



ASCCA Foothill Chapter 5
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AUGUST 2026

What's Inside:

- President's Message..... [Pg.2](#)
- August Meeting..... [Pg.3](#)
- July Meeting Recap..... [Pg.4](#)
- Donut 114 [Pg.5](#)
- 2026 Calendar of Events..... [Pg.6](#)
- Tax & Business Tips..... [Pg.7](#)
- Annual Training Conference... [Pg.8](#)
- Each One Reach One..... [Pg.10](#)
- Chapter Sponsors..... [Pg.11](#)
- Why Join ASCCA?..... [Pg.12](#)
- Associate Member Spotlight
And Corporate Partners..... [Pg.13](#)
- Benefits at a Glance..... [Pg.14](#)
- Chapter & State Contacts..... [Pg.17](#)
- Code of Ethics..... [Pg.18](#)

Join ASCCA Chapter 5 by clicking [HERE](#),
or use this QR code:



If you refer a shop who joins, you get \$125 when they pay their first year.

PRESIDENT'S MESSAGE

AUGUST 2026

GENE MORRILL

“Shop Owners Helping Shop Owners.”

Nobody epitomizes this better than Gene.

Gene announces his retirement today and sold his shop.

Nobody has helped shop owners, our industry, non-profits, local charities and anyone in need of help more than Gene. Most of us have his cell phone number and he always calls back with the truth, whether you want to hear it or not.

I always admire more someone who is coaching-advising who is walking the talk and not full of shit.

Thank you Gene for your 40+ years of service to our Industry.

On Tuesday we are back at Mijares with a new guest speaker, Doug Blickhan from ATI. He is NOT just a coach, but a person in the background who advises and puts together the data of what works best at the shops they manage.

We asked him to speak on the top 5 practices in shops that are successful *right now* at making more money.

You can't afford to miss this one!



ASCCA Chapter 5
President, 2025-2026
Craig Johnson Automotive
Rowland Heights
626-810-2281



JOIN US AT MIJARES ON AUGUST 4 FOR OUR MONTHLY DINNER MEETING

“What the Best Shops Do Differently”

With Doug Blickhan of ATI

Doug Blickhan is a California independent automotive shop owner and national business consultant who has spent more than two decades in the business and helping independent repair shops become more profitable and better organized. As both a successful shop owner and a nationwide consultant, Doug brings a unique perspective from working with hundreds of shops each year. His presentations focus on practical strategies that owners can implement immediately to improve profitability, leadership, service advisor performance, and overall shop operations.



**The best part of our meeting is the networking
Meet others and grow to be a super-star shop**

“SHOP OWNERS HELPING SHOP OWNERS”

Doors open at 5:45 - Buffet served at 6:15 - Program begins at 7:00

**Primary regular and associate member is free;
all others are \$42/each at the door.**

As always, potential members are free for two up to two meetings.

When:

Tuesday, Aug. 4, 2026
6:00 PM – Networking/Dinner
7:00 PM – Program
9:00 PM – Finish

Where:

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

Menu:

Taco/Tostada Buffet Soda & Coffee
Beer, wine, & spirits available at your cost

Cost:

- One Free Dinner per Regular or Associate Chapter 5 Member
- No Charge for Potential Chapter 5 Members up to two times
- \$42 ea. for all others

**RSVP on the Evite you received or, if you didn't get an Evite,
RSVP to ascca.05@gmail.com**

A big shoutout to Jim Ward of Ward Service in Monrovia for hosting our July Chapter 5 meeting.

Over 35 members and vendors enjoyed Seiko Nagata of Seiko's Auto Service walk through a customer check-in process and demonstrate a DVI system. Our chapter is committed to helping our members become the best owners and provide meetings for you to take away something.

If you attended and enjoyed this please reply to us or if you have ideas for future topics, let us have it.

Also, if you want to showcase your shop, we will help you with that as well. Kick butt, enjoy the ride and make money!



DONUT #114 Shop uniforms locked in a bad contract

You wanted nice uniforms for your staff. You signed a contract for uniforms, towels and shop rags. A few years in and things aren't going well. You decide to just quit and be done with them. Maybe you want to switch companies.

When you try to quit, you are informed that your contract has just auto-renewed and you're stuck for another 3 years. WHAT! Auto-renewed. No one told me.

Of course not. Far too many contracts auto renew and you truly are stuck.

This happened to me. We had a fabulous route man. He made doing business easy. One day, he quits and the new guy is the route man from hell. I dig up the contract and read it.

