



# ASCCA

## Foothill Chapter 5

November 2017

### **President's Message:**

Hello everyone,

I hope that this November finds you well. Fall is here and the months are cooling off. Are you ready for the rain? Are you checking everyone's headlights? Do you have extra wipers in stock? Are you making sure the tires aren't bald? Now more than ever is the time of year to make sure your clients cars are safe and ready for the harsh winter, and hopefully, the rain coming this winter.

Having done this for many years now, and having spent time with many of you who've done it for many more years than me, I'm really looking forward to next month's meeting. Mitch Schneider, who was born and raised in this industry for many years, has recently retired, and he is offered to come and share with us some of his knowledge. I've met Mitch many times, and I've always been struck by his insight and understanding of this business. I look very much forward to spending another evening with him on Tuesday November 7th. I hope to see all of you there.

I want to announce that coming back this December is our Charity Casino Night Christmas Party and Fundraiser. We will once again be having quite the party at the Oak Tree Room in Arcadia on Saturday December 2nd at 6pm. Remember to RSVP early as spaces are limited and we always sell out.

See you all soon.

**Darren L. Gilbert**  
**Gilbert Motor Service**  
**626-282-0644**  
**Alhambra, CA**  
**President ASCCA Chapter 5**



**UPCOMING MEETINGS & EVENTS**  
**November 7– Mitch Schneider at Mijares Mexican Restaurant**

**Dec 2 - Christmas Party at Oak Tree Lounge**

# *ASCCA Chapter 5 Christmas Party*

*You're Invited!*

*Dinner "Dancing" Casino Night*

*Saturday, December 2<sup>nd</sup>, 2017 6pm*

*Oak Tree Room (adjacent to Coco's)*

*1150 Colorado Blvd., Arcadia, CA 91007*

*(At the corner of Colorado and Michillinda)*

*Reserve your tickets now (626) 296-6961 or [asca.05@gmail.com](mailto:asca.05@gmail.com)*

*\$50 per person - Seating is limited*



*Casino fundraiser and Raffle to Benefit  
Five Acres and McKinley Children's Center*

*Sponsored by*

*Hawley Insurance Services and High Point Distributing*

*Don't miss the event of the season.*

*We only have room for 50 so sign up today*

*Great Raffle Prizes.*

*This event is open to friends, family, clients and staff*

*RSVP Now, 626-296-6961  
[asca.05@gmail.com](mailto:asca.05@gmail.com)*

## Don't miss our November Speaker: Mitch Schneider

*With decades of experience as a tech, shop owner, consultant, entrepreneur, and journalist, Mitch will challenge our thinking and engage us in some lively discussion.*

### **Mitchell J. Schneider**

Technician/Consultant/Entrepreneur/Journalist



Mitch Schneider is a fourth generation "mechanic/technician" recognized as a champion of service dealer and technician causes.

### **Industry Consultant**

Schneider is a frequent speaker at major conventions and meetings of automotive industry trade organizations, where he addresses the challenges and problems affecting the automotive service industry and has keynoted or presented for some of the nation's most successful automotive organizations.

### **Publishing**

Schneider, an award-winning journalist, is a regular contributor and Senior Contributing Editor for **10 Missions Publishing** appearing in **Ratchet + Wrench** magazine. Online, his columns can be found on **RatchetandWrench.com**. Mitch covers the experiences shared by service technicians, garage owners and consumers in today's rapidly changing automotive service environment and provides commentary on the evolving relationship between service dealers, jobbers, warehouse distributors and manufacturers.

Mitch is also the author of an eight-volume Automotive Service Management Series published by Cengage Learning.

### **Schneider's Automotive**

For more than 37 years, Schneider operated Schneider's Automotive -- a successful 6-bay, family-owned and operated service facility in Simi Valley, Calif. Schneider's Automotive has won recognition throughout the area, including being twice ranked among *Los Angeles* magazine's annual list of 100 best repair facilities (even though Schneider's Automotive is not in Los Angeles).

Schneider's Automotive was recently sold.

### **Current Projects**

Mr. Schneider served as the first Director of the Car Care Professionals (CCPN), a segment of the AAIA, the Automotive Aftermarket Industry Association and is the president and founder of **Mitch Schneider's Future-Tech**, a service company specializing in management education and training for automotive service dealers, jobbers, warehouse distribution companies and manufacturers and has shared his knowledge and insight with the automotive aftermarket since 1984.



Educational Seminars Institute  
Automotive Management Specialists

# Professional Business Development

## 2017 Southern California Schedule

9 am to 12 pm unless noted otherwise

January 28	Monrovia	<b>Success or Struggle You Decide!</b>	Ever wonder why some businesses are always packed, and making money while others seem to struggle? This class will outline the 4 major differences in owner/manager thought process or stages in business and how they affect the business! THIS IS NOT JUST FOR SHOP OWNERS, this class applies to everyone in leadership roles!	ENTIRE STAFF
February 11	Monrovia	<b>Profit Structuring and Business Analysis</b>	This Seminar will be covering these important topics: Reading & Understanding your Profit & Loss Statements. How to Determine Your True Cost of Being Open. We'll show you how to determine your Labor Rate. Determine what you are actually Charging Per Hour. Production and how it Affects Profit.	OWNERS/ Managers
April 1	Monrovia	<b>Extreme Communication *New for 2017</b>	Maylan will discuss having those conversations you dread with employees, partners, vendors and family members. Although these conversations need to take place most of us avoid them! Gain some new tools to help you deal with these difficult conversations, turn confrontations into conversations that improve your business and lower your stress and make you a better leader.	ENTIRE STAFF
June 3	Monrovia	<b>Convert the Price Driven Customer</b>	This is one of our most popular classes adapted and rewritten to better look at what it takes to change the price or commodity driven customer into a value driven one. This class will look at the differences and why most customers need to be better educated to be able to understand the difference.	OWNERS/ MANAGERS/ SALES STAFF
July 22	Monrovia	<b>Successful Self-Managing Teams</b>	You don't want to be an integral daily part of your business? Tired of being the "Shell answer man" or woman? Then a self-managing team is the way to go. Join us as we look at what makes a good team develop, and what can give you better results with your self-managing team.	ENTIRE Staff
September 30	Monrovia	<b>Planning Your Businesses Future- It Pays to Plan Ahead!!</b>	If you're not planning for tomorrow, how do you know what you'll need to succeed in business? Join us for a high powered planning session that will include how to build, how to track, and monitor a good plan for your business.	ENTIRE STAFF
<b>Date Change: November 4</b>	Monrovia	<b>10 Critical Steps to Financial Freedom</b>	Where has all the money gone? "Good question" you say? This is that one ABSOLUTELY, POSITIVELY WITHOUT A DOUBT, MUST HAVE class of the year. Without this class you may be making financial decisions without correct information. Or more simply put...winging it! Follow along as we look at Budgets, Financial Structuring and Hourly Rates based on your successes.	ENTIRE STAFF
December 2	Monrovia	<b>What is Good Leadership?</b>	Join Maylan and Team ESI as we take you through the steps to becoming a good leader while avoiding the pitfalls of the wrong moves.	OWNERS/ MANAGERS/ SALES STAFF

### Court Yard Marriott

700 West Huntington Drive, Monrovia, CA 91016  
(626) 357-5211

Educational Seminars Institute 805-526-3039 www.esiseminars.com Maylan@esiseminars.com

Remember, as a member of ASCCA, you pay only \$95 instead of the regular price of \$149.95 per class. To register with your discount, click [HERE](#), click on the class you are registering for and enter promo code **ASCCAESI** for your member discount. As a Chapter 5 member, you also qualify for a \$50 rebate after you complete the class, making your final cost only \$45! **The next class is December 2, so register now!**

# Tax & Business Tips from Norm Blieden, CPA

## Year-end tax checklist

As the year draws to a close, there are several tax-saving ideas you should consider. Use this checklist to make sure you don't miss an opportunity before the year is out.

- **Retirement distributions and contributions.** Make final contributions to your qualified retirement plan, and take any required minimum distributions from your retirement accounts. The penalty for not taking minimum distributions can be high.
- **Investment management.** Rebalance your investment portfolio, and take any final investment gains and losses. Capital losses can be used to net against your capital gains. You can also take up to \$3,000 of capital losses in excess of capital gains each year and use it to lower your ordinary income.
- **Last-minute charitable giving.** Make a late-year charitable donation. Even better, make the donation with appreciated stock you've owned more than a year. You can often make a larger donation – and get a larger deduction – without paying capital gains taxes.
- **Noncash contribution opportunity.** Gather up noncash items for donation, document the items and give those in good condition to your favorite charity. Make sure you get a receipt from the charity, and take a photo of the items donated just in case.
- **Gifts to dependents and others.** You may provide gifts to an individual tax-free of up to \$14,000 per year in total. Remember that all gifts given (birthdays, holidays, etc.) count toward the total.
- **Organize records now.** Start collecting and organizing your end-of-year tax records. Estimate your tax liability and make any required estimated tax payments.

## The Equifax breach and you: be proactive

Earlier this year, hackers were able to breach the security of Equifax, one of the three national credit reporting agencies. More than 143 million Americans – nearly half the entire country – were exposed to the attack, and may have had their personal information stolen (including names and birthdates, and Social Security and driver's license numbers).

Equifax is still determining exactly whose data has been exposed. While you wait to find out, it's worth taking a few proactive steps to make sure your info isn't misused by hackers.

- 1. Start checking.** Visit Equifax's website at [www.equifaxsecurity2017.com](http://www.equifaxsecurity2017.com) and enter your last name and last six digits of your Social Security number. The site will tell you whether it's likely or not your data has been exposed, and put you on a list to get more information. You can also sign up for a year's worth of free credit monitoring.
- 2. Watch your statements.** Start checking your credit card statements, and pay special attention to cards you don't use often. The initial reports from the breach were that hackers may have been making charges on underused cards.
- 3. Check your credit reports.** You can look for suspicious items on your reports, such as new accounts being opened in your name, at all three credit report agencies: Equifax, Experian and TransUnion. Free annual reports are available at [www.annualcreditreport.com](http://www.annualcreditreport.com). You may want to stagger your use of the reports to one from each agency every four months. More frequent checks will cost you a small fee.
- 4. Freeze your credit.** If you suspect you may become a victim of identity theft, you can place a credit freeze on your profile at each of the three credit reporting agencies. This stops new accounts from being opened in your name. Note that you'll have to unfreeze your accounts if you want to apply for new loans or make your credit accessible for things such as job applications.
- 5. File your taxes early.** One of the most common ways identity thieves use your information is to try to claim a tax refund with your data. This was the most common scam in 2016, according to the Better Business Bureau. If you file your tax return as early as possible, you shut down this opportunity for any would-be thieves.

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## 6 must-dos when you donate to charity

Donations are a great way to give to a deserving charity, and they also give back in the form of a tax deduction. Unfortunately, charitable donations are under scrutiny by the IRS, and many donations without adequate documentation are being rejected. Here are six things you need to do to ensure your charitable donation will be tax-deductible:

- 1. Make sure your charity is eligible.** Only donations to qualified charitable organizations registered with the IRS are tax-deductible. You can confirm an organization qualifies by calling the IRS at (877) 829-5500 or visiting the IRS website.
- 2. Itemize.** You must itemize your deductions using Schedule A in order to take a deduction for a contribution. If you're going to itemize your return to take advantage of charitable deductions, it also makes sense to look for other itemized deductions. These include state and local taxes, real estate taxes, home mortgage interest and eligible medical expenses over a certain threshold.
- 3. Get receipts.** Get receipts for your deductible contributions. Receipts are not filed with your tax return but must be kept with your tax records. You must get the receipt at the time of the donation or the IRS may not allow the deduction.
- 4. Pay attention to the calendar.** Contributions are deductible in the year they are made. To be deductible in 2017, contributions must be made by Dec. 31, although there *is* an exception. Contributions made by credit card are deductible even if you don't pay off the charge until the following year, as long as the contribution is reported on your credit card statement by Dec. 31. Similarly, contribution checks written before Dec. 31 are deductible in the year written, even if the check is not cashed until the following year.
- 5. Take extra steps for noncash donations.** You can make a contribution of clothing or items around the home you no longer use. If you decide to make one of these noncash contributions, it is up to *you* to determine the value of the contribution. However, many charities provide a donation value guide to help you determine the value of your contribution. Your donated items must be in good or better condition and you should receive a receipt from the charitable organization for your donations. If your noncash contributions are greater than \$500, you must file a Form 8283 to provide additional information to the IRS about your contribution. For noncash donations greater than \$5,000, you must also get an independent appraisal to certify the worth of the items.
- 6. Keep track of mileage.** If you drive for charitable purposes, this mileage can be deductible as well. For example, miles driven to deliver meals to the elderly, to be a volunteer coach or to transport others to and from a charitable event, can be deducted at 14 cents per mile. A log of the mileage must be maintained to substantiate your charitable driving.

Remember, charitable giving can be a valuable tax deduction – but only if you take the right steps.

*This newsletter provides business, financial and tax information to clients and friends of our firm. This general information should not be acted upon without first determining its application to your specific situation. For further details on any article, please contact Norm Blieden (626)-440-9511.*

### **DISCLAIMER**

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# Traits Of A Successful Small-Business Owner: What It Takes To Bring Your Shop From Its Current State To Your ‘Ideal Scene’

## Skip Thompson

I didn't know much about running a business when my partner and I opened our first automotive repair shop in 1997. One day I was a technician, the next day I was an owner responsible for the entire shop and its profitability. I just figured that I could work hard and put a lot of hours in and everything else would fall into place. That notion was far from reality.

There are a lot of comparable shops in my area with four to 10 bays, so a big challenge for me then, and even now, is car count. I remember purchasing all of the necessary equipment, setting up the shop and then just staring at the phone, waiting for new customers to come to us. When you are starting a shop from scratch, it's hard to make the phone ring.

Fifteen years later, I sold my portion of the partnership and, later, I independently purchased an existing shop. It was the first of my current two locations, Levrett Transmission and Allen Automotive. The phones were already ringing, so that part of running a small business was easier, but there were still so many moving pieces involved in making it successful.

The major difference between being that struggling shop owner that I was 20 years ago and being the multi-shop owner that I am today is that I now know how to handle the adversity. I have a consultant who helps me set appropriate goals and provides me with the tools I need to properly market my business and hire the right people for my team.

I'd love to say that success can be achieved overnight, and if you just fix problem A and problem B your shop could run itself. But, the truth is, the secret to success is found in all of the little things. You have to constantly be on top of the details.

### **If you think you can't afford something that will propel your business, chances are, you probably can't afford not to purchase it.**

The turning point for me was the realization that I couldn't always work in the shop if I wanted to work "on" my business. This is why hiring people with the right personalities and having a management coach/consultant in your corner is critical to continued success. It's so much easier to delegate with faith and trust.

Looking back, the biggest regret in how I ran my business was this thought: "I couldn't afford it." I wish I hadn't been afraid to employ higher-quality people. Hiring a \$25/hour tech wasn't an option because I was struggling, so instead I brought on less experienced staff and got what I paid for. I learned quickly that one bad employee can throw your entire business off track. As soon as I took the risk and made the change to hiring more qualified techs, my business instantly brought in more money.

### **Put yourself in your customers' shoes and deliver quality service.**

My customers are the lifeblood of my businesses. To retain them, I have continuously delivered excellent service. I know that I can't ever fall short of that expectation. In order to keep service at the highest possible standard, I look at my shop and my staff from a customer's perspective. This helps me enforce the right policies to ensure cleanliness, accuracy and consistency. Good service keeps the customers happy. When they are happy, they want to refer others to us.

In order to really see what's going on in your shop, you need to remove yourself. But, you can't just hire a service advisor and hope for the best. You need to spend time on formal training to bring that person to the point where they feel completely confident in their position.

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# Workforce Development: Technicians Needed!

Kyle Holt

It's no secret that in the automotive industry today, businesses are struggling to find skilled workers. Repair businesses often find themselves competing with each other for the same technicians, and also with other industry segments such as dealerships, collision repair, heavy-duty/diesel, etc. Many do not have a plan in place for the future.

“Poaching” employees away from competitors is a common recruiting strategy in collision repair. Although this practice is not going away, it's a short-sighted fix for a long-term problem. Shop A poaches from Shop B, so Shop B poaches from Shop C ... and you can be sure that Shop C is going to poach from Shop A. It's musical chairs with an aging population of technicians. Now is the time to start (or continue) to look at other strategies available that are way more effective.

## **Mentoring Program**

One such strategy is a mentoring program. Workplace mentoring programs offer an opportunity for skilled technicians (mentors) in your company to share their expertise and experience with a less experienced person (the mentee) in order to put them on a fast track to competency in a new career. With proper management and a thoughtful approach, your shop can reap some serious benefits from an “earn-and-learn” approach.

## **Benefits**

When thinking about mentoring programs, here are some helpful questions to ask:

- Is your shop having difficulty attracting people to fill your open positions?
- Are you unable to find workers with the right skill set?
- Is your turnover rate high?
- Are you concerned that a number of your current employees will be retiring or leaving soon?
- Do you have positions requiring skills that can be learned on the job?

Odds are, you've answered “yes” to more than one of these questions.

Mentoring programs are a centuries-old, proven approach for companies to recruit, train and retain employees. They allow you to “grow your own” through a sustainable approach to recruiting because they can help ensure a company's long-term survival. By training and preparing new employees for difficult-to-fill positions, mentoring programs can help propel your shop into a more prosperous future.

Mentoring programs renew a company's energy, while employing mentees with authentic workplace skills and a tangible career path. Mentoring provides key stepping stones for companies to invest in and develop talent, while expanding in an increasingly competitive economic environment. Want a serious recruiting edge? Mentoring programs send a clear message to job seekers that your company invests in quality training, intentionally develops the strengths and skills of its employees, and puts the right tools and processes in place to see employees learn and advance.

Other measurable results include:

- Building a pipeline of skilled employees trained in your company's ways of doing business.
- Mentees learn faster, which reduces the time required to achieve on-the-job competency.
- Soft-skills development, including improved employee engagement, greater problem-solving ability, flexibility to perform a variety of tasks, and a reduced need for supervision.
- Experienced employees, as mentors, build new management and leadership skills. Also, many mentors feel a renewed sense of energy and commitment to their jobs.
- Mentoring programs build professional connections and relationships across the company. The cooperation and increased communication among participants can lead to a more positive work environment.
- Well-trained mentees often make great managers and mentors in the future.

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**Excerpt from a thread on TeamTalk on how to get good techs. If you don't read TeamTalk, you are missing an important benefit of membership in ASCCA.**

**From:** [asc-teamtalk@googlegroups.com](mailto:asc-teamtalk@googlegroups.com) [<mailto:asc-teamtalk@googlegroups.com>] **On Behalf Of** Dave Newkirk  
**Sent:** Monday, October 02, 2017 4:26 PM  
**To:** [asc-teamtalk@googlegroups.com](mailto:asc-teamtalk@googlegroups.com)  
**Subject:** RE: [TeamTalk] Recruiting new techs

Greetings,

Grow your own has always worked best for us. Almost all leave at some point, but we are not in people ownership. We are in people development. If we benefit each other for a short time or a long time, so it is. Not to say a long time cannot be a great thing. Our lead tech has been here 30 years, and it has been, and is today a great thing. For all intents and purposes, he is Hontech, or how we envision it should go. Now we are starting to design his next career.

Build an apprentice a ladder to success and it will benefit all (him, your shop, the industry), whether he stays with you in the long term or not...the behavior you reward is the behavior you get.

We built our apprentice program around the following:

- Start at your community college: they are there to learn, in the mode, motivated to some degree, many ex-military with great skill sets to boot, and apparently like cars as well
- A good base pay: not minimum but not double minimum either
- Working on a 2 year degree (not a vocational certification): mandatory/ongoing/sunset clause/better pay when completed
- ASE certifications: mandatory/ongoing/better pay upon certification
- Tools acquisition: we supply a new Snap On roll cart, build the tool set as skills grow (about \$6500.00 total), and upon completion of the two year degree and 8 basic ASEs, they are his/hers (provided they are meeting the other requirements of course). Now they should be performing/earning above minimum wage requirement rates.
- Mentoring: Give good oversight, leadership, let them work and follow up, compensate the mentor as well based on billed hours the apprentice generates.
- Performance: Minimum standard, reward exemplary performance, etc.
- Punctuality/professionalism: mandatory
- Extraordinary achievements: Throw a chit out there...movie/concert tickets, tool gift card, an extra day off, etc.

You can have anything you want...you just have to help as many others as possible get what they want. ;)

Sincerely,

Dave Newkirk  
Hontech Automotive, Inc.  
4033 30th Street  
San Diego, CA 92104

619-563-6200  
[dnewkirk@hontech.com](mailto:dnewkirk@hontech.com)

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## **Know the difference between short-term and long-term goals. Then, hit your goals.**

As a rule of thumb, I always aim to achieve more than I did in the previous year, focusing on last year's numbers and the growth range. I know how many cars we worked on, the ticket average and the total hours billed. This helps me determine our short-term goals with the realization that my team is an integral part of achieving these goals.

I like to keep things interesting so that my staff stays motivated. Currently, I am running a monthly contest that extends to the end of this year. I set a target for combined sales for both shops at a certain gross profit margin. If they hit their goal, we'll all go go-karting. The employees love doing things like this and it helps boost team spirit.

As for long-term goals, my plan is to keep growing. It's exhilarating to constantly hit set targets, and my shops now each average about 6- to 10-percent growth per year. Within the next year, I'm planning to add a third shop, and within five years, I'll add a fourth. In 10 years, I would like to sell them all.

Right now, my job is to focus on being a shop owner. I have my staff trained to the point where they can run the shop without me the way that I would run it. That allows me to just help out where needed. On some days, I'm in the back office. A lot of the time, I socialize with customers and drive them around. I take two big vacations per year, and I leave town quite a bit. I can go into work late and leave early. I have free time to spend with my family and I never miss my kids' lacrosse games. Having the right team in place and empowering them to make good business decisions in my absence allows me to have this freedom. This is my "ideal scene."

*Used with permission of Babcox Publications and ShopOwnerMag.com*

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## **It Just Makes Sense**

Consider these numbers: 50 percent of automotive industry technicians are over the age of 50, according to the U.S. Department of Labor. In addition, baby boomer retirees will take with them a massive quantity of workplace skills, knowledge and experience out of the workforce in the next 10 years, according to the Society for Human Resource Management. In 2016, 62 percent of Fortune 1000 companies believe future retirements will result in skilled-labor shortages over the next five years, and only 15 percent of these organizations believe they have enough qualified successors for key positions. The time is now.

In 2014, President Barack Obama set out to double the number of apprenticeships/mentorships to 750,000 by the end of 2018. In 2016, the half-million mark was passed. The payoff for workers is clear: 91 percent of apprentices/mentees find employment after completing their program. Because of these positive results, the U.S. Department of Labor has invested \$265 million since 2015 to expand these types of programs. Many states are increasing funding for technical assistance, tax credits to employers, and career and technical training to prepare students for their careers. Opportunities are available if you look!

## **The Players**

There are three main roles in a workplace mentoring program, and it's important for all of the players to see and appreciate the benefits of a program:

- The mentee (also referred to as apprentice, intern or trainee) is the person in the learning role.
  - The mentor shares knowledge and experience with the mentee, helping him or her gain important on-the-job skills and capabilities.
  - The program manager manages the program, as well as the relationship between and mentors and mentees.
- In future columns, we'll discuss each of these roles and how they fit into a successful mentoring program that you can establish in your shop.

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# ASCCA Foothill Chapter 5 Member Benefits

**In addition to the State-wide benefits shown in the “ASCCA Advantage,” these are additional benefits available to Chapter 5 members.**

