



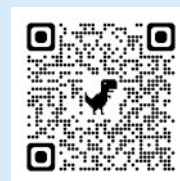
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SEPTEMBER 2026

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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

September 2026

Most ASCCA shops see an increase in A/C work due to increased heat forecasts and the newer R-1234yf systems coming out of warranty. My question to the shop owners is, "Are your techs using best practices when servicing these systems?"



- If a vehicle comes in with an empty system, and your tech charges it only to find a massive leak and recovers little, you lost.
- If your tech charges a system, it does have a leak, but the last shop used R134a to charge it, your machine will not recover it so you lose again.

Best practices are important when servicing the newer 1234yf systems.

Why not bring your techs to the free upcoming class at the O'Rielly Hub in Alhambra? While they are learning, you can visit the ADAS class and see if your shop is ready for this newer technology. If your shop currently does not perform these 2 services O'Rielly will have equipment specials to get you in and become the better shop in your town. Info is on page 3.

If you haven't already, use the evite to RSVP today.
I hope to see you there.

A handwritten signature in black ink that reads "Craig Johnson".

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



JOIN US ON SEPTEMBER 1 FOR OUR MONTHLY DINNER MEETING



A/C Systems & ADAS Training at O'Reilly in Alhambra

TECHNICAL TRAINING & BUSINESS UPDATES

- AC Systems with 1234yf Refrigerant: Service protocols, refrigerant recovery, safety, and specialized tool requirements.
- ADAS Calibration & Training: Essential camera and radar calibration techniques for Advanced Driver Assistance Systems.
- Repair Protocols & State Laws: Crucial regulatory compliance updates, new California repair laws, and shop liabilities.
- Interactive Q&A Session: Engage with industry experts to get answers to your tough technical and management questions.

Highly recommended for Owners, Advisors, and Techs!

Bring non-ASCCA5 shops!

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

“SHOP OWNERS HELPING SHOP OWNERS”

When:

Tuesday, Sept 1, 2026
5:45 PM – Networking/Dinner
6:30 PM – Program
9:00 PM – Finish

Where:

O'Reilly Auto Parts
800 E. Valley Blvd.
Alhambra, CA 91805
Phone: (805) 636-4457

Menu:

Taco Bar & Beverages

Cost:

•Due to O'Reilly's generosity, there is no charge for this informative meeting. All are welcome!

RSVP IS REQUIRED:

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

If you did not attend our August monthly meeting, You missed a good one.

Thank you to Parts authority for providing our program.

The topic was “What the Best Shops Do Differently” presented by Doug Blickhan of ATI, he also owns a shop, so he knows his stuff.

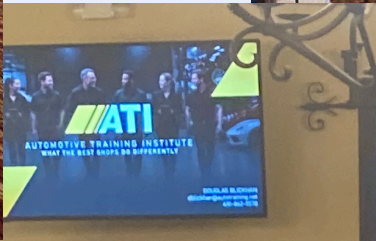
Doug gave his insights on what a top shop should pay attention too, to be successful.

It was a five-hour presentation squeezed into an hour.

Your chapter is trying to give meaning and helpful topics to enhance you as an owner.

Please reach out to Joseph or any board member with your ideas for future meetings.

Together we grow stronger. Get involved and make a difference. ~Gene



DONUT 115 THERES NO MONEY IN THE MONKEY

No car is going to beat me. I can fix it. This may be true. Maybe you can fix anything. The real question is, can you fix it and still make a profit? It's not your circus and it's not your monkey. You are under no obligation to feed and care for every monkey that someone wants to hand you.

Everyone has struggled at one time or another to repair a vehicle. This is not about technical issues, this is basic business management.

The real issue of any business is determining which jobs will produce a profit and which won't. Things to be evaluated when making those decisions:

- Training—Have the techs attended training to understand how the machine was designed?
- Tooling—Does the shop have the necessary tools and equipment suitable for the task?
- Parts—Are the needed parts readily available?
- Experience—Do the people doing the job have enough experience to understand what's involved?
- Customer—Does the customer have the means and mental attitude to pay the bill? Many will claim to have the attitude, but often they don't have the moolah.
- Management—Does the owner or manager have the discipline to know when to say no or when to quit?
- Has someone else butchered an attempted repair, making it many times as hard to do the job after the fact?

One great idea regarding Diagnostic Time (Testing and Inspection) is for each tech to have a timer or stopping point for each segment of the operation. Techs are task oriented and most techs have a strong desire to succeed fixing the car. Human nature causes us to believe we've almost got it, we can't stop now.

Stopping points are critical for every job, especially testing and inspection. The office and the shop need to be in constant communication. When time runs out and you're faced with changing parts for diagnosis, walk away.

An auto repair shop is a business and should be run like one. When I've previously visited this topic, I've been belittled by techs who accuse me of just having an oil change shop because I don't fix everything. So, my question to them is how will they meet payroll on payday? Running up the clock finding electrical problems on a flood car isn't exactly a real profit center.

Here are some strategies to consider.

First, limit what you take in. That intermittent electrical problem on the Jaguar that's had a small block Chevy engine swap after a fire should probably stay on the tow truck. Consider the gross profit per hour on each job. New shops get overwhelmed with engine swaps or big work because the job doesn't pay well.

Established shops want too much money or have already declined, which is how this stuff gets dropped off at the new shop. Soon the new shop's parking lot is packed, customers are calling every hour and the shop is not making money.

Know when to walk away. Know how to set a dollar boundary with the owner before even starting. Be firm about getting paid for "testing and inspection". Be extra firm that you are NOT selling a fixed car. You are selling information. Report your data, write your observations. Make the story sell your effort and objectivity.

Jim Linder was a legendary technical expert on vehicles. He taught many classes and assisted a lot of techs in repairing cars the right way. I was floored when he said he wouldn't spend more than a few hours on a car before closing the hood and turning the car back to the customer when we wasn't able to determine the fix. Really Jim? Yes, he said its the shop's job to turn a profit first.

For the techs out there who belittle this line of thinking, riddle me this. How many times will you stay at a job when the paychecks bounce because the shop didn't make enough money to cover them?

That's what I thought. :)

Share this Donut please.

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Submitted by Gene Morrill

2026 Events

Jan 6- Elite at Mijares

Feb 3- “Making Money” #2 at Mijares

Feb 18-21- Elite “Fly with the Eagles” in Glendale

Mar 3- “Making Money” #3 at Mijares

Apr 7- Shop Culture at Mijares

May 5- Vendor Fair at O'Reilly in Alhambra

June 2- “Marketing Essentials” at Mijares

July 7- “Improving the Drop-off” at Ward Service

Aug 4- “What the Best Shops Do Differently” at Mijares

Sep 1- AC & ADAS Training at O'Reilly in Alhambra

Sep 11-13- ASCCA Annual Training Conference in Irvine

Oct 6- “Oktoberfest” at Montrose Bowl

Nov 3- “AI in the Shop” at Mijares

Dec 1- Christmas Social at Domenicos Monrovia

2027

Jan 5- Elite at Mijares

*Our Board of Directors meets the third Tuesday of every month
at 6:00pm on Zoom.*

Come sit in and see what it's like. Click [here](#) to join the meeting.

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



New Federal Overtime Deduction: California Employers Need to Know the Difference

Beginning with 2026 Forms W-2, employers must separately report qualified overtime compensation. Eligible employees may deduct up to \$12,500, or \$25,000 for married couples filing jointly, subject to income limitations.

However, qualified overtime does not mean all overtime paid to an employee. For purposes of the federal deduction, qualified overtime is generally limited to overtime required under the federal Fair Labor Standards Act (FLSA). For normal time-and-a-half overtime, generally only the additional half-time premium qualifies for the deduction.

Source: <https://www.irs.gov/newsroom/questions-and-answers-about-the-new-deduction-for-qualified-overtime-compensation>

California Overtime Is Different

California overtime rules are broader than the federal FLSA rules.

California generally requires overtime when an employee works more than 8 hours in a workday, more than 40 hours in a workweek, and in certain cases for work on the seventh consecutive day. California also requires double-time pay in some situations.

Federal FLSA overtime, by contrast, generally applies after an employee works more than 40 hours in a workweek.

For example, an employee may work 10 hours on Monday but only 38 hours for the entire week. California may require two hours of overtime pay, but the employee would generally not have FLSA overtime for that week. As a result, that California-only overtime generally would not qualify for the new federal overtime deduction.

For California employers: Please make sure you and your payroll provider are properly tracking FLSA-qualified overtime separately from overtime required only under California law for 2026 year-end reporting.

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.

CLICK HERE to Register Online!

Scroll down to view the schedule and book your room!

REGISTRATION RATE BREAKDOWN:

	Early Bird Rate	Regular Rate <i>(Increase after 7/17)</i>
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!



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**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

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Elite Circle:



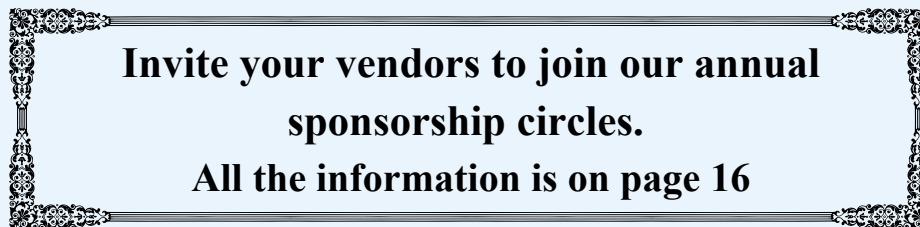
For over 30 years, Elite has gone above and beyond to help automotive professionals refine their skills, grow sustainably, and reclaim their personal lives! From sales training, to management coaching, to a mastermind peer group, Elite offers a way for anyone to experience the expertise of our team of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



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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:



Silver Circle:



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, 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



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ASCCA LEADS THE WAY

Monthly Membership Dues are just \$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
- Give you more time off and less stress
- Build a network of shop owners to work with
- Provide training programs at a large discount
- Lower insurance costs
- Give you a free evaluation of 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 Trans. 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
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Thank you to our annual Chapter 5 Sponsors:



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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!

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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.

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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.



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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**



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Glenda Y. Lang, CPA
Partner



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https://openstates.org/find_your_legislator/

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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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