



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

ASCCA Foothill Chapter 5

March 2020

ASCCA Benefits

"DFG rebates back to me almost half my ASCCA annual dues."
Gene, Certified Automotive Specialists

"Tim and I have taken advantage of the 30 minutes of free legal advice with Jack Molodanof at least three times."
Johanna, BMW PhD

"Camaraderie and advice from fellow ASCCA shop owners."
Craig, Craig Johnson Automotive

"30 free minutes of professional business advice from Maylan Newton."
Darren, Gilbert Motor Services

"GK, now Cintas, saved me 40% on my uniform costs with my ASCCA discount."
Gene, Certified Automotive Specialists

UPCOMING MEETINGS & EVENTS

Mar 3 - C3 Marketing (The 5 W's of a Winning Website)

Apr 7 - Textar - Brakes Class at Mijares
Apr 28 - Automotive Aftermarket Industry
Legislative Fly-In Day ("Leg Day")
May 5 - "Shop Night" at DRIVE in Monrovia
"The Customer Encounter"

Jun 2 - John Eppstein, ASCCA State President
at Mijares
Jul 7 - TBA at Mijares
Aug 4 - BAR Chief, Pat Dorais at Mijares
Sep 1 - TBA at Mijares
Oct 6 - "Shop Night" at Gilbert Motors

At our February meeting we focused on the benefits that come with membership in ASCCA. Our Associate members filled us in on how to access the benefits they offer to Chapter 5 members.



Tim of BMW PhD moderated our "Benefits Open Forum"



Congratulations to Gerry of One Stop Auto Care for 20 years membership in ASCCA Chapter 5!



A great benefit of ASCCA is keeping up on legislative issues in Sacramento. Thanks, Gene!

Shop Drawing

Hanson Distributing was drawn in the Shop Drawing, but was not present to win the \$260 prize.

The prize will increase to \$280 for our March meeting. Remember, you must be present to win!

March 4 at Mijares Mexican Restaurant

Are you maximizing your Social Media presence?



Skip Beals has been working in market research and marketing for the past 10 years. His company, C3 Marketing & Consulting, specializes in Websites, SEO, Social Media and other types of online marketing. He and his team have worked with repair shops all across the country, teaching classes, and leading seminars for various 20 groups. He currently sits on the board of trustees for ASCEF and the ASCCA Membership Committee.

April 7 at Mijares Mexican Restaurant (Bring your techs for only \$25 each)

Common Sense Brake Training by Textar/WorldPac

- The difference between an OE supplier and an Aftermarket Supplier
 - Attributes of the Pad and Why?
 - OE testing standards and EU aftermarket
 - Formulations– What are they?
 - Equipment needed to be an OE supplier
- The biggest issue today with the brake system: Excessive Run-out
 - What causes excessive run-out?
 - What does it do to a rotor?
 - What corrective action is needed? ▯
 - Torque wheel bolts to proper specs and why
- Do rotors really warp?
 - A demonstration of what a small piece of paper will do
 - Show how Ceramic pad transfer affects the rotor surfaces
 - Discuss why rotors do not warp
- What is the root cause of squeal?
 - Where to lubricate the pad and why and with what
 - Proper pad break-in procedure
 - Cleaning of the hub surface and why

May 5 at DRIVE in Old Town Monrovia

The Customer Encounter (sales & marketing)

Is your shop Tech or Customer-Centric?

What does it take to attract and keep the modern-day customer? Your level of customer care and service has got to be far above what was considered acceptable in the past. Discover the keys to creating a customer-centric shop to satisfy today's discerning customer!

Takeaways:

1. How to create the right image.
2. Developing the right shop environment.
3. The key attributes of a service advisor.
4. Improving key-to-key performance.
5. How to take the extra step to create a great customer experience.



David Saline is a proven industry leader in the automotive and truck repair business. With over 30 years of experience, Mr. Saline has been ranked as one of the Top 30 Truck Technicians in the nation by the American Trucking Association.

Certifications include:

- ASE Master Certified in Automotive, Medium-Heavy Truck, School Buses, Service Writer and Parts.
- Over 40 different OEM certifications.

Master and Master Elite of Shop Management Awards by DRIVE.

With his background in owning successful shops in New Mexico that applied the DRIVE systems, Mr. Saline is now serving as Vice President of Sales for **DRIVE** in California. In this senior leadership position, he mentors and helps shop owners improve their business while having a better and more productive life.

ASCCA Foothill Chapter 5 Member Benefits

A Very Loud Political Voice

Individually, there isn't much we can do to shape legislation which will affect our industry, but collectively, our united voices are STRONG, LOUD AND FOCUSED.

Shop to Shop Networking

If you have a problem you can't figure out, call one of our members who specializes in that area. They'll be glad to help you out.

Merchant Processing Digital Financial Group

In addition to personalized 24/7 service and the most competitive rates available, you receive an annual \$350 rebate which covers almost half your ASCCA 5 membership dues.

Free Legal Counsel Molodanof Government Relations

FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!

Uniform Discounts Cintas

Nationally recognized supplier of customer apparel and related products. Deeply discounted services & products for ASCCA members.

Free CPA & Business Consults Norm Blieden

All ASCCA Chapter 5 members are entitled to thirty (30) minutes of free telephone consultation each month.

Discounted or Free Training

Our Chapter hosts management and technical seminars throughout the year with a 50% to 100% rebate of seminar fees after you attend the class.

TeamTalk

Team Talk is one of ASCCA's most popular benefits. It's an open online forum for members to network, offer or seek advice on vehicle repair, find industry resources, or discuss any issues of relevance to the automotive industry

Discounted or Free Training - ESI

Since 1984 ESI has provided independent repair shops with up-to-date full-facility training for management and personnel.

- ASCCA discount for training courses.
- FREE 30 minutes of business consulting per month.

**Check out other Benefits on the
ASCCA Advantage on pages 14-16
in this newsletter**

BENEFITS OF HAVING A GREEN AUTO REPAIR SHOP

SHOPOWNER

Carolyn Gray

You're running a business, not a nonprofit. Like any business, you have production targets you need to hit in order to reach your goals.

So why should you incorporate green initiatives? It's certainly not a priority. And it's not going to generate a larger car count. Or can it indirectly?

Let's get this out of the way first: Running a repair shop that has green policies in place doesn't make you or your business radical, unorthodox or unconventional. It just represents that you're forward-thinking and yes – practical.

Many green policies put into place by shops grow out of an awareness that putting them in place just makes sense – from an environmental standpoint and a business perspective.

Todd Scheffer of Scheffer Truck Service in Cape Girardeau, Missouri, installed a rooftop solar system that generates up to half of his overall electricity. He also has a waste-oil heater for his shop, which converts customers' used oil into heat for his shop in the winter.

"Before owning my own business, I worked at a shop that heated a barely insulated shop with a boiler powered by natural gas," Scheffer said. "For just two winter months, they could have paid for a waste-oil heater and heated the shop with customers' used oil that they were paying to get rid of."

The key with green policies and procedures is they need to make sense. In other words, they need to be practical solutions.

Shades Of Green

There are varying levels of a green shop. It could range from starting to recycle paper and plastics to something more advanced like what Scheffer has done.

Dan Antonelli of Antonelli's Advanced Automotive in Grand Junction, Colorado, started with recycling plastics, cardboard, cans and bottles. He now heats his building with waste oil.

"My goal was to reduce waste going to the landfill and reduce our consumption of natural gas," Antonelli says. "Plus I save money using the waste oil."

Depending on where your business is located, there also could be a marketing upside to instituting green policies. Kate Jonasse is the owner of K-Tech Automotive in Sebastopol, California, which is in Sonoma County. Her clientele is interested in frequenting a local business that has an eye on sustainability.

While owning a green business fits her values and the values of her community, a green strategy needs to be realistic.

"I'm ultimately practical first and foremost. We do what makes sense," Jonasse says. "For example, the bulk cleaner I purchase is around \$900 per 55-gallon drum, which is a high initial cost, but it lasts a long time and is actually cheaper than brake clean."

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K-Tech also is a “Certified Green Business” through the California Green Business Network – which keeps her shop up to date with the network’s conservation and sustainability requirements. She considers it an enhancement to her shop, and it makes people feel good about coming back again and again to K-Tech.

If you do choose to start instituting green policies, don’t forget to tell people. As your shop progresses on each step along the way, update your website on what you’re doing and why. Social media and your shop blog are perfect platforms to promote your sustainability journey. If you start with recycling, post about doing that. If you then begin to include other green policies, update your website. Doing this engages customers in your business. Having a new element of your business to promote is always good – it communicates that you have a vibrant and modern repair shop.

While not directly a revenue generator, being able to promote this to customers is a good thing.

“I think any time you can add one more thing to talk about and edify your business to new and existing customers, the better,” says Lacey Cunningham of Eureka Brake & Automotive in Eureka, California.

Terri Erickson of Automotive Excellence in Rohnert Park, California – also in Sonoma County – has been passionate about environmental issues for the past few decades. Her first step in owning a green shop was to contact her local garbage company for dumpsters. She considers it her responsibility to “leave a better world for our grandchildren.”

As a business owner, each new policy you establish needs to fit the vision and profile of your shop. You may want to include some sustainability strategies because you think it’s the right thing to do. Or you may want to include them because you just don’t like wasting anything; 100 years ago, no one wasted anything because resources were scarce. Take a cue from your great grandparents and consider what you’re throwing away.

Implementing a green program in your shop not only makes sense ethically, but it also might save some cents by reducing shop waste and cutting back on your utility bills. And in this era of heightened environmental awareness, most customers will embrace your efforts to go green.

Carolyn Gray of DRIVE has an extensive background in marketing, media strategy and branding, including vice president of digital at Fox Broadcasting and co-president of Filmaka Studios. She brings that wealth of knowledge to Monrovia, California-based DRIVE.

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The original article can be read [HERE](#) or copy and paste this link:

https://www.shopownermag.com/benefits-of-having-a-green-auto-repair-shop/?oly_enc_id=3803F6435578F7X

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The Perfect Customer Greeting

Alex Van Abbema This story was originally published in Ratchet+Wrench on September 13, 2018



The first impression you give a customer walking into your shop or giving you a call is vital, and can be the first step to creating a long-term relationship. These customers might be scared, or uneasy, walking into the shop, and it's your job to put them at ease as soon as possible.

After 13 years of administrative work in a counseling center, Jamie Dodd and her husband, Darren, took over Colorado Springs, Colo.-based Autosmith in 2013 with a goal to put an emphasis on customer service, and building relationships with its customer base. Since then, she's worked to market the shop and maintain its reputation as an alternative to the stereotypically impersonal auto care experience.

"I've been to places where the advisor will barely look up from the computer, or mumble something," Dodd says. "You know the customer's coming in, you have the schedule right in front of you, so why can't you greet them by name?"

In her five years of working at the business, Dodd has been the main point of contact for customers at the front counter, and over the phone. Dodd gives several tips to put together perfect customer greetings both inside the business and over the phone.

I try to keep things as organic and simple as possible when answering the phone. Typically, I give a good morning/good afternoon, thank you for calling Autosmith, and make sure to give them my name.

It's important that customers have a real interaction with you versus one that's scripted. Anybody who's made a call to tech support and they read from a script knows how frustrating it is. Customers will always be one step ahead of your script. And it's often difficult for your service advisors to remember a long script.

One thing that I'd suggest is smiling when you're talking. It sounds kind of silly, but if you're smiling when talking with somebody, that smile relays across the phone. That person can hear it in your voice.

After the initial greeting, you can start asking those probing questions, seeing why they're bringing in their vehicle. Start putting them at ease with that phone call, because you're actually putting in the time to get to know them. Questions on what they're seeing with their vehicle may seem mundane, but are really important on the customer service side because they're being heard.

When a person walks into the shop and you know they have an appointment, look up and greet them by name. If you get it wrong, just say you're sorry, and you have another person coming in for an appointment with that name. You're still being personal to them and starting that conversation.

If you're busy, just give the person an acknowledgement—it's important to say you'll be right with them. Then they know that they're seen. Especially with women, it's really hard to walk into a shop by yourself. To not be seen or heard makes it even harder to continue doing business with someone.

Keep your body language completely open and friendly as a service advisor. Arms crossed,

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New California Laws for 2020

Every year, hundreds of new laws are enacted that impact California automotive repair dealers. Below is a brief summary of key measures that take effect January 1, 2020, unless otherwise noted.

- **Minimum Wage Increase.** Reminder that effective January 1, 2020, the minimum wage for employers with 26 or more employees will increase to \$13.00 per hour. The minimum wage for employers with 25 or fewer employees will increase to \$12.00. (SB 3 of 2017) Local minimum wage may be higher.
- **Unsafe Used Tires.** Prohibits an automotive repair dealer from installing a used unsafe tire as specified. (AB 949)
- **Lead Acid Battery Fees Increase.** Beginning, April 2022, the current \$1.00 California battery fee imposed on a person who purchases a replacement lead-acid battery from a retail dealer (including auto repair dealer) will increase to \$2.00. (AB 142)
- **Automobile Collision Policy.** This law restates that an insured has the right to select the auto body shop of choice to repair a damaged vehicle, or decide not to have the vehicle repaired; however, an insurer may require that a damaged vehicle be repaired as a condition for payment if the damage is sufficiently serious that safety features of the vehicle's operating systems are compromised. (AB 1538)
- **Vehicle Exhaust System "Fix it" Ticket.** Updates the noise standards for vehicle exhaust systems, and modifies existing law to allow an individual who is arrested or cited for a violation of noise standards to fix the noise violation and provide proof of correction instead of facing other enforcement actions, unless the violation consists of modifying the exhaust system of a motorcycle. (SB 112)
- **Permanent Diagnostic Trouble Codes.** On July 1, 2019, the BAR incorporated Permanent Diagnostic Trouble Codes (PDTCs) as part of the Smog Check failure criteria for model-year 2010 and newer vehicles. 16 CCR 3340.42.2(c)(5)
- **Smog Check Stations Enrollment with OnCore.** The BAR's contract with SGS Testcom supporting the maintenance and operations of the California Vehicle Inspection System expired on October 31, 2019. The contract was awarded to OnCore Consulting LLC. The new contract reduces the Smog Check communication fee assessed to smog stations from \$1.08 per inspection to \$0.7036 per inspection. Stations must have enrolled with OnCore by November 1, 2019 to continue in the smog check program.
- **Service Bulletins and Electronic Authorizations.** This law permits a new motor vehicle dealer to receive electronic authorization from consumers for any repair of a manufacturer recall consistent with regulations adopted by the BAR. (AB 596)
- **Heavy Duty Vehicle Smog Inspection.** Requires the state Air Resources Board, in consultation with the BAR and other specified entities, to implement a pilot program that develops and demonstrates technologies that show potential for readily bringing heavy-duty vehicles (GVW of more than 14,000 pounds) into an inspection and maintenance program. (SB 210)
- **California Consumer Privacy Act (CCPA).** Beginning January 1, 2020, this new law, in part, would grant a consumer the right to request a business to disclose the categories and specific pieces of personal information that it collects about the consumer, the categories of sources from which that information is collected, the business purposes for collecting or selling information and the categories of third parties with which the information is shared. (AB 375-2018). Several new laws passed to clarify and to ease CCPA compliance including a narrow opt-out and deletion rights in order to facilitate prompt and effective recalls and warranty work. (AB 1146, AB 25, AB 874, AB 1355 and AB 1564).
- **New Motor Vehicle Board.** This new law, among other things, requires car manufacturers to reimburse franchised new car dealers for warranty repairs based on a specified formula instead of using the existing practice of determining a reasonable rate and recasts other exiting provisions of the relationship between manufacturers and dealerships. (AB 179)
- **Sexual Harassment Prevention Training Deadline Extended.** Extends the original compliance deadline associated with SB 1343 (passed in 2018), which requires all employers with five or more employees to provide two hours of sexual harassment training from January 1, 2020 to January 1, 2021. (SB 778)
- **Independent Contractor or Employee?** This new law provides factors of the "ABC" test, as specified, to de-

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and staring at the computer is never something that goes well with the customer. Often, when I'm taking notes, I'll continue to make eye contact with the person.

If they're here for an oil change, I'll try to see if there's anything else going on. I'll just ask, "Is there anything else I need to look at for you?" From there you can start the conversation with things that might show up with my checkout.

You can rotate people on the front desk based on their mood throughout the day. If you have somebody who's really cheerful in the morning, put them up front, and let them check in customers for you. It doesn't even have to be a service advisor; it can be an office assistant, since they're just making notes with that initial conversation. If you can train someone to do that, and do it well, your customers will have a much better experience. It might even lead to them becoming a service advisor so you can move them up in the shop.

Ratchet+Wrench is the leading progressive media brand exclusively serving auto care center owners and operators through examining in-depth real world struggles, successes and solutions from the industry. It provides our readers and users the inspiration, tools and motivation to help them succeed in the auto care center industry.

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termine the status of workers as employee or independent contractor. The law also provides an exemption between business-to-business provided that vendor meets the specified independent contractor criteria. (AB 5)

- Extension of FEHA Statute of Limitations. This new law extends the deadline to file an allegation of unlawful workplace harassment, discrimination, or civil rights-related retaliation under the Fair Employment and Housing Act from one year to three years. (AB 9)
- Prohibition of Arbitration Agreements. This new law, among other things, prohibits employers from requiring employees or applicants to waive any right, forum, or procedure for a violation of the Fair Employment and Housing Act or the Labor Code as a condition of employment. (AB 51). Also SB 707, requires the employer (for an employment-related arbitration agreement) to pay for certain fees and costs before an arbitration may proceed.
- Failure to Pay Wages - Penalties. In addition to existing penalties that an employee may recover for an employer's failure to timely pay an employee's wages, this new law authorizes the affected employee to bring action to recover statutory penalties against the employer to recover unpaid wages. It also authorizes an employee to either recover statutory penalties under these provisions or to enforce civil penalties under Labor Code section 2699(a), the Private Attorneys General Act of 2004 ("PAGA"), but not both, for the same violation. (AB 673)
- Expansion of Lactation Accommodation Requirements. Expands existing law relating to lactation accommodation to add a number of new requirements for the lactation space itself, including access to running water and a refrigerator for storing milk, as well as employer policy requirements and document retention obligations. (SB 142)
- Hairstyle Discrimination. This new law expands the Fair Employment and Housing Act's definition of race to include traits historically associated with race, such as hair texture and protective hairstyles. It defines "protective hairstyles" as "braids, locks, and twists." It also prohibits workplace dress code and grooming policies that prohibit natural hair, including afros, braids, twists and locks. (SB 188)
- Paid Family Leave. Amends existing law and increases the maximum wage replacement benefits under the California Paid Family Leave program from six to eight weeks, beginning July 1, 2020. (SB 83)

This summary has been provided for informational purposes only and is not intended and should not be construed to constitute legal advice.

