



ASCCA Foothill Chapter 5
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FEBRUARY 2025

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Remembering Maylan Newton



This photo is from January 7, 2025 when he came to teach us at our monthly dinner meeting. His topic was “Succession Planning,” and he addressed the delicate issue of ordering our life and business in such a way that when we pass, we will be prepared properly.

On Monday, January 26, Maylan passed on. For years he has been our January speaker to help us start the year well, and we will miss him.

He was an educator, mentor, and friend to many of us. There is a “Maylan Newton Scholarship” with the ASC Educational Foundation that needs to be funded. To donate, please contact:

Kate Peyser, Executive Coordinator
ASC Educational Foundation
(800) 810-4272
kpeyser@amgroup.us
www.ascef.org

PRESIDENT'S MESSAGE

FEBRUARY 2025

Welcome to 2025 in the Auto Repair Business



Sadly, we must report that our beloved **Maylan Newton** has passed.

Maylan was a business owner, coach, teacher, and friend, and could always be called on for advice. He will be missed.

Maylan always opened the Chapter 5 new year in January with a newer class. At our last meeting on January 7th, he spoke on Business and Your Legacy. He brought with him a Legacy Binder that contains (after we fill it out) all the important documents that pertain to your business and instructions if something should happen. All attendees got this 3-ring binder.

Moving into this year with spending slowing, and new tariffs on imported vehicles, we should see a sharp rise in business.

Our upcoming meeting for February is an Owners' Round Table (Open Forum) led by Gene Morrill, which will be a good spin off from Maylan's class.

March will also be a shop management meeting hosted by John Eppstein from San Diego.

See you at our meetings.

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

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



ASCCA5 Monthly Dinner at Mijares Mexican Restaurant Owners' Open Forum February 4, 2025

What keeps you up at night? We'll help you sleep better.

Bring any concerns you would like to discuss with a group of **AWSOME** shop owners!

One of the greatest benefits of membership in ASCCA Chapter 5 is the opportunity to learn from other members, and to share what you have learned.

“SHOP OWNERS HELPING SHOP OWNERS”

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

*Mijares cost increased by \$4 each, so extra attendees are \$40 each, up from \$36.
Main member is still at no extra cost.*

When:

Tuesday, Feb 4, 2025
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 Member
- No Charge for Potential Members up to two times
- \$40 ea. for all others

UPCOMING MEETINGS & EVENTS IN 2025

Feb 4 - Owners Focused Open Forum
at Mijares
Feb 20-22 - “Fly With Eagles” seminar
by Elite Worldwide in Glendale
Mar 1-2 - ~~Service Advisor Class by
Maylan Newton.~~
Cancelled due to Maylan’s
passing.

Mar 4 - Service Advisor focus with
John Eppstein at Mijares
Apr 1 - BAR Representative at Mijares
May 6 - Shop Night (location TBD)

3-Day Shop Owner & Manager **Bootcamp**

Fly With The Eagles: Hosted by Elite Worldwide

Elite

PEOPLE. PRINCIPLES. RESULTS.

LEARN STRATEGIES FOR SUSTAINED GROWTH:

- ✓ **Lead with Confidence:**
Sharpen leadership skills to inspire & guide your team
- ✓ **Master Your Finances:**
Gain control over finances for better profit & cost control
- ✓ **Gain & Retain Customers**
Grow & retain customer based with proven strategies
- ✓ **Build a Winning Team:**
Develop effective recruitment & retention strategies
- ✓ **...and so much more.**

“

Excited to implement what I learned. This should be mandatory for owners & managers - will send my staff next time I come.

-Todd Lamb, Owner, Atlanta Speedwerks

Course Details:

- **Save \$300 with Coupon Code: ASCCA300**
- **Date: Feb 20-22, 2025**
- **Location: Hyatt Place Glendale / Los Angeles**

In Partnership with:



Fly With the Eagles 3-Day Shop Owner and Manager Bootcamp

Details for ASCCA members:

DETAILS:

WHAT: 3-Day Bootcamp for Shop Owners and Managers called Fly With The Eagles

WHEN: Feb 20-22nd, 2025

WHERE: Hyatt Place Glendale/Los Angeles

Booking link for group rate available in course booking confirmation

\$184++/night (includes hot breakfast buffet)

Hotel room block deadline: Jan 22, 2022

PRICING:

Pricing: \$699

LIMITED SPACE: Capped at 60 shop owners. We want shop owners to be able to ask questions, get to know one another, etc.

ASCCA MEMBER DISCOUNT CODE:

ASCCA DISCOUNT: Members get a \$300 discount off their 3-day registration if they use Coupon Code **ASCCA300** at checkout (if required for \$699 price).

INFO/RESOURCES:

MORE INFO: Here is more [info about Fly With The Eagles](#).

CHECKOUT PAGE: Here is our [checkout page](#) (also on QR code of the flyer).

Questions? Call Gene at 818-261-6009 for more information.



We began the year at Mijares with Maylan Newton on “Succession Planning”

The evening started with 45 present, but some had to leave early because of the fires that broke out.

If your home or shop was damaged by the fire, please let us know, so we can let our Chapter 5 members know.



Shop Drawing

Due the members having to leave early, we didn't have a shop drawing.

The prize will remain at \$220 for our next drawing.

Remember, you must be present to win!

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



Gold Circle:

Invite your vendors to join our annual sponsorship circles. All the information is on page [12](#).

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, 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

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



IRS grants disaster filing and payment postponements to Los Angeles County wildfire victims

January 10, 2025

Taxpayers located in Los Angeles County have until October 15, 2025, to meet filing and payment deadlines that normally fall within the January 7, 2025, through October 15, 2025, time period. ([IR-2025-10](#)) This includes, but is not limited to:

- 2024 quarterly estimated income tax payments normally due on January 15, 2025, and estimated tax payments normally due on April 15, June 16, and September 15, 2025;
 - Quarterly payroll and excise tax returns normally due on January 31, April 30, and July 31, 2025;
 - Individual income tax returns and payments normally due on April 15, 2025;
 - 2024 contributions to IRAs and health savings accounts for eligible taxpayers;
 - Calendar-year partnership and S corporation returns normally due on March 17, 2025;
 - Calendar-year corporation and fiduciary returns and payments normally due on April 15, 2025; and
- Calendar-year tax-exempt organization returns normally due on May 15, 2025.

In addition, penalties for failing to make payroll and excise tax deposits due on or after January 7, 2025, and before January 22, 2025, will be abated as long as the deposits are made by January 22, 2025.

Ventura County is not currently listed in the FEMA disaster declaration, so the IRS cannot currently grant automatic postponement relief to taxpayers located in Ventura County. The IRS has indicated that the same relief will be provided to any other counties added later to the disaster area.

Taxpayers who have an address of record in Los Angeles County will automatically qualify for relief. Taxpayers who live outside of Los Angeles County whose records are located in Los Angeles County, such as taxpayers with **tax preparers in Los Angeles County or who own businesses located in Los Angeles County, also qualify for relief, but must contact the IRS disaster hotline at (866) 562-5227 to obtain relief.**

Additional Los Angeles County wildfire postponement relief for taxes due to FTB, CDTEFA

January 13, 2025

For taxpayers affected by the Los Angeles wildfires, the Governor's office announced that California will provide postponed income and franchise tax filing and payment deadlines in alignment with the filing postponement provided by the IRS. This means taxpayers in Los Angeles County will be granted a postponement to October 15, 2025, to file California tax returns on 2024 income and make any tax payments that would have been due January 7, 2025, through October 15, 2025. This applies to all taxpayers located in Los Angeles County, even if they were not directly impacted by the fires.

According to the Governor's announcement, this includes relief from the following deadlines:

- Quarterly estimated tax payments normally due on January 15, April 15, June 15, and September 15, 2025;
- Passthrough entity elective tax payments normally due on March 15 and June 15, 2025;
- Business entity corporate or passthrough entity tax returns normally due on March 15 and April 15, 2025;
- Individual tax returns and payments normally due on April 15, 2025; and

Tax-exempt organization returns normally due on May 15, 2025.

In addition, the Governor's office has announced that the CDTEFA will provide an automatic three-month extension for tax filing deadlines for taxpayers within Los Angeles County for those Los Angeles County taxpayers whose 2024 third

(Continued on page 9)

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 & Transmissions Member Since 2004	Randy Lewis	800-827-7455	Randy.Lewis@jasperengines.com
Mark Christopher Auto Center Member Since 2010	Joe Gomez	562-221-6273	jggomez@markchristopher.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

(Continued from page 8)

quarter return was for less than \$1 million in tax. This means that the January 30 returns are now due April 30, 2025. The CDTFA will also provide Los Angeles County taxpayers relief from interest and penalties and create flexible payment plans for businesses.

The Governor's announcements are available [here](#) and [here](#).

Property tax deadlines postponed for Los Angeles County wildfire victims.

January 16, 2025

Taxpayers in the following zip codes may postpone their property tax payments until April 10, 2026, and business per-

90019	90265	91001	90066	91107
90041	90272	91040	90402	93535
90049	90290	91104	91106	93536

sonal property tax statement filings until April 1, 2026, without being subject to penalties and interest:

However, the postponement relief does not apply to payments made through an impound account nor to any taxes on the property that were delinquent as of January 6, 2025.

In addition to the relief provided in the executive order, taxpayers may also seek relief from the Los Angeles County Assessor's office to have damaged or destroyed property reassessed. Taxpayers may also seek further suspension of penalties and interest for up to four years by submitting a penalty cancellation request form with the Los Angeles County Treasurer and Tax Collector.

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

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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Use Your ASCCA Foothill Chapter 5 Member Benefits

In addition to the State-wide benefits shown [HERE](#), these are additional benefits available to you as a Chapter 5 member.

- 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 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 us your ideas and suggestions for seminars & we will try to schedule the seminars you want. Email the Chapter 5 office at asca.05@gmail.com.
- 5. MONTHLY E-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.
- 6. THE FOOTHILL CHAPTER WEBSITE.** This Foothill Chapter website at <http://www.ascca5.com/> lists members by city. It also lists upcoming seminars and meetings. Contact Joseph Appler at asca.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 asca.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 Events Committee 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. We would like to hear from you with your suggestions for future social events.
- 10. ASCCA WEB PRESENCE.** ASCCA has established a home page at <http://www.ascca.com/> The ASCCA web page has three target audiences: 1) ASCCA 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 ASCCA members can learn more about the advantages of being an ASCCA member; and 3) California consumers looking for honest, reputable repair facilities can find a list of ASCCA members quickly and easily on the ASCCA web pages. All ASCCA members statewide are listed.
- 11. FREE CPA CONSULTS.** All ASCCA Chapter 5 members are entitled to a half-hour of free telephone consultation each month from Chapter 5 sponsor Glenda Yang of XL CPAs. This member benefit can save you a ton of money and a lot of headaches. Call Glenda 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 asca.05@gmail.com. or 626-296-6961.



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

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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**

Justin Scott - (909) 767-1681

Scott Auto Parts



Glenda Y. Lang, CPA

Partner



X & L CPAs, LLP

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Shop Management Article Links

Business Profitability Starts Up Front

SHOPOWNER

By [Vic Tarasik](#)



The Cornerstones of Success in Auto Repair: Effective Labor Rates, Trained Service Advisors and Ongoing Training

In the highly competitive world of business, specifically auto repair, staying ahead isn't just a goal – it's a necessity. Every car that rolls into your shop represents an opportunity to build trust, deliver exceptional service and ensure profitability. But what separates thriving shops from those merely surviving?

[Click to read more...](#)

Adding Value to Your Customer Experience

RATCHET+WRENCH



The small details make for a better and more comprehensive customer experience.

By Kathleen Callahan - This story was originally published in Ratchet+Wrench on Jan. 6, 2025

Starting back up in January is hard, and before we know it, we're in February, which means that Hallmark tells us that it's Valentine's Month. And while most people think about Valentine's Day and their significant other, I want you to think about it in relation to your significant family—your clients.

What are you doing to make sure your clients feel special? I am talking about every month of the year, NOT only one month a year. Here's a nice opportunity to think about what you are doing and what more you could do.

[Click to read more...](#)

Auto repair shops can deploy AI to improve everyday operations

aftermarket
MATTERS



By Steven Schillinger on January 15, 2025

The automotive industry has begun to tackle new technologies, and companies are experimenting with new ways to incorporate AI with their day-to-day operations in anticipation of even more technical change

It's hard to escape the progress of artificial intelligence (AI) nowadays. Auto shops that are armed with actionable information can more effectively market to customers, increase revenue, streamline operations — and hold the line on good customer service.

[Click to read more...](#)

ASCCA Chapter 5 2024 Board of Directors

Executive Board

President.....Kirk Haslam
 Phone..... (626) 240-8555
 Email..... advancemuffler1234@gmail.com

Vice-President.....Craig Johnson
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 Gene Morrill.....(818) 261-6009

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 Jim Ward.....(818) 840-7516
 Mike Bedrossian.....(626) 483-4400
 Noel Lamas.....(323) 253-4640

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Seminars & Programs

Craig Johnson.....(626) 810-2281

Revenue & Benefits

Gene Morrill.....(818) 261-6009

Membership

Open

Government Affairs

Open

Chapter Rep

Open

Chapter Staff

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ASCCA State Contacts

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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/>

DISCLAIMER

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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.

Support our Chapter Sponsors:

