



ASCCA Foothill Chapter 5
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www.ascca5.com

NOVEMBER 2025



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



PRESIDENT'S MESSAGE

NOVEMBER 2025

Happy Fall!

AAPEX/SEMA is going on in Las Vegas NOV 04 -7.

All the major players are there providing training and introducing us to the latest tooling.

NASTF has secured training, Scan tool availability from all the manufacturers including:

- Mercedes. Mercedes this week released their version of J2534.
- Nissan released their 2025 new scanner.
- Hyundai, Genesis, Kia scanner (factory scanner includes flashing) is available for free (you must pay shipping and be a member of NASTF-free) and you can update controllers and use factory tooling.
- All car makers have updated software and tooling. This information can be found at www.nastf.org

Join Dave Kusa, ASCCA's state president, at our next meeting on Nov. 04 at Mijares.

- He will discuss brand new laws in effect now that affect our shops.

On a somewhat related note, the state increased their dues \$1.67 per month (\$20.00/yr.) to cover increased operating expenses. Your chapter dues remain the same.

- If you pay your dues by the end of December, you'll get a \$25 discount which will more than compensate for the dues increase.

If you're not going to AAPEX/SEMA, please come to hear Dave Kusa at Mijares. Use the evite to RSVP.

Thank you.



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





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



Being a member of ASCCA Chapter 5 also makes you part of this great state-wide association.

Come and hear state president Dave Kusa. He will encourage you with what's going on statewide and challenge you to take advantage of all the benefits that are available.

Dave Kusa is the owner of Autotrend Auto Repair in Campbell. As a member of ASCCA since 2002, he has served at the chapter level and state level in almost all capacities. He is currently the State President and Chair of the Government Relations Committee as well as President of the Automotive Service Councils Education Foundation (ASCEF). He also is an industry speaker and trainer and business coach and consultant with the Automotive Coaching and Training Group for over 5 years working with shop owners in the Bay Area and Southern California.

The best part of our meeting is the networking: meet others and grow to a super star shop.

“SHOP OWNERS HELPING SHOP OWNERS”

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

**Primary regular and associate member is free;
all others are \$40/each at the door.**

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

When:

Tuesday, Nov. 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 5 Member
- No Charge for Potential Chapter 5 Members up to two times
- \$40 ea. for all others

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



Don't Be a Grinch...

Join us for our Christmas / Holiday Social

On Tuesday, December 2 , 6:30pm

At Domenico's in Monrovia

236 W. Huntington Drive, Monrovia, CA 91016

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

**Drinks are on your own with a no-host bar.
Let's finish the year together enjoying each
other's company.**



**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.**

ASCCA5 Christmas Social 2025



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

RSVP cutoff date is Tuesday, 11/25.

Oktoberfest Bowling

46 members, employees, friends and family enjoyed time together and competing for trophies.



Photos courtesy of Seiko Nagata

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			20 21 22			
23	24	25	Fly With the Eagles Seminar in Glendale			

March						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	SA training with John Eppstein at Mijares		13	14	15	
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

April						
S	M	T	W	T	F	S
		1	2	3	4	5
6	BAR at Mijares		10	Mikey B Seminar in Monrovia		
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
		3	4	5	6	7
	SA training #2 with John Eppstein at Mijares		10	11	12	13
	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
	New Customer Intake/ Drop-off process at Ward Service in Monrovia		11	12		
13	14	15	16	17	18	19
20	Board of Directors meeting on Zoom every 3rd Tuesday		24	25	26	
27			31			

August						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
	Insurance, cc processing & disability coverage at Mijares		15	16		
17	18	19	20	21	22	23
24	Board of Directors meeting on Zoom		28	29	30	
31						

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	ASCCA Annual Training Conference		
21	22	23	24	25	26	27
28	Board of Directors meeting on Zoom					

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		

November						
S	M	T	W	T	F	S
						1
				4	5	6
	Dave Kusa at Mijares		11	12	13	14
16	17	18	19	20	21	22
23	Board of Directors meeting on Zoom		27	28	29	
30						

December						
S	M	T	W	T	F	S
		2	3	4	5	6
	Christmas Social		9	10	11	12
14	15	16	17	18	19	20
21	Board of Directors meeting on Zoom...		25	26	27	
28	29	30	31			

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

DONUT 78 BAGGAGE

Our industry often seems to be its own worst enemy. There are far too many poorly run repair shop businesses out there.

I'm going to put this into two categories. The first is former techs who quit and start their own shops to escape poor management. The second is skilled managers who take advantage of techs on purpose. This involves a lot of dealerships.

I will address the first and explain that the ability to fix a car has NOTHING to do with the skills needed to run a business. Furthermore, it appears that the office seems to be at war with the shop.