Join the Automotive Aftermarket Industry For A Day at the Capitol!

Tuesday, April 28, 2020

*Capitol Event Center
1020 11th Street
Sacramento, CA 95814
8:00 AM - 1:00 PM*

[Click here](#) to register online

[Click here](#) to download the registration form

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Chair, Senate Transportation & Housing Committee.*

LEGISLATIVE DAY PREPARATION CONFERENCE CALL

A Legislative Day preparation conference call is schedule for April 20 at 2:00 PM. You may access the call at www.uberconference.com/ascca.

EVENT LOCATION

This year's event will again be held at the Capitol Event Center, located at 1020 11th Street. Located a quick one block walk from the Capitol Event Center to the California State Capitol Building.

HOTEL INFORMATION

This year, Legislative Fly-In guests will be on their own to make their hotel arrangements. A walking-distance hotel can be recommended upon request.

FIRST-TIME ATTENDEE REIMBURSEMENT APPLICATION

Any ASCCA member who has not previously attended an ASCCA Legislative Day event may be nominated by their Chapter President and Chapter Representative to receive travel reimbursement. The reimbursement amounts will not exceed \$150 per person for attendees traveling within a 150-mile radius of the event location, or \$250 per person for attendees traveling further than 150 miles.

All nominations must be reviewed and approved by ASCCA Government Affairs Committee prior to the event. [Click here](#) for the reimbursement request form.

REGISTRATION DEADLINE

Registrations must be received by **April 17, 2020** in order for staff to schedule legislative appointments on your behalf. Please return this form via e-mail or fax to: cwheeler@amgroup.us OR 916.444.7462 (fax).



2020 Scholarship Application Now Open for the ASC Educational Foundation!

Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2020 scholarships! Each year, the ASCEF awards 18 scholarships ranging from \$500 - \$1,000. These scholarships provide assistance to current under-graduates who are in the automotive service field.

Overall Qualifications: You must be planning to seek employment in the California after-market/independent repair industry and be a:

- California high school senior who plans to enroll in post high school technical and academic training or
- California college under-graduate in the automotive service field.

Applications must be submitted by March 31, 2020.

To apply online visit:

<https://www.automotivescholarships.com/scholarshiptype.cfm?type=39>

The ASCEF is a nonprofit corporation dedicated to supporting and advancing the entire automotive industry through technical education and training, scholarships, and other industry inspired programs.

To learn more about the ASCEF, visit **www.asc-ef.org**.

Questions? Contact Kate Peyser at 916-290-5828 or **kpeyser@amgroup.us**.

ASCCA Foothill Chapter 5 Member Benefits

In addition to the State-wide benefits shown in the “ASCCA Advantage,” these are additional benefits available to Chapter 5 members.

- 1. A VERY LOUD POLITICAL VOICE.** Individually, there isn't much we can do to shape legislation which will affect our industry, but collectively, our united voices are STRONG, LOUD AND FOCUSED. Politicians and elected officials in state, county and city governments listen to ASCCA when we talk, because we represent hundreds of members (& thousands of voters!) statewide. Often, the Bureau of Automotive Repair discusses with ASCCA rules and regulations under consideration to see how they will fit in the real world of automotive repair.
- 2. SHOP TO SHOP NETWORKING.** Our members don't see each other as competition but as comrades in the industry, helping each other to succeed. If you have a problem you can't figure out, call one of our members who specializes in that area. They'll be glad to help you out.
- 3. INFORMATIVE MEETINGS.** We hold Dinner Meetings on the first Tuesday evening of each month. Our meetings offer great speakers, camaraderie, valuable information, and the latest news on what's happening in the automotive repair industry. You also get to network with other shop owners and exchange ideas, tips, techniques and short cuts. The monthly meal is included in your dues, plus we have a long-standing special where you can bring your spouse or business partner at no charge! Our Chapter Board of Directors schedules our programs and welcomes any suggestions you have on good speakers! Contact the chapter office with your suggestions. For the location and current speaker, look on the last page of this newsletter.
- 4. CHAPTER SEMINARS.** The Foothill Chapter Board of Directors and our Seminar Committee Chair, Tim Chakarian of Bimmer PhD, keeps us informed on seminars on business management and technical subjects for our shop owner members and their technicians. **Cost is minimal and often free.** This is a tremendous member benefit for you and your employees! Give Tim your ideas and suggestions for seminars & we will try to schedule the seminars you want. (626) 792-9222.
- 5. MONTHLY & QUARTERLY NEWSLETTERS.** We send out an environmentally-friendly monthly email newsletter with helpful and informative articles, tech tips, contact lists and information, upcoming events, reports on recent events and vendor ads & information. Once a quarter you'll receive the newsletter from the State Association Office.
- 6. THE FOOTHILL CHAPTER WEBSITE.** This Foothill Chapter website at <http://www.asc5.com/> lists members by city. It also lists upcoming seminars and meetings. Contact Joseph Appler at ascca.05@gmail.com with questions or suggestions for the chapter web site.
- 7. CHAPTER JOB BANK.** The Foothill Chapter has established its own Job Bank Network for member shops. If you have a qualified applicant you can't use, or if you need to hire someone, send a summary email to ascca.05@gmail.com & your information will be forwarded to the entire Chapter 5 membership.
- 8. CHAPTER ASE LENDING LIBRARY** Call Darren Gilbert at (626-282-0644) or email him at gilbertmotors@yahoo.com for more information.
- 9. CHAPTER SOCIALS.** Our Socials Chairman, Jack Scrafield (818) 769-2334, arranges outstanding social events for us throughout the year. We've visited JPL, the J. Paul Getty Museum, had many "Day at the Races" at Santa Anita Race Track, toured the Autry Museum of Western Heritage, taken a murder mystery train ride including a delicious dinner, attended the races at Irwindale Speedway, had bowling dinner parties at Montrose Bowl, had several excellent parties, and toured the J. P. Nethercutt Collection of beautiful classic automobiles. Jack would like to hear from you with your suggestions for future social events.
- 10. ASCCA NET PRESENCE.** ASCCA has established a home page at <http://www.ascca.com/> The ASC web page has three target audiences: 1) ASC members now have a quick, easy reference on their computer to keep them abreast of what is occurring in the state association and within the automotive repair industry; 2) California shops that are not ASC members can learn more about the advantages of being an ASC member; and 3) California consumers looking for honest, reputable repair facilities can find a list of ASC members quickly and easily on the ASC web pages. All ASC members statewide are listed. Soon, your shop website will be able to have a link on the State site.
- 11. FREE CPA CONSULTS.** All ASCCA Chapter 5 members are entitled to a half-hour of free telephone consultation each month from chapter member Norm Blieden, CPA. The service is not limited to shop business though Norm has extensive experience in shop-related matters. This member benefit can save you a ton of money and a lot of headaches. Call Norm at 626-440-9511.

Why try to succeed alone, and re-invent the wheel? Partner with others on the same path and learn from them, as well as teach them what you have learned. If you have questions about how to access these benefits, contact the Chapter 5 office at ascca.05@gmail.com. or 626-296-6961.

How ASCCA Dues work in Chapter 5

Membership in ASCCA is on an annual basis.

- Regular membership dues in ASCCA Chapter 5 are \$800/yr. Associate membership dues are \$895/yr.
 - \$400 goes to the Chapter
 - The remaining portion goes to the State Association
- When memberships are held in multiple chapters, only the original membership pays the full State Association dues. Additional members pay reduced State dues of \$250/yr. All memberships pay full chapter dues.
- Annual payment is due in the Sacramento office on January 1 of each year.
- Payment plans are available upon approval by the Chapter & State Association. With all payment plans, automatic credit card payments or ACH are now required. There is a \$2.00 transaction fee for these payments. (Chapter 5 will cover the transaction fees for our members.)
 - Semi-annually: Due: January 1 & July 1
 - Quarterly: Due: January 1, April 1, July 1, October 1
 - Monthly: Due the first of each month
- If payment is not received according to the agreed-upon schedule, dues immediately become delinquent.
- If a member reaches 90 days delinquent, their ASCCA membership may be cancelled.

What do you get for your dues? (This is the “short” list. See the ASCCA Advantage flyer for the full list.)

- Amazing connection with your peers in the automotive industry.
 - Older shop owners who have gone ahead & you can benefit from what they’ve learned.
 - Newer shop owners who need to learn from what you’ve experienced.
- A loud voice to the legislators who are passing laws which have a direct effect on how you can operate your business.
- Opportunities to meet the legislators with power in numbers. (They will listen better.)
- Great discounts from endorsed vendors (see the ASCCA Advantage flyer) which will more than make up for your dues costs.
- Timely communications regarding what’s going on in the industry.
- Access to seminars & classes at an ASCCA discounted rate.
- Monthly dinner meetings with special speakers who know our industry. Dinner at the regular meetings for you and your spouse or business partner is included in your chapter dues. (\$600/yr. value.)
- Monthly e-newsletters with important, educational, & sometimes entertaining information that is designed to improve your bottom line.
- 30 minutes a month of free legal counsel.
- 30 minutes a month of free accounting counsel.

What happens when you don’t pay your dues on time?

- Association resources have to be spent to collect your outstanding dues.
- Association activities & effectiveness are reduced.
- The Association loses a valuable voice.
- (This is why we recommend automatic payments on all payment plans.)

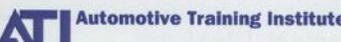
The ASCCA Advantage

The ASCCA Advantage outlines the value of ASCCA membership. We are proud to be able to offer a number of discounts and intangible benefits that are uniquely provided by our association.



Corporate Partners - Increasing Your Membership Value

BUSINESS SUPPLIES, EQUIPMENT & SERVICES		
	<p>AESwave specializes in sales and support of automotive diagnostic equipment. Each day, thousands of technicians, educators, trainers, engineers, and technical writers use products and strategies developed at AESwave.</p>	<p>Carlos Menchu, 877.351.9573 info@aeswave.com www.aeswave.com</p>
	<p>AutoZone's partnership with ASCCA will get you special pricing for Platinum Level Membership, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more! Check out their electronic ordering software which can help save you time and money.</p>	<p>Jim Gray, 704.301.1500 jim.gray@autozone.com</p>
	<p>Autologic Diagnostics is changing the game in aftermarket diagnostics by going beyond the diagnosis stage. We empower technicians to meet the challenges of today's increasingly complex vehicles through a range advanced diagnostic, programming, and remote assistance services. Our fully-integrated diagnostic support system combines dealer-trained technician expertise with diagnostic technology to ensure we make our customers more profitable by finding faults faster and more accurately, as well as repair more cars, faster with fewer mistakes.</p>	<p>Kevin Fitzpatrick 631.486.3506 kevin.fitzpatrick@autologic.com</p>
	<p>Provides maintenance services, equipment training & consumer education materials. Increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving your customer's driving experience and vehicle performance.</p>	<p>Eric Waln, 949.337.2484 Eric Elbert, 805.490.6080, EricE@petrospecsBG.com www.petrospecsinc.com.</p>
	<p>California Employers Services has been making compliance easy since 1997. We know the laws and how they are being enforced. Everything that we provide is customized to your business' needs. Ask about our 30 day trial or our special packages and prices. ASCCA members can email or call for advice on California Labor Laws and Cal-OSHA questions!</p>	<p>Dave Fischer, 559.472.3542 cesyes@hotmail.com www.ces.today.com</p>
	<p>DFC is the leading manufacturer of award-winning automotive braking systems. They maintain a huge selection of brake parts for all domestic and foreign vehicle applications. Their engineers, product managers, and R&D staff work hard to give their customers first-to-market advantage.</p>	<p>Dan Biezonsky, 951.200.0953 danb@dynamicfriction.com www.dynamicfriction.com</p>
	<p>LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines.</p>	<p>Steven Poole, 562.320.2398 SJPoole@lkqcorp.com</p>
	<p>Mail Shark approaches direct mail strategically by providing penetration reports and demographic analysis to make sure you're reaching the right people. They'll make it easier for you to grow your car count, manage your budget.</p>	<p>Josh Davis, 484.648.8626 josh@themailshark.com www.themailshark.com/ascca</p>
	<p>The leader in automotive thermostats; fuel, oil and coolant caps sold to the North American automotive aftermarket. Their line of thermostats is one of the most advanced in the automotive industry, using state-of-the-art manufacturing equipment, with strict quality control and functional testing, ensuring high quality and long-lasting products.</p>	<p>Sean Ruitenber, 618.599.5196 sean.ruitenber@motoradusa.com</p>
	<p>NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognizes automotive, collision, and truck service centers. NAPA's mission is to help all member businesses increase their car count and sell more services.</p>	<p>John Hartman, 619.300.4910 SoCal District Sales Manager john_hartman@genpt.com</p>

