



ASCCA Foothill Chapter 5

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DECEMBER 2025

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or use this QR code:



PRESIDENT'S MESSAGE

DECEMBER 2025

Season's Greetings,

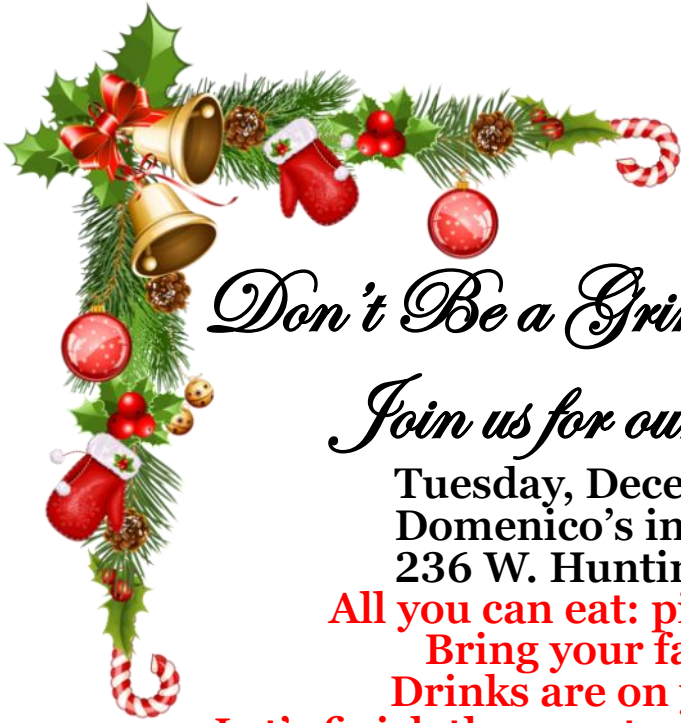
As the year winds down, what will you change about your shop next year?



1. Take in the right cars - less cars?
2. Boost your ADS's (Average discovered services.)
Gene will explain.
3. Monitor your Techs' Productivity?
4. Pay attention to GP on every ticket?
5. Should you sell tires?
6. Should you quit doing Heavy line work- Engines?
7. Increase your hourly rate or pay attention to your Effective labor rate- VERY IMPORTANT!
8. Your sales closing ratio... higher number is not always better.
9. Work less but still make more money.

I sent my SA to a 3-day training class which I didn't attend, but probably learned more than she did. I didn't know what these numbers meant... I do now. It is so important that you attend the next 3 general meetings in 2026, as our board is focusing on improving our management skills and knowing the critical performance indicators you should be looking at daily or weekly. Read more on page 9.

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



Don't Be a Grinch...

Join us for our Christmas / Holiday Social

Tuesday, December 2 , 6:30pm

Domenico's in Monrovia

236 W. Huntington Drive, Monrovia, CA 91016

All you can eat: pizza, pasta, and salad. \$40 each.

Bring your family, friends & employees.

Drinks are on your own with a no-host bar.

Let's finish the year together enjoying each other's company.



Special appearance by Santa Claus himself!!!

ASCCA5 Christmas Social 2025

Use the evite to RSVP and use the QR code to pay for your dinner.

If you did not receive an evite, your payment will be your RSVP.

If you are reading this on a device, click [HERE](#) to pay.



We have a couple of giving options available to you this year. We always appreciate the generosity of our Chapter Five members.

- ♦ Support Aveson Charter School in Altadena.
- ♦ Support the Karen Cooper Foundation to give shelter dogs Christmas gifts.

Click on this [link](#) or scan this QR code to give to one or both.

We will have a special raffle, and all the money raised will go to the charities.

Bring an unwrapped toy for disadvantaged children.



ASCCA State President, Dave Kusa, brought us up to date on what's happening in the Association State-wide and fielded questions from our members. Thank you, Dave, for leading us through 2025 and for taking the time to visit our Chapter.



Shop Drawing

Ward Service was drawn in our Shop drawing, and was present to collect the \$280 prize.

Congratulations, Jim!

In January, the prize will reset to \$200.

Remember, you must be present to win!

ASCCA Chapter 5 - 2025 at a Glance

January						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	Maylan at Mijares			16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

February						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	Owners' Open Forum at Mijares			13	14	15
16	17	18	19	20	21	22
23	24	25	26	Fly With the Eagles Seminar in Glendale		

March						
S	M	T	W	T	F	S
						1
2	3	4	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					

A calendar for the month of April. The days of the week are listed at the top: S, M, T, W, T, F, S. The dates are arranged in a grid. The date 1 is circled in black. The date 5 is boxed in black. A white box with a black border is placed over the date 6, containing the text "BAR at Mijares". An orange box with a black border is placed over the date 5, containing the text "Mikey B Seminar in Monrovia".

April						
S	M	T	W	T	F	S
		1	2	3	4	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			

May						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	A/C Focus at O'Reilly			15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

June						
S	M	T	W	T	F	S
SA training #2 with John Eppstein at Mijares		3	4	5	6	7
	10	11	12	13	14	
	17	18	19	20	21	
22	23	24	25	26	27	28
29	30					

Write it Right at PCC
w/Mario Salas of BAR

July

S	M	T	W	T	F	S
		1	2	3	4	5
					11	12
13	14	15	16	17	18	19
20				24	25	26
27				31		

August

S	M	T	W	T	F	S
					1	2
3	4	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						

Insurance, cc processing & disability coverage at Mijares

Board of Directors meeting on Zoom

September

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	AI Class at Mijares	11	12	13	
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Board of Directors meeting on Zoom

SCCA Annual Training Conference

October

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	Oktoberfest at Montrose Bowl			11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	Board of Directors meeting on Zoom			30	31	

The image shows a calendar for the month of November. The days of the week are listed at the top: S, M, T, W, T, F, S. The dates are arranged in rows. On the 4th (Tuesday), there is a callout box that says "Dave Kusa at Mijares". On the 18th (Tuesday), there is a callout box that says "Board of Directors meeting on Zoom".

November						
S	M	T	W	T	F	S
						1
		4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23				27	28	29
30						

December

S	M	T	W	T	F	S
		2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21				25	26	27
28	29	30	31			

Christmas Social

Board of Directors meeting on Zoom. .

Board meetings begin at 6:pm on Zoom. Come sit in. Click [HERE](#).

2026 ASCCA5 Calendar of Events

January						
Su	M	Tu	W	Th	F	Sa
				1	2	3
4	5	6	Elite at Mjares		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 Mjares			7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

March						
Su	M	Tu	W	Th	F	Sa
1	2	3	Making \$\$ Series #3 at Mjares			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	8	9	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	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						

June						
Su	M	Tu	W	Th	F	Sa
	1	2	3	4	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				

July						
Su	M	Tu	W	Th	F	Sa
			1	2	3	4
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	

August						
Su	M	Tu	W	Th	F	Sa
						1
2	3	4	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					

September						
Su	M	Tu	W	Th	F	Sa
		1	2	3	4	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			

October						
Su	M	Tu	W	Th	F	Sa
				1	2	3
4	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

November						
Su	M	Tu	W	Th	F	Sa
1	2	3	4	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					

December						
Su	M	Tu	W	Th	F	Sa
		1	2	3	4	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.
Foothill 5 Forum

[Click HERE to join us.](#)

Rake in the *Tax Deduction*

Donate a Vehicle



Turn Your Car Into Careers: Help ASCEF Close the \$20,000 Gap

Call (844) 877-2473 to make a donation today! Every car donated goes towards scholarships for students developing a career in the automotive aftermarket industry.

OR Make a Monetary Donation.

We'll use the proceeds from donated cars, trucks, RVs, boats, and motorcycles to help fund the ASC Educational Foundation and award scholarships to students seeking a career in the automotive aftermarket industry.

Here's How It Works:

1. Call (844) 877-2473. Our Vehicle Donation Support Team is available seven days a week and will be happy to answer any questions you may have.
2. Schedule Your Free Pick-up: We arrange to have a licensed tow company pick up your vehicle at a time convenient for you—all at no cost to you.
3. We Receive the Funds and You Could Qualify for a Tax Deduction!

Vehicle donations are tax-deductible, and we work to get the highest return per vehicle for us and for your tax benefit. In most cases, when the driver arrives for your tax-deductible gift, you'll be provided with the donation receipt. You will be mailed a thank-you letter within 30 days of the sale of the vehicle, which also serves as a donation tax receipt.

We accept all types of vehicles that meet the following basic requirements:

- Vehicle has a clear title.
- Vehicle is in one piece.
- Vehicle is accessible for safe towing.
- Vehicle does not need to be running.

Click [here](#) for more information, or click the picture to donate.

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



Trump accounts and their alternatives: which is best?

The One Big, Beautiful Bill Act created a new type of IRA-like accounts called Trump accounts, applicable to taxable years beginning after December 31, 2025. Trump accounts provide a great opportunity for parents and grandparents to start tax-deferred investments for children as soon as they are born. Trump accounts can best be described as IRA-like accounts where contributions are generally made after tax, so taxpayers have to track basis in the accounts. There are, however, two types of contributions that can be made pre-tax:

- Federal government pilot program contributions of up to \$1,000 per child born between January 1, 2025 and December 31, 2028 with a valid Social Security number; and
- Pre-tax contributions made through employer benefit programs of up to \$2,500 per year.

For children under the age of 18, there are four main investment account types available:

- Trump accounts;
- IRA accounts (with Roth IRAs generally preferred over traditional IRAs);
- 529 college savings accounts; and
- Uniform Transfer to Minors Act (or, UTMA) accounts.

Trump accounts and UTMA accounts are available exclusively to those under the age of 18. IRAs and §529 college savings accounts are available to all taxpayers but are commonly used as an investment option for minors.

Weighing the features of each of these types of accounts, the following tips may help decide which is best for you.

If the child is eligible for the \$1,000 pilot program seed money from the federal government, then there is no reason to not open a Trump account for a newborn.

Employers can offer pre-tax money to fund up to \$2,500 per year into employee Trump accounts. If employers offer this benefit, then there is no reason to turn down free employer money.

Taxpayers looking to get a head start on tax-deferred investing for their child without a specific college savings goal should prefer a Trump account, especially if:

- The child has no earned income;
- The taxpayer's employer offers pre-tax contributions as an employee benefit; or
- The taxpayer wants to avoid the kiddie tax rules;

Taxpayers who specifically want to invest for education should prefer §529 accounts because distributions are not taxed at all if the funds are used for eligible expenses.

If the child has earned income, such as a working teenager, then a Roth IRA is generally a better choice, at least up to the amount of the child's earned income because all distributions are tax-free if the child waits until age 59½. Keep in mind, however, that taxpayers can contribute up to the maximum contribution limits for both a Trump account and a Roth IRA in the same year.

And last, if taxpayers want the child to have access to their money before age 18, or if the taxpayer wants to make nontraditional investments such as art and collectibles, then a UTMA account may be preferred.

X & L CPAs, LLP (Formerly Norman A. Blieden, CPA)
1201 W. Huntington Drive Ste 108, Arcadia, CA 91007
(626)440-9511; info@xlcpas.com

2026 UPCOMING MEETINGS & EVENTS

The Chapter 5 Making Money Series (Who doesn't want to make money?)

Don't let another year go by, and not make money.

- **This is a 3-month January, February and March series at our general meeting on Basic Key Performance Indicators (KPI's- numbers that make you profit.) How these numbers apply to you, and what they mean.**
- **How to set a basic budget, How to understand a P&L statement (Profit & Loss, hopefully more profit than loss.)**
- **How to avoid slow days and marketing.**
- **This is for owners, for sure, maybe managers and maybe service advisors**
- **Our friends at Elite Worldwide are flying in to kick this off, so don't miss this free opportunity to be a super star, have less stress, and make money.**
- **First Tuesday of each month.**

Jan 6 - Elite at Mijares

Love the Shop Again — Mindset Shifts for Leaders Who Want More

Tom Amero, Director of Operations, Elite Worldwide

Primary Goal/Purpose:

Help shop owners reignite their passion for their business by adopting the mindsets and leadership habits that create thriving, people-first shops.

Key Sections:

- **Growth vs. Fixed Mindset – how the way you think shapes your results.**
- **Extreme Ownership – turning challenges into opportunities by taking full responsibility.**
- **The Question Behind the Question (QBQ) – reframing problems to find powerful solutions.**
- **Building a Winning Culture – creating an environment employees and customers love.**
- **Training, Coaching, and SOPs – the leadership tools that set your team up to win.**

Overview:

This fast-paced, story-driven session helps owners move from burnout to belief, showing how a renewed mindset and clear leadership principles can transform both results and morale.

Feb 3 - at Mijares

Feb 19-21 Elite Fly With the Eagles

Boot Camp in Long Beach (More information soon.)

Mar 3 - at Mijares

Please Support the Sponsors of ASCCA Chapter 5

Elite Circle:

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



714-528-9600

Gold Circle:

Invite your vendors to join our
annual sponsorship circles.
All the information is on
page [14](#)

Silver Circle:



(626) 440-9511

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

Elite
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(253) 655-7053



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



(909) 767-1681

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.

ASCCA LEADS THE WAY

**Monthly membership Dues are only \$85.00
That is only \$2.83 a day!**



This will take your shop to the next level and beyond

The ASCCA Way Will:

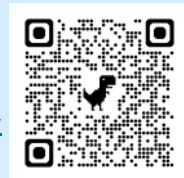
- Increase your profits
- More time off and less stress
- Build a network of shop owners to work with
- Training programs at a large discount
- Lower insurance costs & other programs
- A free look at your financials

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

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
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



714-528-9600

Thank
annual

Elite

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(253) 655-7053

you to our
Chapter 5



(626) 440-9511

Sponsors:



(909) 767-1681

THANK YOU TO OUR CORPORATE PARTNERS!



CHOOSE TO BE THE BEST FOR \$85/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 \$85 per month!



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Almost half of drivers in U.S. behind on major services



By Staff/Wire Reports on November 19, 2025

Data found that roughly 41% of vehicles nationwide are overdue for some critical maintenance work, including brakes, suspension and more

Centreville, Va.—As millions of people prepare to hit the road for the holidays, CARFAX has found that nearly half of all drivers are behind on at least one major service. Data found that roughly 41% of vehicles nationwide are overdue for some critical maintenance work.

‘Major services’ include:

- Brakes: Brake line and rotor inspections and replacements
- Steering: Vehicle suspension and steering components inspection
- Drivetrain: Transmission fluid draining and refilling
- Engine: Coolant flush to keep the vehicle operating at a safe temperature
- Fuel Efficiency /Air Quality: Replacement of engine air and cabin air filters

CARFAX data shows that almost 30% of cars are behind on tire rotations and nearly 20% are behind on oil changes.

Published in [Mechanical Repair](#) and [National News](#)





2729 Saturn St., Suite B, Brea, CA 92821

Garage Liability - Workers' Compensation - Individual & Group Health - Life Insurance

License # 0G39707

714-528-9600

***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**



(909) 767-1681

Elite

PEOPLE. PRINCIPLES. RESULTS.

(253) 655-7053



Glenda Y. Lang, CPA
Partner



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ASCCA Chapter 5 2025 Board of Directors

Executive Board

President.....Craig Johnson
Phone..... (626) 810-2281
Email.....craig@cjauto.net

Vice President.....Seiko Nagata
Phone.....(626) 321-8393
Email..... seikosautoservice@gmail.com

Secretary.....Jim Ward
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Treasurer.....Greg Lipp
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Board of Directors

Gene Morrill(818) 261-6009
Steve Tomory.....(562) 322-4685
Robert Flores.....(310) 722-0842

Immediate Past President

Kirk Haslam.....(626) 240-8555

Board Advisors

Wendy Lucko.....(626) 340-9790
Gary Papirian..... (323) 255-5566
Mike Bedrossian.....(626) 483-4400

Committee Chairs

Seminars & Programs - Seiko Nagata

Revenue & Benefits - Open

Membership - Gene Morrill

Government Affairs - Open

Chapter Rep - Open

Chapter Staff

Administration & MembershipJoseph Appler
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Chapter Contact Information

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ASCCA State Contacts

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President

Dave Kusa..... (408) 866-5198

Executive Director

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

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Manager Digital and Social Media

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

Events Manager

Natalie Perry.....(800) 810-4272 or nperry@amgroup.us

Communications Manager

Jonathan Flom..... (800.810.4272 ext. 141 jflom@amgroup.us

ASCCA Attorney

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

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>

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

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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.
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