It states that I have to give 90 notice in writing prior to the "auto renew" date if I want to quit. Wait, I read further. It says the only way out is for breach of contract on the part of the uniform company.

Now I have an assignment. All I have to do is show failure to perform.

I had a roll towel setup in the bathroom. It was a blue towel on a roll. I was finding blue fuzz all over the place. Always had, but now I have a fault.

We also got window towels so we could clean windows on customer cars. They wouldn't absorb water until they got a little moisture in them. Point number 2

We would find metal shavings in the shop rags. There was always an issue with somebody's uniform sometime, if you looked hard enough.

I wrote up an elaborate Notice to Quit for "Non performance".

They were unable to get the roll towel to stop shedding fuzz.

I summoned a rep to witness all this. He found fuzz. I had him come to the shop early in the morning. A car sitting outside, covered with dew, was the next example. A clean window towel would not dry the dew. I explained that a window towel which would not dry a window was not performing.

I had saved several shop towels with metal shards.

I got out of the contract. I bought a washer and drier. I went to a store and bought 4 different colored wash clothes to use as hand towels in the bathroom. I got a nice little shelf for them and used a wicker basket from a girl's bicycle as the receptacle for used towels.

I featured this as an environmental improvement. It looks good.

Becky, this is nice but what if we don't have room for a washer and drier?

The solution is to RTFC before you sign anything. Yes, Read The Final Contract. Nothing is that complicated. When you see a line or clause with which you don't agree, circle it, put an X over it and initial it. Then have the rep initial it. In the world of contracts, none of them are written to protect the signor. Crossing out and editing are very common. ALWAYS look for how to renew and how to get out.

Thanks for reading, please hit share. This is really appropriate for new shop owners.

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2026 ASCCA5 Calendar of Events

January						
Su	M	Tu	W	Th	F	Sa
				1	2	3
4	5	6	Elite at Mijares		9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

February						
Su	M	Tu	W	Th	F	Sa
1	2	3	Making \$\$ Series #2 at Mijares			7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	Elite "Fly with the Eagles" in Glendale		

March						
Su	M	Tu	W	Th	F	Sa
1	2	3	Making \$\$ Series #3 at Mijares			7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

April						
Su	M	Tu	W	Th	F	Sa
			1	2	3	4
5	6	7	"Shop Culture" at Mijares		10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

May						
Su	M	Tu	W	Th	F	Sa
					1	2
3	4	5	Vendor Fair at O'Reilly in Alhambra			9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

June						
Su	M	Tu	W	Th	F	Sa
	1	2	Marketing Essentials Mike Delacruz at Mijares			
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

July						
Su	M	Tu	W	Th	F	Sa
			1	2	3	4
5	6	7	Shop Night at Ward Service in Monrovia			11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

August						
Su	M	Tu	W	Th	F	Sa
						1
2	3	4	Doug Blickhan of AT I at Mijares			8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

September						
Su	M	Tu	W	Th	F	Sa
		1	TBA at O'Reilly in Alhambra			5
6	7	8	9	10	11	12
13	14	15	16	ASCCA Annual Training Conference in Irvine		
20	21	22	23			
27	28	29	30			

October						
Su	M	Tu	W	Th	F	Sa
				1	2	3
4	5	6	Oktoberfest at Montrose Bowl			10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

November						
Su	M	Tu	W	Th	F	Sa
1	2	3	AI in the Shop at Mijares		6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

December						
Su	M	Tu	W	Th	F	Sa
		1	Christmas Social at Domenico's in Monrovia			5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Yellow

Monthly Chapter meetings

Orange

Board meetings at 6:pm on Zoom. Come sit in.

[Click HERE to join us.](#)

Blue

Special Events

Tax and Business Tips from Glenda Y. Lang, CPA, CFA



Trump Accounts Are Here: What Young Families Need to Know

Trump Accounts officially opened for contributions on July 4, 2026. We wanted to send a quick note covering what we think matters most for families with kids or grandkids in the eligible age range.

The most concrete piece first: if you have a child or grandchild born between January 1, 2025, and December 31, 2028, the federal government will put a one-time \$1,000 contribution into their Trump Accounts, regardless of family income. A parent or guardian claims it by filing IRS Form 4547. Published guides say the filing takes about four minutes. The deadline runs through December 31 of the year the child turns 17.^{1,2,3}

A Few Things Worth Knowing

- The \$1,000 federal seed is available only to children born in 2025 through 2028. Older children can still open Trump Accounts, but they will not receive the federal contribution.
- The Treasury has announced that dozens of companies are prepared to match their employee contributions to their children's accounts in various ways. Some companies have stepped up and said they are going to contribute to the accounts, and some others have said they will make contributions as part of their philanthropic initiatives. Taken together, these additional contributions may start to add up.^{4,5}

Anyone (parents, grandparents, family friends, or the child themselves) can contribute up to \$5,000 combined total per year. Of that, employers can fill up to \$2,500. The cap will be inflation-indexed starting in 2027.⁶

How Trump Accounts Compare

For families already using a 529, the question we get most often is: *Should we add Trump Accounts, replace the 529, or skip it entirely?*

The short answer: *If education funding is your primary goal, consider a 529 account because of its tax-free growth and tax-free withdrawals for qualifying education expenses.* If the goal is to focus on the future with flexibility beyond college, the Trump Accounts may play a role.⁷

A Few Cautions Worth Mentioning

California conforms to the federal tax treatment of Trump Accounts, retroactive to the beginning of the 2026 tax year. This means earnings on the account are not taxable until distributed. California will also conform to the IRC §128 exclusion of employer contributions to Trump Accounts and the exclusion from a beneficiary's gross income of qualified contributions from a governmental entity or charitable organization; and

Record keeping matters more than it might appear. Personal contributions are after-tax; the federal seed, employer matches, and charitable contributions are pre-tax. They are taxed differently when withdrawn, and clean records from day one will keep things simple later.

1. Investor.gov, April 2026.

2. BrooklynFi.com, February 20, 2026.

3. GovInfo.gov (Federal Register), March 9, 2026.

4. BusinessWire.com, January 29, 2026.

5. APNews.com, December 2, 2025.

6. IRS.gov, December 2, 2025.

7. PKFOD.com, April 2026.

X & L CPAs, LLP
595 E Colorado Blvd., Ste 432; Pasadena, CA 91101
(626)440-9511; info@xlcpas.com



SAVE the DATE for the **2026 Annual Training Conference**
September 11-13, 2026

Hilton Irvine/Orange County Airport - 18800 MacArthur Blvd., Irvine, CA 92612

☐ **Registration is Open**

Scroll down to read more. Here are some quick links:



REGISTER



SCHEDULE



HOTEL

CLICK HERE to Register Online!

Scroll down to view the schedule and book your room!

REGISTRATION RATE BREAKDOWN:

	Early Bird Rate	Regular Rate (Increase after 7/17)
Member (FR)	\$400	\$435
Member 2 nd Reg* (FR)	\$365	\$400
Member 3 rd Reg* (FR)	\$330	\$365
Non-Member (FR)	\$440	\$475
Non-Member 2 nd Reg* (FR)	\$405	\$440
Non-Member 3 rd Reg* (FR)	\$370	\$405
Student Member Registration (FR)	\$310	\$310
Saturday Only (SD)	\$255	\$290
Sunday Only (SD)	\$125	\$160
Sunday Leadership Session Only	\$0	\$0
Guest Ticket	\$330	\$330
Banquet Ticket	\$99	\$99

Ticket Includes:

(FR) Full Registration tickets include Education, Meals, Banquet & Networking

(SD) Single Day Tickets include Education, Meals & Networking – Not the Banquet Ticket

**Group Registration*



Schedule Available:

The *full schedule is now available. [Click Here](#) to view it!

** The schedule is subject to change.*

Hotel Information:

Hilton Irvine/Orange County Airport
18800 MacArthur Blvd., Irvine, CA 92612

ASCCA Special Rate is \$159 plus taxes and fees

Deadline to register at the group rate: August 21, 2026 @11:59pm PST.

A convenient Orange County stay just across from John Wayne Airport and minutes from Newport Beach, South Coast Plaza, and Irvine Spectrum. The hotel features a resort-style outdoor pool, whirlpool, 24-hour fitness center, on-site dining, meeting space, and a complimentary shuttle to John Wayne Airport and destinations within a three-mile radius. Guests can also enjoy Aura Bar & Grill, Drip lobby lounge with Starbucks® coffee and grab-and-go options, and room service for breakfast, lunch, and dinner.



[CLICK HERE](#) to book online using the special discounted rate for ASCCA Members!



Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940
www.ascca.com

**EACH ONE REACH
ONE!**



YOUR MISSION: RECRUIT ONE NEW MEMBER THIS YEAR.

- 1 IDENTIFY:** A shop owner or colleague who would benefit.
- 2 REACH OUT:** Discuss the advantages of ASCCA membership such as networking, professional development, advocacy and business resources.
- 3 INVITE THEM TO A MEETING:** Invite them to join our association and participate in a meeting to learn more about the benefits of ASCCA membership.

Scan to Join ASCCA



members.ascca.com/ap/Membership/Application/VLzd46pn

For assistance please call (800) 810-4272 or email info@ascca.com

Please Support the Sponsors of ASCCA Chapter 5

Elite Circle:



For over 30 years, Elite has gone above and beyond to help automotive professionals refine their skills, grow sustainably, and reclaim their personal lives!
From sales training, to management coaching, to a mastermind peer group, Elite offers a way for anyone to experience the expertise of our team of industry leaders and veterans. We strive to breed success the RIGHT way, through tried and true methods and sustainable techniques.



714-528-9600

We have been using Hawley Insurance for years. Every year they compare our Workmen's Comp. and business insurance to get us the best rates for what we need. They are always a phone call away or will visit your shop. They only handle commercial, so they know what we need. Great people always.
Kirk - Advance Muffler

Gold Circle:

**Invite all your vendors to join our annual
sponsorship circles.
All the information is on page [16](#)**

Silver Circle:



(626) 440-9511

Norm Blieden, now X & L CPAs, has been our accountant since 2022, and their expertise and attention to detail have significantly streamlined our financial processes. Both have made a noticeable positive impact on our business operations. I highly recommend their services.
Luis Lopez Automotive

I have been using Justin from Scott auto parts for 10+ years. He supplies our case oil, Freon, coolant, brake cleaner products. He also keeps us well stocked on our fasteners. He comes by at least twice a month- very reliable!
He keeps us informed with the latest trends, pricing increases, oil types, etc.- and his wife's cookies are the Best ever!
Paul Brow: All-Car Specialist



(909) 767-1681

ASCCA LEADS THE WAY

**Monthly membership Dues are only \$87.00
That is only \$2.90 a day!**



This will take your shop to the next level and beyond

The ASCCA Way Will:

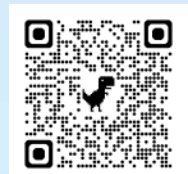
- Increase your profits
- More time off and less stress
- Build a network of shop owners to work with
- Training programs at a large discount
- Lower insurance costs & other programs
- A free look at your financials

With the programs and resources available in our association, there is something here for everyone.

What are you waiting for? Join today and take advantage of this fantastic opportunity.

Contact: Gene at (818)261-6009 or
Joseph at asca.05@gmail.com

Join ASCCA Chapter 5 by clicking [HERE](#)
or use this QR code:



Chapter 5 Associate Members

Autotech IQ Member Since 2026	Uwe Kleinschmidt	866-678-8505	Uwe@autotechiq.com
Hawley Insurance Services Member Since 2002	Bruce Hawley	714-865-2907	bruce@hawleyinsuranceservices.com
Highpoint Distributing Member Since 2005	Tim Huddleston	805-584-0030	tim@irwindalespeedway.com
Jasper Engines and Transmissions Member since 2025	Albert Nava	626-864-4590	Albert.Nava@JasperEngines.com
Mark Christopher Auto Center Member Since 2010	Joe Gomez	562-221-6273	jggomez@markchristopher.com
Parts Authority Member Since 2026	Tom Ogaz	951-218-9740	togaz@partsauthority.com
RepWorks Marketing Member since 2025	Robert Flores	310-722-0842	rf@repworksmktg.com
Undercar Plus Member Since 2022	Blake Avelar	310-350-3083	blake@undercarplus.com
Van de Pol Petroleum Member Since 2003	Wes Powell	562-236-1000	wpowell@ineedoil.com

Thank you to our annual Chapter 5 Sponsors:



714-528-9600



(626) 440-9511



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THANK YOU TO OUR ASCCA STATE CORPORATE PARTNERS!



CHOOSE TO BE THE BEST FOR \$87/MO!

ASCCA monitors and fights harmful laws and regulations that cost you money and time away from your business.



Examples:

A legislator proposed a bill to use a grading system (ABCDF) like the restaurants. We fought this and stopped it.

Another legislator tried to change us into being debt collectors because we receive money from customers. That would mean if a customer did not pay and we called them, the customer could sue us for harassment. We fought and won this also.

We also stopped a bill that would keep us from being able to program security systems in cars. The manufacturers wanted to lock us out! Again, we fought and won.

Our state legislatures can produce 5600 bills every two years. Our dues help us watch and fight these bills, saving you a ton of dollars.

ASCCA has great benefit programs:

Low credit card rates and a \$350 rebate at the end of the year.

Shannon Devery (877) 326-2799 shannon@fdissangabrielvalley.com

Free legal advice for you, your business, or your employees.

Jack Molodanof (916) 447-0313; jack@mgrco.org

Free accounting review of profit and loss statement. Free review of any current or prior year's taxes.

Glenda Lang (626)440-9511; info@xlcpas.com

Super discounts on uniforms.

Robert Faulkenberry (303) 591-4102 faulkenberryR@cintas.com

Camaraderie, fellowship, and life-long friends.

Network with top shops.

Get advice with business structure, policies, and profit ideas.

Get second opinions on cars that are giving you fits.

Education opportunities:

We periodically have free training for service advisors and technicians.

ASCCA awards scholarships to young people to help fill the technician shortage.

Why we need you:

Meet and network with top shops.

Monitor and fight harmful legislation.

Support our great partners and save money.

Support and give back to our industry.

All this for \$87 per month!

Coaching. Peer Groups. Training.

Elite
PEOPLE. PRINCIPLES. GROWTH. RESULTS.

This is ELITE.

WHO WE ARE:

- ✓ **People-First Community:**
Where people matter over profit and integrity is prioritized.
- ✓ **Dedicated Experts:**
Seasoned shop owners providing tailored coaching.
- ✓ **Results Focused:**
Achieve measurable success with ethical, tried-and-true practices.

GET IN TOUCH

 [Eliteworldwide.com/contact/](https://eliteworldwide.com/contact/)
 Contact@Eliteworldwide.com



1:1 COACHING

Top Shop 360 delivers transformative 1:1 coaching for your auto shop's success. See significant growth with personalized, expert strategies and a balanced approach to business. Did we mention NO CONTRACTS?



PEER GROUPS

Elite's Pro Service Peer Group is an energetic community of top shop owners, sharing insights and engaging in dynamic in-person events for shared growth and success.



SERVICE ADVISOR TRAINING

Our Masters Program elevates service advisors into top sales performers, mastering sales objections, ethical high-ticket sales, and exceptional customer relationship management.



MANAGEMENT COURSE

Fly with the Eagles is an in-depth workshop equipping shop owners with a roadmap for leadership excellence, financial mastery, and transformative marketing strategies.

2026 Ratchet+Wrench Industry Report Now Available

This year's report introduces new data on ADAS readiness, EV service, AI adoption, apprenticeship programs, and diagnostic profitability.

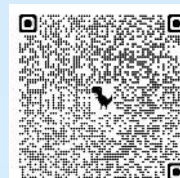
The 2026 Ratchet+Wrench Industry Report compiles data from more than 430 independent shop owners and managers across the country, offering a detailed look at the trends, challenges, and opportunities shaping today's automotive service industry. This year's report shows shops becoming more strategic and process driven as they navigate technician shortages, rising operating costs, and changing vehicle technology while continuing to invest in training, leadership, and long-term growth.

New to the 2026 report are expanded sections focused on apprenticeship programs, ADAS readiness, EV service, artificial intelligence, diagnostic monetization, and workforce development. The data also highlights the industry's ongoing evolution, with more multi-shop operators, increased use of coaching and KPI tracking, and growing investment in emerging profit centers like fleets, ADAS calibration, and EV repair.

All this and more comes packaged in an exclusive report [available to you here for free.](#)



RATCHET+WRENCH





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***Use Our Annual Sponsors and Invite Your Vendors to
Become an ASCCA Chapter 5 Annual Sponsor!***

The Elite Circle Club: \$2,500.00 The Gold Circle Club: \$1,500.00 The Silver Circle Club: \$750.00

Ask them to choose which level at
this [link](#) or use this QR code.



**For more information, or if you have questions,
contact Gene Morrill at 818-261-6009**

Elite
PEOPLE. PRINCIPLES. RESULTS.



(909) 767-1681

Glenda Y. Lang, CPA
Partner



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Seminars & Programs - Seiko Nagata
Revenue & Benefits - Open
Membership - Open
Government Affairs - Open
Chapter Rep - Open

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Fax.....(202) 445-4633

Governor Gavin Newsom.....(D)

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

Find your US Legislator

https://openstates.org/find_your_legislator/

Find your California Legislator

<https://findyourrep.legislature.ca.gov/>

Find Everyone in the Government Whose Decisions Impact You

<https://www.commoncause.org/find-your-representative/addr/>

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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.

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