- 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 and our Seminar Committee Chair, Raul Salgado of Raul's Auto Repair in Azusa and Covina, keeps us informed on seminars on business management and technical subjects for our shop owner members and their technicians. Cost is minimal and sometimes free. This is a tremendous member benefit for you and your employees! Give Raul your ideas and suggestions for seminars & we will try to schedule the seminars you want. (626) 339-7566
- 5. MONTHLY & QUARTERLY 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. Once a quarter you'll receive the newsletter from the State Association Office.
- 6. THE FOOTHILL CHAPTER WEBSITE.** This Foothill Chapter website at <http://www.asc5.com/> lists members by city. It also lists upcoming seminars and meetings. Contact Joseph Appler at [ascca.05@gmail.com](mailto:ascca.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 [ascca.05@gmail.com](mailto:ascca.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](mailto:gilbertmotors@yahoo.com) for more information.
- 9. CHAPTER SOCIALS.** Our Socials Chairman, Jack Scrafield (818) 769-2334, 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. Jack would like to hear from you with your suggestions for future social events.
- 10. ASCCA NET PRESENCE.** ASCCA has established a home page at <http://www.ascca.com/> The ASC web page has three target audiences: 1) ASC 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 ASC members can learn more about the advantages of being an ASC member; and 3) California consumers looking for honest, reputable repair facilities can find a list of ASC members quickly and easily on the ASC web pages. All ASC members statewide are listed. Soon, your shop website will be able to have a link on the State site.
- 11. FREE CPA CONSULTS.** All ASCCA Chapter 5 members are entitled to a half-hour of free telephone consultation each month from chapter member Norm Blieden, CPA. The service is not limited to shop business though Norm has extensive experience in shop-related matters. This member benefit can save you a ton of money and a lot of headaches. Call Norm 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 [ascca.05@gmail.com](mailto:ascca.05@gmail.com) or 626-296-6961.**

# The ASCCA Advantage

The ASCCA Advantage provides a comprehensive summary of the value of ASCCA membership. We are proud to be able to offer a number of discounts and intangible benefits that are uniquely provided by our association. Please review the following benefit categories and be sure to make the ASCCA Advantage your first stop when looking for products and services you can trust.

## Endorsed Vendors and the Value They Bring to Us

### INSURANCE & LEGAL SERVICES

- EE & MB ASC Insurance Services** – Includes an enrollment discount of \$100. Customer Service (866) 923.7767, [www.armstrongprofessional.com](http://www.armstrongprofessional.com)
- EE & MB CoreMark Insurance Services** – Competitive dental & vision plans exclusively available to ASCCA members. Mat Nabity, (916) 286.0918, [mnabity@coremarkins.com](mailto:mnabity@coremarkins.com)
- MB FREE LEGAL Service** – 30 minutes of free legal advice per month for all ASCCA members. Jack Molodanof (916) 447.0313, [jack@mgrco.org](mailto:jack@mgrco.org), [www.mgrco.org](http://www.mgrco.org).

### EDUCATION PROVIDER

- CP & MB CompuTrek** – Automotive Coaching & Training with PROVEN automotive system solutions coupled with implementation & accountability coaching, of individuals & teams, typically yields \$200,000+ in NEW GP Dollars in 12 months! ASCCA Members will receive a complimentary, Level 1 Business Evaluation. Purchase of a full Stage One Training Package includes your next year's annual ASCCA Dues! Dave Schedin, (800) 385.0724, [dave@computreksystems.com](mailto:dave@computreksystems.com)
- CP & MB Educational Seminars Institute (ESI)** – Since 1984 ESI has been the forerunner in providing the independent repair shop with up-to-date full-facility training for the management team and personnel. ASCCA Members have exclusive access to discounted training courses as well as 30 minutes free business consulting advice per month. ESI services include personal coaching and consulting, service writer's school of America, educational programs and temporary fill-in service writer services. Contact Maylan Newton (866) 526.3039, [maylan@esiseminars.com](mailto:maylan@esiseminars.com). Proud ASCCA members for over 30 years.
- MB Motor Age Training** – 25% discount on all ASE exam study guides. James Hwang (310) 857.7633

### MERCHANT SERVICES

- EE, CP & MB Digital Financial Group (DFG)** – Credit card processing company. DFG pays \$350 for each ASCCA members state dues annually. Special member only rates. Call us for a free no obligation consultation. David Cherney and Shannon Devery (877) 326.2799

### SOFTWARE PROVIDERS

- CP Autotextme** – A comprehensive, cloud-based tool that offers simple solutions for workflow management, improved communications, digital vehicle inspections, and quality control. [autotext.me](http://autotext.me) was created by Chris Cloutier of Golden Rule Auto Care to solve communication gaps that cause workflow delays and waste valuable rack time. Because [autotext.me](http://autotext.me) is created and developed by a shop owner, the company is uniquely positioned to understand what owners and shops go through and their need for continual process improvement. [autotext.me](http://autotext.me) has been proven to be an easy-to-implement, timesaving solution to common industry problems and is available to benefit all shop owners. Chris Cloutier (469) 546.5725, [chris@autotextme.com](mailto:chris@autotextme.com)

- MB Identifix** – Members receive a promotional price for online diagnostic tool and telephone diagnostic services. Customer Service (800) 997.1674

- CP & MB Shop-Ware** – The New Standard in Shop Management. 100% cloud-based on any device. Take your shop fully digital and 100% paperless. Scott Alton at (415) 890.0906 x106, [contact\\_us@shop-ware.com](mailto:contact_us@shop-ware.com). Ask for a special ASCCA member rate.

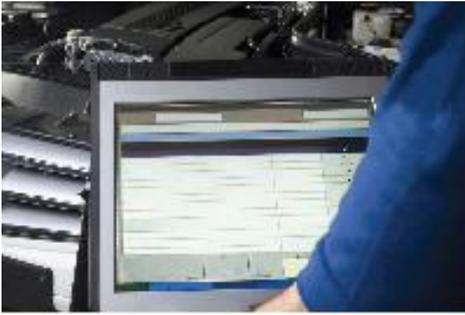
### UNIFORM SERVICES

- EE & MB G&K Services** – Nationally recognized supplier of customer and employee apparel with special ASCCA pricing. Thomas Dunne (619) 399.6078, [DunneT@Cintas.com](mailto:DunneT@Cintas.com)

### INTERNET MARKETING, WEBSITE DESIGN & SEARCH ENGINE OPTIMIZATION SERVICES

- CP & MB Broadly** – Through internet marketing, Broadly gets great customer reviews on Google, Facebook, and other review sites. ASCCA members get a FREE account set-up (valued at \$200). Call (800) 693.1089, write [marketing@broadly.com](mailto:marketing@broadly.com) or visit [www.broadly.com](http://www.broadly.com)
- CP & MB Kukui Corporation** – The Kukui All in One Success Platform is combined solution of custom online marketing tools, websites designed for higher conversion rates, customer relation management, search engine marketing, email marketing and customer retention, and revenue tracking tools. The Kukui solution empowers each of Kukui's clients with quantitative data showing their return on investment, the number of new clients based on their POS system, statistics revealing their customer retention rate, and areas to improve their business through the tracking of phone

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calls, appointment forms, and feedback from customer reviews. ASCCA members receive special pricing on custom website designs.

Todd Westerlund (925) 980.8012, [Todd@kukui.com](mailto:Todd@kukui.com),  
Patrick Egan (805) 259.3679, [Patrick@kukui.com](mailto:Patrick@kukui.com), [www.kukui.com](http://www.kukui.com)

**CP & MB Repair Pal** – Join the nation's largest network of elite auto repair shops. RepairPal independently certifies auto repair shops nationwide for superior training, quality tools, fair pricing, and a minimum 12-month/12,000 mile warranty. Our website gets millions of visitors each month from Google searching for "car repair estimate" and other phrases. In turn, each of our shops gets 8-10 new customer contacts per month, with an average repair order over \$500. We also get shops additional business through our partner program, CarMax, The Warranty Group, and USAA.

Russell Miller, [rmiller@repairpal.com](mailto:rmiller@repairpal.com), [www.repairpal.com](http://www.repairpal.com)

## INDUSTRY NETWORKING WITH TOP AUTOMOTIVE TECHNICIANS

**MB IATN** – The International Automotive Technicians Network (IATN) is the world's first and largest online network of automotive service industry professionals providing resources to members worldwide. ASCCA members enjoy a \$9-per-month discount off of the regular price of IATN Business+ premium membership. (Regularly \$45-per-month, ASCCA members \$36/month). This membership provides your shop with up to 5 premium access accounts, free job ad postings, a private forum for your shop and unlimited access to the IATN Knowledge Base allowing one to perform research within IATN's databases of in-use industry knowledge collected over the past 20+ years. Scott Brown, (714) 257.1335 x3807 or cell (909) 257-9497, [scott@iatn.net](mailto:scott@iatn.net), [www.iatn.net](http://www.iatn.net)

## CUSTOMER COMMUNICATIONS PROGRAMS

**CP & MB Mudlick Mail** – Exclusive ASCCA member rates for direct mail marketing. Our affordable rates include creative design, custom mail lists, quality printing, and mailing service. Contact us today for a **FREE custom leads list**. No contracts or commitments.  
Reed Parker, (855) 968.9467, [info@mudlickmail.com](mailto:info@mudlickmail.com)

## BUSINESS SUPPLIES, EQUIPMENT & SERVICES

**MB ACA** – Access to Auto Care Association's publications, the Aftermarket Insider and the ACA Capitol Report, as well as member discounts on ACA publications and events. Call to see how you can save up to \$600 a year.  
[kathleen.schmatz@autocare.org](mailto:kathleen.schmatz@autocare.org), (301) 654.6664

**CP & MB Automotive Electronics Services, Inc (AESwave)** specializes in sales and support of automotive diagnostic equipment. Each day, thousands of technicians, educators, trainers, engineers, and technical writers use products and strategies developed at AESwave.

Carlos Menchu, Toll Free (877) 351.9573, [info@aeswave.com](mailto:info@aeswave.com),  
[www.aeswave.com](http://www.aeswave.com)

**CP & MB AutoZone** – This partnership provides Platinum level membership pricing, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more!  
Jim Gray, (704) 301.1500, [jim.gray@autozone.com](mailto:jim.gray@autozone.com)

**MB BG Products** – Provides maintenance services, equipment, training & consumer education materials. Eric Waln (949) 337.2484 / Eric Elbert (805) 490.6080, [EricE@petrospecsBG.com](mailto:EricE@petrospecsBG.com), [www.petrospecsinc.com](http://www.petrospecsinc.com).