Lack of understanding business principles is the baggage dragging down this industry. Principle #1—each shop minute has value, whether it gets sold or not. It should be the job of the office to organize processes to reduce waste. It should also be the duty of the office to SELL as much time as possible to captivate as much money as it can.

This means giving away labor effort is very bad practice. It doesn't matter if it is under scheduling, under billing or just being stupid. One example of stupid is not billing properly because "it doesn't apply to me because I pay my techs hourly wages." Really? How people are paid has nothing to do with how you bill for the services provided by your business.

Here are two quick examples.

The first is not billing for small items, like bulb replacement. For decades it has always been a menu priced item. .2 for a bulb replacement is common. Even worse is the old idea to NOT charge at all, with the rationale being that customers will somehow refer to their friends because of their gratitude over a freebie. Balderdash, Poppycock and Bullfeathers!

Bulbs are buried now. Many are a real job, involving a lot of labor. If you're not looking up labor times for bulbs, you're penalizing yourself. Many air filters are likewise not readily accessible. STOP giving stuff away.

The second example is cutting labor times when your tech is an expert. I know the book says 4 hours, but he knocked it out in an hour. I can't charge that much.

WHY NOT? How many years did it take that tech to learn to do it that fast? This is the number one reason you NEVER mention time or hours regarding job pricing or time of completion. The job costs \$XXXXX,xx. That is all. NEVER cut the time or the price when the tech completes the job quickly.

Here's the final part of this donut. The industry standard for labor gross profit is 70%. This means the tech gets 30% of the billed labor and the shop gets 70%. Stop complaining about how much a tech makes, the shop gets twice as much.

Let me repeat that: The shop DOESN'T GET twice the revenue that gets given away as a freebie. When labor is not properly billed or gets reduced the shop pays the heaviest penalty.

Technicians, when you complain about not getting paid for something, remind the people in the office that they are screwing the company more than they are penalizing the techs.

Thank you for reading, special thanks for sharing this message with every tech and shop owner you know. PRINT this donut and put it on every desk that needs to see it.

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Submitted by Gene Morrill

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



IRS Updates 2026 Tax Thresholds—Standard Deduction, §179, and More

- Standard deduction: Increased to \$32,200 for married filing joint (MFJ); \$24,150 HOH; and \$16,100 for single and married filing separate (MFS) taxpayers;
- Annual gift tax exclusion: The annual gift tax exclusion will remain \$19,000;
- IRC §179 current expense limitations: The dollar limit is increased to \$2,560,000 and the investment limit is increased to \$4,090,000;
- IRC §199A threshold and phase-in range amounts: The threshold is increased to \$201,750 (\$403,500 MFJ; \$201,775 MFS). The phase-in range amount is also increased to \$276,750 (\$553,500 MFJ; \$276,775 MFS); and

Excess business loss threshold: As a result of OBBBA's resetting of the inflation amounts, the threshold is decreased beginning with the 2026 tax year to \$256,000 (\$512,000 MFJ).

The retirement-related inflation adjustment figures are not included in Rev. Proc. 2025-32. These are announced separately, usually in November.

Reference: Rev. Proc. 2025-32: <https://www.irs.gov/pub/irs-drop/rp-25-32.pdf>

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

UPCOMING MEETINGS & EVENTS

**Dec 2 -Christmas social at Domenico's
in Monrovia**

2026

**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

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

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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
Mark Christopher Auto Center Member Since 2010	Joe Gomez	562-221-6273	jggomez@markchristopher.com
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Undercar Plus Member Since 2022	Blake Avelar	310-350-3083	blake@undercarplus.com
Van de Pol Petroleum Member Since 2003	Wes Powell	562-236-1000	wpowell@ineedoil.com

Thank you to our annual Chapter 5 Sponsors:



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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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Pasadena, CA 91104-2650
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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.

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

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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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 Gary Papirian.....(323) 255-5566
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Committee Chairs

Seminars & Programs - Seiko Nagata

Revenue & Benefits - Open

Membership - Gene Morrill

Government Affairs - Open

Chapter Rep - Open

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Find Everyone in the Government Whose Decisions Impact You

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

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ASCCA CODE OF ETHICS

1. To promote good will between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To perform high quality service at a fair and just price.
4. To employ the best skilled personnel obtainable.
5. To use only proven merchandise of high quality, distributed by reputable firms.
6. To itemize all parts and adjustments in the price charged for services rendered.
7. To retain all parts replaced for customer inspection, if so requested.
8. To uphold the high standards of our profession and always seek to correct any and all abuses within the automotive industry.
9. To uphold the integrity of all members.
10. To refrain from advertisement which is false or misleading or likely to confuse or deceive the customer.

Support our Chapter Sponsors:

