



## ASCCA Foothill Chapter 5

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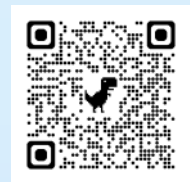
# JULY 2026

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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**

**JULY 2026**

## "The Drop"

Longtime shop owner and mentor Jack Scrafield, from North Hollywood Auto Repair, once described the customer drop off as the most important part of the business transaction.



"The drop" is where you get the customers "tone" and everything follows that. Maybe your returning customer just paid off a large tuition bill and wants to get the car a simple service today barring any safety issues. They do not want the normal bumper to bumper inspection. Most DVI systems now allow you to "not show" items that allow you to present a more condensed inspection. Then there are other, newer add on software systems that add AI to your inspection to enhance it.

The drop is where we present our last recommendations and our current ones, depending on mileage, and the "repair plan" that will follow.

The new customer may get a different presentation that promotes the shop, culture, and how we do business. Some of us prepare before with past recommendations, what we think is needed with a call the night before.

We all do it differently, and our next monthly meeting at Wards service will showcase just that. Bring the process you use, what works best for you, if it is tablet-based, old-school handwritten, or a combination, bring it in and share.

Remember ASCCA is all about shop owners helping shop owners.

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 JULY 7 FOR OUR MONTHLY DINNER MEETING

## Shop Night at Ward Service “Improving the Drop-off”

**Owners & Advisors: Come One, Come All.**

**See & share how the check-in and walk-around process works in different shops.**

**Electronic or paper, whatever works for you.**

**We will have samples printed with copies for you, and the walk-through process will be role-played.**

**Bring your ideas and participate to get the most out of this.**

**Or be the fly on the wall and learn.**

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

**“SHOP OWNERS HELPING SHOP OWNERS”**

**Dinner served at 6:00 - Program begins at 6:45**

**Two free dinners per Chapter 5 member;  
additional guests are \$20 each at the door.**

**As always, potential members are free.**

**When:**

Tuesday, July 7, 2026  
6:00 PM – Networking/Dinner  
6:45 PM – Program  
9:00 PM – Finish

**Where:**

Ward Service  
130 Railroad Ave.  
Monrovia, CA 91016  
Phone: (626) 792-2763

**Menu:**

Tacos

**Cost:**

- Two Free Dinners per Chapter 5 Member
- \$20 ea. for all others
- No Charge for Potential Chapter 5 Members

**RSVP on the Evite you received or, if you didn't get an Evite,  
RSVP to [ascca.05@gmail.com](mailto:ascca.05@gmail.com)**

If you were not at Junes meeting, you missed a good one. Mike Delacruz with Overdryve showed us how predictive software is here and will be in your shop soon. His company can guide your shop to smooth out those slow days. ([mike@overdryveinc.com](mailto:mike@overdryveinc.com))



## **DONUT 112 How to say YES to Mechanical Insurance and still make a profit.**

Far too often we let an unpleasant past experience derail a pleasant future. In other cases, we listen to the wailing of others.

This is all about setting the terms up front. This can work well if you screen customers, which we should all be doing anyway.

Rule #1: NEVER take in an extended warranty job for the 3rd owner of a European car, especially if they are new to your shop. They will lie to you because they bought the finest German Engineering which never breaks and they just got it, anyway. For those in the back looking out the window, this should be amplified very loudly.

Rule #2. Explain that no policy covers testing and inspection. That will be customer pay regardless of the outcome. Agree on a price in advance.

Rule #3. Explain that they will be lucky if you can get half the repair bill covered. The vehicle owner is responsible for the total bill. Whatever the policy ultimately pays will be the icing on the cake.

Rule #4. The car doesn't leave until the bill is paid in full. Delays may involve storage fees. No credit is issued by your shop whether it is the warranty company or the customer.

Rule #5. Obey all rules (That's the Barney Fife Rule).

It is your shop. It is your choice where to source parts. It is your choice how much to charge for labor and parts. Whatever the warranty company says is just fine, but it doesn't change the bill. In the event that warranty company gets disagreeable, the customer needs to be involved. Refer the company to their own customer to settle billing disputes. This will often cause the company to agree to pay more.

After you have a claim number and the estimate approved, you need to have a discussion with your customer. Advise them how much they will have to pay. Get approval and maybe even secure a deposit prior to commencing the work.

It is bad advice to shop owners to have a bill that far exceeds the value of the car. Many back lots of repair shops all across the country are packed with cars with large outstanding bills. These are often owned by people who never return phone calls. When that is the case, an advance deposit may make the car disappear before you touch a wrench to it.

If the warranty company wants to see the invoices for your parts, do not consider this a threat. It may be that they want to verify that you are really using the parts you claim to use and not something else. It's perfectly fine to black out your costs.

Every other aspect of this repair is exactly the same as it would be for any other customer or method of payment. After the work is completed, be sure you get paid in full before the car leaves. Some warranty companies are on shaky financial grounds themselves.

The warranty is not your circus and certainly not your monkey.

If you like this Donut, please hit share, as the entire industry needs to hear this.

Thanks for reading

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*Submitted by GeneMorrill*

# 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 \$\$ Serie #2 at Mjares			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 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	"Shop Culture" at Mjares		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 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				

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	SA training/ Location TBA			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	TBA	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	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		

- Monthly Chapter meetings
- Board meetings at 6:pm on Zoom. Come sit in. [Click HERE to join us.](#)
- Special Events

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



## Bonus Depreciation in 2026: What Small Businesses Need to Know

Bonus depreciation can be a big tax break for small businesses in 2026, but one detail matters more than ever: when you acquired the property.

In general, if your business bought qualifying property after January 19, 2025, and placed it in service in 2026, you can usually deduct 100% of the cost in the first year through bonus depreciation. If the property was acquired before January 20, 2025 and placed in service in 2026, the bonus depreciation rate is generally only 20%.

Qualified property usually includes business assets with a tax recovery period of 20 years or less, such as machinery, equipment, furniture, and certain vehicles. The property must generally be used in your business and must not fall into a category that is excluded from bonus depreciation.

One important difference between bonus depreciation and section 179 is that bonus depreciation is not limited by your business income and does not have the same annual dollar cap. Also, section 179 is applied first, and bonus depreciation applies after that to any remaining basis.

Business vehicles need special attention. Cars and light trucks may qualify for bonus depreciation, but the deduction is limited by the luxury auto rules. That means you usually cannot write off the full cost of a passenger vehicle in year one, even if it otherwise qualifies for 100% bonus depreciation. For passenger automobiles placed in service in 2026, the first-year depreciation limit is \$20,300 if bonus depreciation applies, compared with \$12,300 if it does not. The later-year limits continue to apply as well.

Vehicle business use also matters. If a vehicle is not used more than 50% for business, it may have to be depreciated more slowly under a different method, and bonus depreciation may not be allowed. If business use starts above 50% but later drops to 50% or less, part of the earlier tax benefit may have to be paid back through depreciation recapture.

The practical takeaway for small businesses is simple: in 2026, bonus depreciation is very favorable again for many assets, but you should confirm the acquisition date, the placed-in-service date, and whether any special limits apply. For most qualifying property acquired after January 19, 2025, a full first-year writeoff may be available. For vehicles, the benefit is still helpful, but annual deduction caps can significantly limit the amount you can claim right away.

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



**SEPTEMBER 11-13**

**2026 ASCCA ANNUAL TRAINING CONFERENCE IRVINE, CA**



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:



**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 <sup>nd</sup> Reg* (FR)	\$365	\$400
Member 3 <sup>rd</sup> Reg* (FR)	\$330	\$365
Non-Member (FR)	\$440	\$475
Non-Member 2 <sup>nd</sup> Reg*(FR)	\$405	\$440
Non-Member 3 <sup>rd</sup> 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](http://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](http://members.ascca.com/ap/Membership/Application/VLzd46pn)

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

**Invite all your vendors to join our annual sponsorship circles.  
All the information is on page [15](#)**

## 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, 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



# 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](mailto:asca.05@gmail.com)

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



## Chapter 5 Associate Members

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

## Thank you to our annual Chapter 5 Sponsors:



714-528-9600



(626) 440-9511



(909) 767-1681

## 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](mailto:shannon@fdissangabrielvalley.com)

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

Jack Molodanof (916) 447-0313; [jack@mgrco.org](mailto: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](mailto:info@xlcpas.com)

Super discounts on uniforms.

Robert Faulkenberry (303) 591-4102 [faulkenberryR@cintas.com](mailto: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.

## This is ELITE.

**Elite**  
PEOPLE. PRINCIPLES. GROWTH. RESULTS.

### 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](mailto: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**



The logo for Hawley Insurance Services features three vertical blue bars of varying heights on the left. A blue swoosh curves over the text. The text "Hawley Insurance Services" is in a serif font, with "Hawley" on the top line, "Insurance" on the second line, and "Services" on the third line.

# Hawley Insurance Services

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

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

License # 0G39707

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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



(909) 767-1681

**Elite**  
PEOPLE. PRINCIPLES. RESULTS.



**Glenda Y. Lang, CPA**

Partner



**X & L CPAs, LLP**

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# ASCCA Chapter 5 2026 Board of Directors

## Executive Board

**President.....Craig Johnson**  
 Phone..... (626) 810-2281  
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**Vice President.....Seiko Nagata**  
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**Secretary.....Steve Tomory**  
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**Treasurer.....Greg Lipp**  
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## Board of Directors

Gene Morrill .....(818) 261-6009  
 Robert Flores.....(310) 722-0842  
 Enrique Chavez.....(805) 636-4457

## 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** - Open

**Government Affairs** - Open

**Chapter Rep** - Open

## Chapter Staff

Administration & Membership .....Joseph Appler  
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 Text/Cell..... (818)482-0590  
 Email.....[asca.05@gmail.com](mailto:asca.05@gmail.com)

## Chapter Contact Information

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 Website: <http://www.ascca5.com>

## ASCCA State Contacts

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

### President

Jennifer Barizon ..... (650) 771-1703

### Executive Director

Gloria Peterson...(800) 810-4272 x104 or [GPeterson@amgroup.us](mailto:GPeterson@amgroup.us)

### Deputy Executive Director

Anne Mullinax.....(800) 810-4272 x116 or [AMullinax@amgroup.us](mailto:AMullinax@amgroup.us)

### Membership Services

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