [September Team Weekend](#).

## ASCCA Awards and AESWave Raffle Drawing

During the lunch break, ASCCA President Rocky Khamenian made a special award presentation to ASCCA's newest honorary lifetime member, Paul Grech of Chapter 21 (San Francisco). Paul was nominated by German Lara and the Chapter Representatives Committee and unanimously approved by the Board of Directors. In his presentation, Rocky noted Paul's 40-plus years of "inspiring and mentoring countless young shop owners at his chapter meetings and at Team Weekends."



Following Rocky's remarks, German Lara shared a few words about meeting Paul as a high school student and being amazed by his knowledge about automotive repair and owning a business and



how much he learned from him.

Following the award presentation, Rocky Khamenian and Paul Grech drew names to find out who would win the AESWave-sponsored raffle prize, an Autel MaxiSYS ELITE with a two-year subscription—valued at \$4,600! After a few spins of the drum, a ticket was drawn and the winner was John Eppstein! Thank you to AESWave for sponsoring the raffle and to all of the chapters who sold tickets.

## Education Training

Following the lunch break, attendees participated in education training. This Team Weekend's training, generously sponsored by WORLDPAAC, was presented by Jeremy O'Neal and titled *The Effective Shop Owner*. In his training, Jeremy covered topics important to any small business owner, including tips on how to create the life you want, manage your time effectively, improve your productivity and effectiveness, create a task management system, and the most important task—becoming a success coach for your employees. Thank you to Jeremy and WORLDPAAC for providing ASCCA members with new tools on how they can take their shop to the next level.



## Board of Directors Meeting

On Sunday morning, the Board of Directors met. In his president's report, Rocky Khamenian thanked the board members for all the work they do on behalf of the association and encouraged continued out-of-the-box thinking about how ASCCA can continue its positive trajectory of growing its membership and maintaining its position as the industry's leading association. He also spoke about the current elections for the 2019 Board of Directors, encouraging current board members to think about the next generation of leaders and encouraging them to get involved. Anyone interested in applying to serve on the Board can fill out an application posted [here](#) on the ASCCA website.

In an effort to continue encouraging Team Weekend attendance, the board officially voted to approve the Chapter Representatives Committee recommendation to have its budget reallocated to fund first-time team weekend attendees. Several board members noted the importance of attending a Team Weekend to really understand all the association does on members' behalves and expressed their optimism that this funding will help bring new leaders and fresh ideas to the association's leadership.

## Registration for September and November Team Weekends Now Open!

Thanks to all who joined us this weekend in Sacramento. We hope to see you at our [September Team Weekend](#) in San Diego and our [November Team Weekend](#) in Sacramento. Registration for both are now open!

# LEGISLATIVE DAY RECAP

## APRIL 24, 2018



by Matthew Peralta, ASCCA Deputy Executive Director

On April 24, leaders from ASCCA, the California Autobody Association, and the California Tire Dealers Association gathered in Sacramento for the 2018 Automotive Aftermarket Industry Legislative Day.

ASCCA President Rocky Khamenian began the morning by thanking those in attendance and highlighting the work they do every year to participate directly in the legislative making process, to promote policies that will benefit the industry, and to stop policies that won't.

This year, we were proud to be joined by Betty Jo Toccoli, President of the Small Business Association, who spoke about the importance of building relationships with legislators—both in their Sacramento and district offices. By establishing a rapport with their offices, Betty Jo advised, legislators will begin to look to you as a trusted source of information and a subject matter expert.

ASCCA Lobbyist Jack Molodanof then provided the attendees with an overview of how to effectively communicate our message with legislators and their staff and described the bills that were being highlighted, including:

- ASCCA-supported legislation, AB 1743 (O'Donnell), which would extend current funding for the Career Technical Education Incentive Grant Program, benefitting California's automotive shop programs that need funding for teachers, equipment, and tools to help educate the future of our workforce;
- ASCCA-opposed legislation, AB 2908 (Berman), which would give CalRecycle (which oversees the tire recycling program) the ability to create a new per tire fee up-to-\$1.00, on top of the current \$1.75 per-tire fee already in place—despite the fact CalRecycle doesn't spend the \$35 million that the current fee already brings in; and
- SB 993 (Herteberg), legislation which would enact major tax reforms including the expansion of the sales tax to include all services, including automotive repair labor which is currently excluded.

Following his briefing, Jack Molodanof introduced the day's special guest, Assembly Member Jordan Cunningham (R-San Luis Obispo). Prior to joining the Legislature, Asm. Cunningham served as a deputy district attorney in San Luis

Obispo County and later started his own law firm, the Cunningham Law Group.

A business owner himself, Asm. Cunningham discussed the importance of advocacy and the challenges that small businesses face in California. He also discussed the need for investment in career technical education, noting that these alternative programs offer students a different pathway to successful, high-paying careers such as automotive repair.

At the end of the morning session, attendees heard from Pat Dorais, Chief of California's Bureau of Automotive Repair. Mr. Dorais has attended several of our legislative days, and always provides valuable updates on new BAR initiatives, personnel changes, and regulatory changes.

Finally, attendees gathered their information packets, walked across the street to the State Capitol, and spent the day advocating on behalf of the men and women of California's automotive aftermarket industry.

Thank you to our special guests and to everyone who joined us in Sacramento for another successful legislative day!



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*Alan Yu*  
GIC CAR CLINIC

The ASCCA Membership Committee is proud to announce that it has selected Alan Yu of GIC Car Clinic as the ASCCA Member of the Month for March 2018. 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.

Alan got his Mechanical Engineering degree from San Jose State University but found that he was no longer interested in that line of work. Soon he discovered that auto repair was something he was very

good at and made the switch. Now, Alan and his wife, Helen Liao, along with Derek Yien, manage GIC Clinic where they specialize in general repair and maintenance on almost all makes and models.

A member since 2015, Alan says that ASCCA has benefitted his business in many ways. "Besides discounts and savings from being a member, the speakers at our monthly meetings are invaluable. Being able to meet and network with fellow shop owners has taught me a lot more about the automotive repair industry."

Alan also said there are many memorable moments while being involved in ASCCA. "Being nominated as a board member was memorable. The funny antics that happen at the end of the year holiday party are also my favorite – some of the guys in our Chapter are hilarious!"

When asked what he loves about ASCCA, Alan replied "The food at the monthly meetings...just kidding. I love ASCCA because of the opportunity to meet and unite with other shop owners and improve our industry that has such a poor reputation."

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



*Jerry Kubitsky*  
SUMMIT TRANSMISSIONS & AUTO CARE

The ASCCA Membership Committee proudly announces Jerry Kubitsky of Summit Transmissions & Auto Care as its ASCCA member of the month for May 2018. Every month, the ASCCA honors members who have continuously excelled in the demonstration of ASCCA's core values of integrity, compassion, professionalism, and unity. Along with these core values, Jerry has proven to go above and beyond in demonstrating support for ASCCA's core purpose: To elevate and unite automotive professionals and give them voice.

Jerry specializes in the repair and rebuilding of transmissions, however, Summit Transmissions & Auto Care is now a full-service auto shop. Making the transition to a full-service auto care shop has been difficult but Jerry stated that it has been worthwhile since the customers love the detailed full-service work at Summit Transmissions & Auto Care.

Jerry has been an ASCCA member since April of 2008. As a long-time member, Jerry says that his company has greatly benefitted from the organization. "As a member, I've seen substantial savings on workman's comp and medical insurance, uniforms, oils, and office supplies. No question that the savings alone pay for our membership.

Finally, there is a great satisfaction in serving and volunteering."

In August of 2016, Jerry's shop caught on fire due to some other shop improperly installing a breath analyzer in a van. Jerry said, "As I walked around the rubble the next day, I received a call from Glen Davis asking how he could help me. Tracy Renee set up a Go Fund Me account that raised over \$10,000 and that got us through the toughest part of the ordeal. Dara Bakhshandeh from C&D offered me the use of his shop to keep me going. Many others called and just offered their prayers and support. I'm forever thankful to everyone who was there for me."

Jerry also said there are many special and memorable moments that go along with being an ASCCA member. "Nothing beats attending the Team Weekends. Every Team Weekend I've attended has been great. We all work hard at the meetings, but afterwards, if we go out to dinner or just hang out, we have fun, with lots of joking around."

Jerry has had many valuable experiences as a member of ASCCA. When asked what he loves about ASCCA, Jerry replied "I love the people who make up ASCCA. This organization is all about relationships. Relationships with fellow shop owners, experts who possess knowledge we may not have, and relationships with members of our government."

On a final note, Jerry suggests that being an active member of the ASCCA is the best way to get the most out of the organization. "I would suggest to any member to get more involved by joining a committee or attending Team Weekends. Not being involved is like having plain vanilla ice cream. It's good, but it's so much better with all the toppings!"

Thank you Jerry for your continuous dedication to ASCCA. Our organization and its members have experienced marvelous improvements from your participation, compassion, integrity, and of course, your commitment.



## ASCCA VENDOR OF THE MONTH MARCH 2018

### *Mackenzie Merz* CASTROL

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Mackenzie Merz of Castrol as ASCCA's March 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.

Castrol has been a Corporate Partner since 2017. They are an innovative company that markets high-performance engine oils and business-building programs directly to independent workshop owners.

For over 23 years, Castrol has been the only major marketer to manufacture its own premium, custom-made additives for its leading passenger car motor oils.

When asked how her partnership with ASCCA has benefited Castrol, Mackenzie replied, "Partnering with the ASCCA has been a huge differentiator for Castrol. It has benefited our business by opening the doors to many independent workshops that in the past we couldn't get into. Being a part of the ASCCA softens the sales calls. Many times, when the owners and managers found out we were corporate sponsors of the ASCCA, they tended to be more open and welcoming to our discussions. The members within

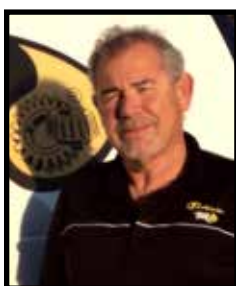
the ASCCA group are big advocates of suppliers that are invested into the association. When they see investment from suppliers, like Castrol, they also see loyalty to the group.

Being a Corporate Partner in the ASCCA creates mutual gains for all parties involved. The education, legislation, industry, and mindshare the chapter meetings bring is what the automotive industry needs right now. It is important to keep the independent workshop industry thriving. There is a large gap between the current owners and future owners on the independent side. There is the personal touch that many parts of the automotive division are missing. What the auto industry needs now more than ever, is to pass on the knowledge to younger generations to keep this channel relevant. Joining the ASCCA is the first step to growing your business and developing the relationships you need."

Castrol's partnership also benefits ASCCA members which includes, training, support, and education. "In the Southern California market, I have presented oil industry knowledge and forecasting for future trends to prepare the independent workshop channel," said Mackenzie. "Some of the chapter members that attended the presentations became customers of ours. There are mutual gains on both sides. Creating awareness and providing value is our goal for success."

While Castrol is a state-wide sponsor, Mackenzie is active in Chapters 5, 12, and 1940. When asked about her favorite memory, Mackenzie replied, "Building friendships with the owners and managers have been the most memorable moments for me. Although I am passionate about providing my customers with the best support and the right products for their facilities, developing relationships beyond the day-to-day tasks is what matters most to me. I've enjoyed learning about my customers overall growth strategies for their company, their legacy plans for their business, their hobbies, and their passions. To me, that is invaluable."

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



## ASCCA VENDOR OF THE MONTH APRIL 2018

### *Mark Mongelli* BG PETROSPECS

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Mark Mongelli of

BG PetroSpecs as ASCCA's April 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.

BG PetroSpecs has been a Corporate Partner since 2012. PetroSpecs, Inc. is the distributor of BG products and emphasizes a family of major services — fuel induction, transmission, power steering, brakes, air conditioning,

premium oil change, cooling system, EGR, fuel injection, battery, and driveline service.

When asked how his partnership with ASCCA has benefited BG PetroSpecs, Mark replied, "We have gained many business relationships and new customers since joining ASCCA. I personally have learned the nuts and bolts of the independent repair industry from the best in the business. Where else could you meet 20-25 repair shop owners at one time on a bi-monthly basis? Only by joining ASCCA."

BG PetroSpecs partnership also benefits ASCCA members which includes, well-trained and experienced staff capable of understanding your business needs. Our customer's employees will receive full training and we are happy to train any new hires as well. BG PetroSpecs reps make regular visits to answer questions and to restock the service products.

While BG PetroSpecs is a state-wide sponsor, Mark has been the Vice President for chapter 1940 since 2015. When asked about his favorite memory, Mark replied, "I think the most memorable moment was when I witnessed the huge amount of heartfelt support from many different chapter members when a fire destroyed a fellow member's shop."

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



## ASCCA VENDOR OF THE MONTH MAY 2018

*Steven Poole*

LKQ CORPORATION

The ASCCA Revenue and Benefits Committee is proud to announce that it has selected Steven Poole of

LKQ Corporation as ASCCA's May 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.

LKQ Corporation has been a Corporate Partner since 2013. They are the leading provider of alternative and specialty parts to repair and accessorize automobiles and other vehicles. LKQ has operations in North America, Europe, and Taiwan. They offer its customers a broad range of replacement systems, components, equipment and parts to repair and accessorize automobiles, trucks, and recreational and performance vehicles.

When asked how his partnership with ASCCA has benefited LKQ, Steven replied, "The biggest impact ASCCA has had on LKQ is customers trusting us more than most. This says a lot about LKQ and ASCCA. In my many dealings with customers directly, I have found that many ASCCA members

who are our customers whether first time or repeat customers, call LKQ are expecting a much higher level of service due to being an ASCCA member. That says a lot about the integrity of the organization and to the amount of trust put into each of its members' businesses."

LKQ partnership also benefits ASCCA members. "Situations have arisen over the years where ASCCA members/customers have needed assistance due to unforeseen failures. While we value all of our customers, being an ASCCA member has perks," said Steven. "I can tell you when an ASCCA member calls and request for assistance, we do take that into consideration when making a final decision, more often than not, the outcome is positive for both parties."

While Steven was just recently given the privilege of representing the SoCal LKQ chapter, he already has a memorable moment. "Watching how ASCCA is very involved in the legislation that affects our industry was a memorable moment for me. Learning about what laws are currently being presented has opened my eyes to the views of those outside our industry, and how they don't understand the effects they may have on our businesses."

When asked why other companies should become Corporate Partners, Steven said "Grassroots is a good word to describe ASCCA. Knowing this, companies, no matter how big, should join and support ASCCA simply because it is organized and run by those who understand their industry best. Who better to represent those in the industry than those in the 'trenches'. It is a good grounding foundation for those that have become successful large companies that have forgotten where the industry began. Normal, hardworking men and women with a passion for vehicles and driven to see the future success of a very competitive yet growing industry."

Thank you LKQ Corporation for your enduring commitment to ASCCA! Our organization and its members have benefited tremendously from your partnership and leadership throughout the years.

# JOIN THE ASCCA BOARD OF DIRECTORS!

## APPLICATIONS DUE JULY 1



The ASCCA is pleased to call for nominations for the 7 seats open for the 2019 Board of Directors. Participation on the ASCCA Board of Directors is a unique opportunity for automotive repair professionals to help guide the state's largest organization of independent auto shop owners in shaping the future of the industry and building a stronger industry. Board participation is a chance to grow personally and professionally, and to develop skills, experience and connections with a team of other passionate and motivated professionals. Applications are due July 1. [Click here for the nomination application.](#)



# BAR BAG REPORT

Report submitted by  
Jack Molodanof, Esq.



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

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

## BAR Advisory Committee Meeting

1. DCA News & Updates. Karen Nelson provided a short update. We asked about the minor services legislation request that was discussed at Sunset Review, she said she would follow up with DCA.
2. BAR Undercover Smog Operation Update. On April 4, BAR conducted undercover operations at smog check stations suspected of using devices to cheat. The operation consisted of 52 teams from all 12 BAR office. BAR inspected 284 stations. Interesting, most of which were STAR stations. BAR found OBD defeat devices, unlicensed techs, tampered equipment, DCA sent out press releases and ET blasts to all stations. BAR deemed the operation a success. See link to presentation. [https://www.bar.ca.gov/pdf/Operation\\_Doorstop\\_Update\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/Operation_Doorstop_Update_BAG_04.19.18.pdf)
3. Legislation and Regulations. BAR covered the following bills; AB 2276 (Auto body); AB 2392 (Towing & Storage); AB 2832 (Lithium-ion Battery); AB 2908 (Tire Recycling); AB 3097 (Smog Check); AB 3102 (Heavy-Duty Motor Vehicles); AB 3141 (BAR); SB 210 (Heavy Duty Vehicles); SB 1267 (Automotive Fuels & Products).
4. The BAR is working on the following regulations: Electronic Documents; BAR-97 Specifications (BAR now expects approval later this year); ARD Oil Change requirements; Training provider requirements; STAR Program Clean-up; Roadside Services exemptions and

Revised Estimate requirements; See link to presentation. [https://www.bar.ca.gov/pdf/Legislation\\_and\\_Regulations\\_Update\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/Legislation_and_Regulations_Update_BAG_04.19.18.pdf)

5. Cal-VISTA Project Update. BAR is still negotiating ownership and transfer of data system to Office of Technology. The deadline for transfer was June 2018, however, this deadline will not be met. The transfer will be delayed for a couple of months due to several factors including the original scope of work, design and additional security requirements. This delay will also cause the RFP award (new contract) to be delayed as well. See link to presentation. [https://www.bar.ca.gov/pdf/CAL-VISTA\\_Project\\_Update\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/CAL-VISTA_Project_Update_BAG_04.19.18.pdf)
6. CAP Vehicle Retirement Survey Report. BAR provided a summary of the CAP vehicle Retirement Survey Report to the group. The smog check survey was designed to capture CAP VR & EFMP program statistics and consumer sanctification levels. The survey will be used to expand program in the future. Suggestions were made that the vehicles in the CAP program not be crushed but used for parts and also that these vehicles be provided to CTE schools for training purposes. See link for survey results. [https://www.bar.ca.gov/pdf/CAP\\_Vehicle\\_Retirement\\_Survey\\_Report\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/CAP_Vehicle_Retirement_Survey_Report_BAG_04.19.18.pdf)
7. Engine Change Guidelines. BAR & CARB are in the process of updating the engine change guidelines and have divided into different categories; Type I; Non-OBD-II receiving OBD-II engine; Type II: Originally equipped with OBD-II; Type III: Electric Vehicle Conversions; Type IV: All Vehicles. See link for engine change guidelines presentation. [https://www.bar.ca.gov/pdf/Engine\\_Change\\_Guidelines\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/Engine_Change_Guidelines_BAG_04.19.18.pdf)

[ca.gov/pdf/Engine\\_Change\\_Guidelines\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/Engine_Change_Guidelines_BAG_04.19.18.pdf)

8. Enforcement Statistics Update. The BAR provided the quarterly update of enforcement statistics. Complaint trends are holding steady. Engine repair & performance at 33%; General Repair & Maintenance at 19%; auto body at 15%; Transmission at 9%; smog at 7%. See link for all complaint trends [https://www.bar.ca.gov/pdf/Enforcement\\_Statistics\\_Update\\_BAG\\_04.19.18.pdf](https://www.bar.ca.gov/pdf/Enforcement_Statistics_Update_BAG_04.19.18.pdf)

Comments from the public included conducting a workshop on auto body issues due to all the new technologies.

Next BAR Advisory Committee meeting is scheduled for Thursday, July 12, 2018.

## Workshop

The BAR held an informal workshop re; Permanent Diagnostic Trouble Codes (PDTC) in the afternoon. Attached is the PDTC presentation. BAR wants to move ahead with PDTC failure criteria--where the vehicle's OBD system data indicates the system has not yet been sufficiently operated to determine the presence or absence of PDTC. Since last year's PDTC presentation at the BAR Advisory Committee, BAR has modified its proposal so the vehicle would fail when the EVAP monitor is incomplete and the EVAP related PDTC is present, unless the EVAP monitor runs to completion or 15 warm-up cycles have been completed since code clearing (30 in previous proposal) and 200 Miles have been driven since code clearing (500 miles in previous proposal). Many questions were raised regarding implementation constraints and problematic vehicles. BAR said they would work with industry with FAQ's, send blasts, provide training as necessary.

# THE 2018 ASCCA COUNTERTOP DISPLAY CONTEST!

UNTIL NOVEMBER 12

## NORCAL VS SOCAL

The ASCCA Public Relations Committee is kicking off the fifth annual countertop display contest. Remember how much fun we had with this the last few years? Over 200 shops have participated and we expect at least 300 to participate this year! Our goal is to get the ASCCA name out in front of the public and let them know ASCCA shops continually earn a high level of trust from their customers!



## What to Do



The 2018 sign inserts and instructions were mailed to each shop starting May 11. Load a sign insert in the holder and place it on your counter in the check-out area of your shop. Shops that joined since the displays were mailed out in 2017 were sent packages with displays and inserts. Lost your display? They are available on eBay for \$5 shipped. <https://www.ebay.com/itm/262515803936>



Send a photo of the countertop display – preferably with you or your team in it – to [rking@amgroup.us](mailto:rking@amgroup.us). This will give your team a point. Bonus points will be given for photos received before July 16, sending in another photo with a different sign between July 17 and September 30, and finally sending in another photo with a different sign between October 1 and November 12.



Follow the contest updates on ASCCA's Facebook page and Twitter feeds, in TeamTalk, and in our weekly e-newsletter "What You Need to Know." Engage with other shops to help your chapter earn more points.



The contest ends on November 12th at midnight. The winning region will be served ice cream by the losing region at the November Team Weekend in Sacramento on 11/17/2018. The PR Committee will choose the top three photos based on their creativity to win special prizes. They will choose from all of the entries submitted before September 30.

# Anniversary MILESTONES

February - April

## 35 YEARS

D & S Auto Air (Costa Mesa)  
Import Auto Clinic (Anaheim)

## 30 YEARS

Mark's Independent Volvo Service (Chatsworth)  
Market Garage (San Francisco)  
Walsh Station Auto Services (Sacramento)

## 25 YEARS

Hedrick's Hallowell Chevrolet (Clovis)

## 20 YEARS

California Career Schools (Anaheim)

## 15 YEARS

Toyo Star Auto Repair (Rowland Heights)  
Five Star Automotive (Concord)

## 10 YEARS

Swedish Car Clinic (Harbor City)  
R.M. Automotive (Northridge)  
Chuck Merciers Union 76 Service (Burbank)  
Summit Transmissions (La Mesa)  
A & J Truck & Auto Repair (Fresno)  
Chris Engine & Auto Repair (Benicia)  
Monkey Wrenches (Brentwood)  
Moraga Motors (Moraga)  
Burrough & Sons Automotive (El Sobrante)  
Tony's Auto Repair (Glendora)  
Gilbert Motor Service (Alhambra)  
Chase Auto Service (San Francisco)  
Harbor Brake (San Pedro)

## 5 YEARS

Frontier Bay Insurance (Danville)  
Completes Plus (Los Angeles)  
AutoVitals (Santa Barbara)  
Berkeley Bob's (Berkeley)  
Made in Japan/USA/Europe (Campbell)  
All Valley Automotive (Clovis)

## Welcome, NEW MEMBERS

February - April

### CHAPTER 5

Brake Masters (Tarzana)  
All Components Automotive (Duarte)  
Pasadena Automotive Repair (Pasadena)

### CHAPTER 12

Carotech Automotive Repair (Los Angeles)  
Car Nerds (Santa Monica)

### CHAPTER 20

Scott Phillips, CPA, Inc. (Walnut Creek)

### CHAPTER 24

Auto City (El Cajon)

### CHAPTER 28

New Life Auto Salon (Napa)

### CHAPTER 42

Allied Auto Stores (Fremont)  
Smog Man (San Jose)

### CHAPTER 48

Star Auto Service (Brea)  
Tokyo Automotive (Placentia)  
Jasper Engines & Transmissions (Lacuna Woods)

### CHAPTER 99

Jefferson State Diesel (Redding)

### STATE ONLY

Cheryl Tsushima, American River College (Lincoln)  
Automotive Training Institute (Corporate Partner)  
Mike Sherburne, Chabot College (Campbell)  
Michael Richards, College of the Redwoods (Eureka)  
Wayne Olson, Golden West College (Huntington Beach)  
John Stokes, Cuesta College (San Luis Obispo)  
Gary Villa, Cuesta College (San Luis Obispo)  
Leonard Corgiat, Modesto Junior College (Modesto)  
Dan Bonnema, San Joaquin Delta College (Stockton)  
University Automotive (Sacramento)



# 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  
(310) 857-7633

### Automotive Training Institute

Karen Dee  
(888) 471-5800  
ksdee@autotraining.net

## OIL PROGRAM

### Phillips 66

Howie Klein  
howie.klein@p66.com  
(951) 903-8466

## SOFTWARE PROVIDERS

### Identifix

Bill Sauer  
(651) 628-5702

### Shop-Ware

Carolyn Coquillet  
carolyn@shop-ware.com

### autoflow

(469) 202-4090  
information@autoflow.com

## WEBSITE, SEO & SOCIAL MEDIA SERVICES

### KuKui

Todd Westerlund  
(877) 695-6008  
Todd@kukui.com  
[www.KUKUI.com](http://www.KUKUI.com)

### Repair Pal

(800) 969-9204  
[www.repairpal.com](http://www.repairpal.com)

### Broadly

(800) 693-1089  
[www.broadly.com](http://www.broadly.com)

## BUSINESS SUPPORT PROVIDERS

### Office Depot

Bill Lewis  
(855) 337-6811, ext. 16116  
bill.lewis1@officedepot.com

### Auto Care Association

kathleen.schmatz@autocare.org  
(301) 654-6664

### CompuTrek

Dave Schedin  
dave@computreksystems.com  
(253) 732-5229

### HotelStorm

concierge@hotelstorm.com  
[www.hotelstorm.com/ascca](http://www.hotelstorm.com/ascca)  
Password: Auto1234

## PARTS & EQUIPMENT SUPPLIERS

### BG Products

Eric Waln  
(949) 337-2484  
[www.petrospecsinc.com](http://www.petrospecsinc.com)

### AutoZone

Jim Gray  
(704) 301-1500  
jim.gray@autozone.com

### AES Wave

Mario Vejar  
(877) 351-9573

### LKQ

Erik Ferreira  
(562) 364-5275  
ejferriera@LKQCORP.com

### O'Reilly Auto Parts

FirstCallOnline.com  
ASCCA@oreillyauto.com

### Motul

Nicholas Bagley  
(909) 538-2042  
n.bagley@us.motul.com

### NAPA Auto Care

John Hartman  
(619) 300-4910  
john\_hartman@genpt.com

### MotoRad

Sean Ruitenberg  
(949) 872-5019  
sean.ruitenberg@motoradusa.com

## INSURANCE SERVICES

### Armstrong & Associates Insurance Services

Glen Dailey  
(866) 923-7767  
gdailey@armstrongprofessional.com

### CoreMark Insurance Services

Mat Nabity  
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mnabity@coremarkins.com

## MERCHANT SERVICES

### Digital Financial Group

David Cherney  
dcherney@damarmerchantservices.com  
(877) 326-2799

## FREE LEGAL SERVICES

### Jack Molodanof, Esq.

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## UNIFORM SERVICES

### G&K Services

Leslie Kipnis  
lkipnis@gkservices.com  
(949) 877-2750

# PARTS & PEOPLE

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20-Year web presence

### Regional Coverage, Nationally Recognized

Parts & People is a monthly, trade-only publication. For more than 30 years, we've used local automotive industry writers to provide journalistic coverage in six regions west of the Mississippi, balanced by national articles for industry overview. We support and promote regional training and industry events — both technical and management — to further bolster our community, from local shop owners to national manufacturers.

### Serving Regional Industry Interests

Mechanical and collision repair shop owners and managers comprise more than 70 percent of our readership. We deliver relevant, peer-directed content that speaks to attainable business development practices and individual success stories in our readers' immediate market. We provide a receptive audience and ideal exposure for our advertisers by addressing all levels of the channel, including manufacturing, distribution and service repair providers.

### Effective Targeting

Parts & People provides visibility and branding delivered directly to the purchasing decision makers at every level within each region. Regional advertisers never pay for circulation outside of their market because we set our circulation boundaries within one-day ground UPS from major hub cities within the region.



**We support ASCCA,  
its membership, and its  
industry efforts**



# PARTS & PEOPLE

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# 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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