 <p>DEDICATED TO THE PROFESSIONAL</p>	<p>Get access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform every day, a nationwide road-hazard tire warranty, shop management training, nationwide roadside assistance, technician training classes, competitive pricing, early-pay discounts, electronic ordering discounts, and more.</p>	<p>Sergio Gonzales, 916.962.3270 ASCCA@oreillyauto.com www.oreillyauto.com</p>
	<p>WORLD PAC supplies automotive replacement parts directly from the most respected manufacturers in the industry. Their speedDIAL Parts Catalog and Fulfillment Ordering System can check real-time parts availability. Technical Training, Business Management Solutions, and other services for independent shops are taught by experienced professional instructors.</p>	<p>Rob Morrell, 510.755.6058 rmkroll@gmail.com www.worldpac.com</p>
EDUCATION PROVIDERS		
 <p>Automotive Coaching and Training</p>	<p>The ACT Group is a partnership of long time automotive industry experts. Former Technicians, Service Writers, Managers, General Managers and owners of automotive facilities offer their expertise in a strong variety of industry training classes. Discounts are available to ASCCA members, including \$200.00 off our Service Advisor Classes.</p>	<p>Ray Kunz, 916.588.0775 ray@automotivecoachingandtraining.com www.automotivecoachingandtraining.com</p>
	<p>ATI has helped thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses for over 30 years.</p> <ul style="list-style-type: none"> • They are the industry leader in automotive business coaching providing expert management and consulting services. Get weekly business coaching from an industry expert and classes in marketing, hiring, finance, leadership and sales. 	<p>Jim Silverman, 301.575.9140 jsilverman@autotraining.net www.autotraining.net</p>
 <p>Power Your Shop • Fuel Your Freedom</p>	<p>DRIVE is the premiere automotive and truck repair consulting and training company. With over 25 years of experience, their continuing aim is to provide shop owners with best-in-class training, organizational skills and management tools. The goal of DRIVE is to fully arm shop owners with every executive and management ability needed to win.</p>	<p>Carolyn Gray 818.863.1077 cgray@driveshops.com</p>
 <p>Educational Seminars Institute Automotive Management Specialists</p>	<p>Since 1984 ESI has provided independent repair shops with up-to-date full-facility training for management and personnel.</p> <ul style="list-style-type: none"> • ASCCA Members have exclusive access to discounted training courses. • Save \$800 on every Service Writer course and \$55 on every seminar. (Space limited.) • FREE 30 minutes of business consulting advice per month. 	<p>Maylan Newton 866.526.3039 maylan@esiseminars.com</p>
INSURANCE & LEGAL SERVICES		
 <p>Insurance Services</p>	<p>Armstrong & Associates provides ASCCA members with A+ rated property casualty company policy options and an exclusive workers' compensation program including comprehensive safety & claims services. You'll receive the utmost care and service along with the most competitive insurance programs. Includes an enrollment discount of \$100</p>	<p>Customer Service, 530.668.2777 www.armstrongprofessional.com</p>
 <p>INSURANCE SERVICES, INC</p>	<p>Competitive dental & vision plans exclusively available to ASCCA members.</p>	<p>Mat Nability, 916.286.0918 mnability@coremarkins.com</p>
<p>Molodanof Government Relations</p>	<p>FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!</p>	<p>Jack Molodanof, 916.447.0313 jack@mgrco.org www.mgrco.org</p>
INTERNET MARKETING, WEB DESIGN & SEARCH ENGINE OPTIMIZATION		
 <p>BROADLY.COM</p>	<p>Through internet marketing, Broadly gets great customer reviews on Google, Facebook, and other review sites. ASCCA members get a FREE account set-up (valued at \$200).</p>	<p>Laura Nelson, 800.693.1089 marketing@broadly.com www.broadly.com</p>
	<p>The Kukui All in One Success Platform provides solutions for custom online marketing tools, website design, customer relation management, search engine marketing, email marketing and customer retention, and revenue tracking tools. Kukui will help you track stats about new clients, your customer retention rate, and will help you track areas of improvement through appointment forms, phone call tracking, and feedback from customer reviews. ASCCA members receive special pricing on custom website design.</p>	<p>Todd Westerlund 925.980.8012 Todd@kukui.com or Patrick Egan 805.259.3679 Patrick@kukui.com www.kukui.com</p>

WWW.ASCCA.COM

 <p>MUDLICK™ MARKETING DATA DRIVEN DIRECT RESPONSE</p>	<p>Mudlick Marketing is proud to offer a Multi-Channel Marketing Platform where our clients have access to powerful direct mail and digital services to help grow their business. We will help you use your data to make buying decisions, offer in-house financing, and our weekly flex pay and flex mail programs make us very affordable. In addition, ASCCA Members will be offered \$250 off their first customer mailing and 10% off all our digital programs.</p>	<p>Danielle Ray, 470.299.7374 Dray@mudlick.com http://mudlickmail.com</p>
	<p>Join the nation's largest network of elite auto repair shops. RepairPal independently certifies auto repair shops nationwide for superior training, quality tools, fair pricing, and a minimum 12-month/12,000 mile warranty. RepairPal shops gets 8-10 new customer contacts per month, with an average repair order over \$500. (Estimated new business \$48,000/year)</p>	<p>Evan DeMik, 415.595.3346 evan@repairpal.com www.repairpal.com</p>
<p>MERCHANT SERVICES</p>		
	<p>Receive up to a \$350 rebate on your ASCCA State dues when you use DFG to process your credit cards. Call for a free no obligation consultation.</p>	<p>Shannon Devery 877.326.2799 www.digitalfg.com/</p>
<p>SOFTWARE PROVIDERS</p>		
	<p>ALLDATA's automotive diagnostic and repair software, with OEM-direct repair information for accurate car repairs, is trusted by more than 400,000 technicians in more than 100,000 shops nationwide. Covering more than 38,000 engine-specific vehicles, ALLDATA provides auto repair shops a suite of products to help increase the daily car count, improve processes and provide quality repairs to keep customers satisfied.</p>	<p>Chuck Bennett 512.285.0307 Charles.bennett@alldata.com www.alldata.com</p>
	<p>BOLT ON TECHNOLOGY equips the automotive repair and maintenance aftermarket with award-winning technology tools to improve customer communication. Along with ongoing training and support, BOLT ON's mobile and digital tools also reduce problems inherent in the service process, while increasing shop productivity, revenue, and customer satisfaction.</p>	<p>Tim Cifelli 610.400.1019 tcifelli@boltontechnology.com</p>
	<p>The New Standard in Shop Management. 100% cloud-based on any device. Take your shop fully digital and 100% paperless. Ask for a special ASCCA member rate.</p>	<p>Matt Ellinwood, 415.890.0906 x106 matt@shop-ware.com.</p>
<p>UNIFORM SERVICES</p>		
	<p>Nationally recognized supplier of customer and employee apparel & janitorial services with thier special ASCCA package. Keep your employees on brand, your bathrooms stocked, floors clean, and much more. Let Cintas take care of your shop's maintenance needs and get exclusive pricing with your ASCCA membership.</p>	<p>Jessica Essad, 775.813.8954 EssadJ@cintas.com http://cintas.com/</p>

ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP

Local Chapters – Chapter meetings give members unprecedented opportunities to meet, network and trade ideas with colleagues in your local area.

Proudly Display Your ASCCA Affiliation – Use of ASCCA sign, code of ethics, and logo for use on invoices, customer forms, etc.

Communications – The ASCCA Independent newsletter, email broadcasts, news alerts, member benefit flyers and our website.

Member-to-Member Communications – The ASCCA TeamTalk list serv provides members to communicate directly with their peers on a broad range of topics facing shop owners throughout California.



Scan to learn more about your member benefits
<http://ascca.com/resources/memberbenefits>

Government Affairs & Political Representation – Bill tracking, reading and analyzing constantly changing information and tracking bills via our website. Representation at government meetings, lobbying, etc. Hugely beneficial because it ultimately affects your bottom line.

Educational Foundation – ASCCA members can also participate in the association's educational foundation that raises funds for scholarships issues to students entering into the automotive aftermarket.



Chapter 5 Associate Members

BG Petrospecs	Abe Chavira	805-857-5065	abec@petrospecsbg.com
Dorman Products	Frank Alviso	951-206-7023	falviso@dormanproducts.com
DRIVE!	Carolyn Gray	818-863-1077	cgray@driveshops.com
Hanson Distributing Company, Inc	Dan Hanson	626-448-4683	hansonmrktg@aol.com
Hawley Insurance Services	Bruce Hawley	714-865-2907	bruce@hawleyinsuranceservices.com
Highpoint Distributing	Tim Huddleston	805-584-0030	huddle5@sbcglobal.net
Jasper Engines & Transmissions	Randy Lewis	909-717-9950	rlewis@jasperengines.com
Mark Christopher Auto Center	Steve Johnson	909-975-3919	sjohnson@markchristopher.com
Mitchell 1 Software	Frank Joel	818-326-0602	fjoel@ix.netcom.com
Norm Blieden CPA	Norm Blieden	626-440-9511	norm@bliedencpa.com
RKM Insurance Agency	Ernie Arciniega	818-243-2651	ernie@rkmins.com
SC Fuels & Lubes	Dennis Giardina	310-722-3357	giardinad@scfuels.com
Van de Pol Petroleum	Wes Powell	562-236-1000	wpowell@ineedoil.com

Be sure to use the evite electronic invitation to RSVP. If you didn't receive it, contact the Chapter 5 office at asca.05@gmail.com

ASCCA CODE OF ETHICS

1. To promote good will between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To perform high quality service at a fair and just price.
4. To employ the best skilled personnel obtainable.
5. To use only proven merchandise of high quality, distributed by reputable firms.
6. To itemize all parts and adjustments in the price charged for services rendered.
7. To retain all parts replaced for customer inspection, if so requested.
8. To uphold the high standards of our profession and always seek to correct any and all abuses within the automotive industry.
9. To uphold the integrity of all members.
10. To refrain from advertisement which is false or misleading or likely to confuse or deceive the customer.

Chapter 5 Lending Library

(Another Benefit of Membership in ASCCA5)

To use this free service, call Darren Gilbert at (626) 282-0644 or email him at gilbertmotors@yahoo.com and tell him which study guides you would like to check out. He will bring the books to the next General Meeting for you to pick up, and you then leave your credit card information as a guarantee. You are responsible for any damage or loss of the study guide. The guides must be returned to Darren at the next General Meeting or by mail. It's that simple!

<p>C 1 - Automotive Consultant A 1 - Automotive Engine Repair A 2 - Automotive Trans/Trans Axle A 4 - Automotive Drivetrain A 4 - Automotive Suspension/Steering A 5 - Automotive Brakes A 6 - Automotive Electrical/Electronic A 7 - Automotive Heating/Air Conditioning A 8 - Automotive Engine Performance A9 - Diesel L 1 - Advanced Engine Performance L 2 - Med/H.D Truck Electronic Diesel P 1 - Parts Specialist Med/H.D Truck Dealership P 2 - Parts Specialist Automobile P 3 - Parts Specialist Truck Brakes P 4 - Parts Specialist General Motors P 9 - Med/H.D. Truck Suspension & Steering X 1 - Car/Light Duty Truck Exhaust Systems B 2 - Auto body Collision Repair - Painting/Refinishing B 3 - Auto body Collision - Non Structural Analysis B 4 - Auto Body Collision - Structural Analysis</p>	<p>B 5 - Auto Body Collision - Mech/Electrical Components B 6 - Auto Body Collision - Damage Analysis/ Estimating F 1 - Alternate Fuels - Light Vehicle Compressed Natural Gas M.M. - Engine Machinist Series E 2 - Truck Equipment - Electrical/Electronic Systems S 1 - School Bus - Body/ Special Equipment S 2 - School Bus - Diesel Engine S 3 - School Bus - Drivetrain S 4 - School Bus - Brakes S 5 - School Bus - Suspension/Steering S 6 - School Bus - Electrical/ Electronic S 7 - School Bus - Air Conditioning T 1 - Med/H.D. Truck - Gasoline Engines T 2 - Med/H.D. Truck - Diesel Engines T 3 - Med/H.D. Truck - Drive Train T 4 - Med/H.D. Truck - Brakes T 5 - Med/H.D. Truck - Suspension/ Steering T 6 - Med/H.D. Truck - Electrical/Electronic Systems T 7 - Med/H.D. Truck - Heating/ A.C. Systems T 8 - Med/H. D. Truck - Preventive Maintenance</p>
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ASCCA Chapter 5 2019 Board of Directors

Executive Board

2016

President.....Kirk Haslam
 Phone..... (626) 793-5656
 Email.....advancemuffler1234@gmail.com

Vice-President.....Tim Chakarian
 Phone..... (626) 792-9222
 Email.....tim@bmwphd.com

Secretary.....Craig Johnson
 Phone..... (626) 810-2281
 Email.....cjauto@verizon.net

Treasurer.....Jim Ward
 Phone..... (626) 357-8080
 Email.....jim@wardservice.com

Board of Directors

Randy Lewis..... (909) 717-9950
 Gene Morrill..... (626) 963-0814
 Darren Gilbert..... (626) 282-0644
 Johanna Reichert..... (626) 792-9222
 Jack Scrafield..... (818) 769-2334
 Mike Bedrossian..... (626) 765-6190
 Dave Label..... (626) 963-1211

Chapter Rep

Jack Scrafield.....(818)769-2334

Committee Chairs

Seminars..... Tim Chakarian.....(626) 792-9222
Socials..... Jack Scrafield.....(818) 769-2334
Programs..... Tim Chakarian.....(626) 792-9222

Associate Member Board Rep.

Randy Lewis.....(909) 717-9950

Chapter Staff

Membership & Administration.....Joseph Appler
 Phone.....(626) 296-6961
 Text.....(818)482-0590
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 Text: (818)482-0590
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 Website: <http://www.ascca5.com>

ASCCA State Contacts

State Office in Sacramento.....(800) 810-4272

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 John Eppstein..... (619) 280-9315

Executive Director
 Gloria Peterson...(800) 810-4272 x104 or GPeterson@amgroup.us

Deputy Executive Director
 Anne Mullinax.....(800) 810-4272 x116 or AMullinax@amgroup.us

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 Benjamin Ichimaru.(800) 810-4272 x137 or Blchimaru@amgroup.us

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 Sarah Austin.....(800) 810-4272 x110 or SAustin@amgroup.us

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 Becky McGuire.....(800) 810-4272 x118 or BMcguire@amgroup.us

Communications Manager
 Ryan King.....(800) 810-4272 x122 or RKing@amgroup.us

ASCCA Attorney
 Jack Molodanof.....(916) 447-0313 or Jack@mgrco.org

Government Offices/Contacts

US Senator Kamala Harris..... (D)
 Phone..... (916) 448 - 2787
 Email.....senator@harris.senate.gov

US Senator Dianne Feinstein..... (D)
 Phone..... (310) 914-7300
 Email.....senator@feinstein.senate.gov

US Rep Judy Chu..... (D-27)
 Phone..... (626) 304-0110

US Rep Adam Schiff..... (D-28)
 Phone..... (818) 450-2900

CA Senator Connie M. Leyva..... (D-20)
 Phone..... (909) 888-5360

CA Senator Susan Rubio..... (D-22)
 Phone..... (626) 430-2499

CA Senator Maria Elena Durazo..... (D-24)
 Phone..... (213) 483-9300

CA Senator Anthony J. Portantino..... (D-25)
 Phone..... (818) 409-0400

CA Senator Ling Ling Chang..... (R-29)
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Government Offices/Contacts

President Donald Trump..... (R)
 Phone..... (202) 456-1111
 Fax..... (202) 445-4633

Governor Gavin Newsom..... (D)
 Phone..... (916) 445-2841
 Web.....<http://www.govmail.ca.gov>



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

ASCCA Foothill Chapter 5

March 2020

Join us at Mijares as Skip Beals of C3 Marketing helps us maximize our Social Media presence.

Menu:

Taco/Tostada Buffet
Soda & Coffee
Beer & wine available

Where:

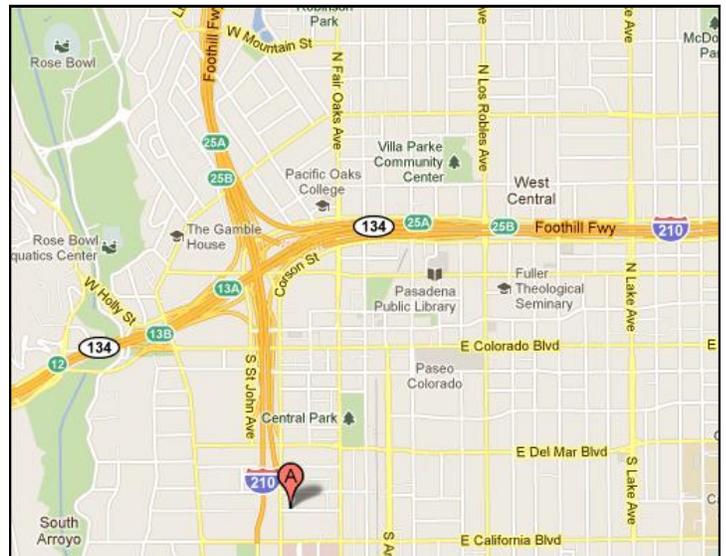
Mijares Mexican Restaurant
145 Palmetto Drive
Pasadena, CA 91105
Phone: (626) 792-2763

When:

Tuesday, March 3, 2020
6:30 PM – Social/Networking/Dinner
7:00 PM – Program
9:00 PM – Finish

Cost:

- No Charge to Regular or Associate Chapter Member, Business Partner, Spouse or Significant Other (**max 2 per member**)
- No Charge for Potential Members
- **\$25/ea.** for all others



Directions

From the 210 & 134 Junction in Pasadena: Go South on the 210/710 Spur towards California/Del Mar/110; Exit on California, turn left; Left again at the first light; Pass Palmetto (the first street on the right) & turn in to the Mijares parking lot; If the lot is full, park on the street

UPCOMING MEETINGS & EVENTS

Apr 7 - Textar - Brakes Class at Mijares
Apr 28 - Automotive Aftermarket Industry Legislative Fly-In Day ("Leg Day")
May 5 - "Shop Night" at DRIVE in Monrovia "The Customer Encounter"

Jun 2 - John Eppstein, ASCCA State President at Mijares
Jul 7 - TBA at Mijares
Aug 4 - BAR Chief, Pat Dorais at Mijares
Sep 1 - TBA at Mijares
Oct 6 - "Shop Night" at Gilbert Motors