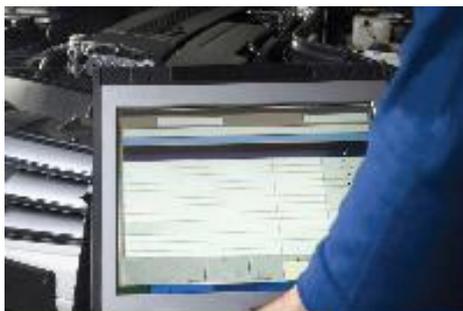
**CP & MB BP/Castrol** – An innovative company that markets high-performance engine oils and business-building programs directly to independent workshop owners. For over 23 years, Castrol has been the only major marketer to manufacture its own premium, custom-made additives for its leading passenger car motor oils. They use the best combination of components rather than rely on commercial engine oil additive packages. Their patented, multi-functional additives combat against engine deposit build-up. Contact Castrol at (310) 699.5212 or [Mackenzie.Merz@BP.com](mailto:Mackenzie.Merz@BP.com), <http://bit.ly/2qsuKiQ>.

**MB Hertz Rental** – A 10% discount off Hertz Daily Member Benefit Rates, a 10% discount off Hertz U.S. Standard Rates, and 5% or greater discount off Hertz Leisure Rates.  
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**MB HotelStorm** – Savings of 10-55% over other online travel agencies from thousands of hotels worldwide. Visit [hotelstorm.com/ascca](http://hotelstorm.com/ascca) and use password Auto 1234 to get your discount.  
[concierge@hotelstorm.com](mailto:concierge@hotelstorm.com), [www.hotelstorm.com/ascca](http://www.hotelstorm.com/ascca)

**CP & MB LKQ Corporation** – LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines.  
Sean Lawson, (661) 301.6014, [SLawson@LKQCORP.com](mailto:SLawson@LKQCORP.com)

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**CP Motul** – A recognized specialist in synthetic lubricants, having been the first lubricant manufacturer to pioneer the formulation of a 100% synthetic lubricant for automotive engines, the 300V, making use of Esters technology and issued from the aeronautical industry. Motul's 8100 line of 100% synthetic oils have OE approvals from manufacturers such as Porsche, Audi, BMW, Mercedes-Benz, and VW. **Nicholas Bagley**, (909) 538.2042, [n.bagley@us.motul.com](mailto:n.bagley@us.motul.com)

**CP NAPA Auto Care** – An integrated banner program that unites everything an independent repair business needs to prosper. Since 1984, the NAPA AutoCare family has grown to over 16,000-plus independently owned and nationally recognized automotive, collision, and truck service centers, making it the largest single aftermarket repair network in the country. NAPA's mission is to help all member businesses increase car count and sell more services. **John Hartman**, NAPA SoCal District Sales Manager, cell: (619) 300.4910, [john\\_hartman@genpt.com](mailto:john_hartman@genpt.com)

**MB Office Depot** – Streamlined business supply ordering process. Free delivery over \$50. Custom pricing and discounts for ASCCA members. **Michael Nitz**, 855-337-6811 Ext. 12809, [Michael.nitz@officedepot.com](mailto:Michael.nitz@officedepot.com), <https://business.officedepot.com/>

**CP & MB O'Reilly Auto Parts** – O'Reilly has been dedicated to the Professional since 1957. ASCCA members that choose to partner with O'Reilly have access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform everyday, a nationwide road-hazard tire warranty, shop management training, nationwide roadside assistance, technician training classes, competitive pricing, early-pay discounts, electronic ordering discounts, and more. [ASCCA@oreillyauto.com](mailto:ASCCA@oreillyauto.com)

**CP & MB Phillips 66** – Special pricing on Kendall GT-1 Motor Oil available to ASCCA members. Kendall Installers may be eligible for annual rebates. **Howie Klein** (SCAL), (951) 903.8466, [howie.klein@p66.com](mailto:howie.klein@p66.com)  
**Jeff Landon** (Central CA), (805) 296.0170, [Jeff.A.Landon@p66.com](mailto:Jeff.A.Landon@p66.com)  
**Keith Westbrook** (Valley/NCAL), (707) 448-8279, [Keith.R.Westbrook@p66.com](mailto:Keith.R.Westbrook@p66.com)

Updated 9/8/17

## ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP

**Proudly Display Your ASCCA Affiliation** – Use of ASCCA sign, code of ethics, and logo for use on invoices, customer forms, etc.

**Communications** – The ASCCA Independent newsletter, fax broadcasts, email broadcasts, special news alerts, member benefit flyers and our website.

**Member-to-Member Communications** – The ASCCA TeamTalk list serv provides members to communicate directly with their peers on a broad range of topics facing shop owners throughout California.

**Education Programs** – Attend ASCCA's Annual Summer Conference for educational opportunities for Shop Owners and Technicians. From business management to industry updates attending the Annual Summer Conference will keep you and your staff informed.

**Government Affairs & Political Representation** – Bill tracking, reading and analyzing constantly changing information and tracking bills via our website. Representation at government meetings, lobbying, etc. Hugely beneficial because it ultimately affects your bottom line.

**Local Chapters** – Chapter meetings give members unprecedented opportunities to meet, network and trade ideas with colleagues in your local area.

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[WWW.ASCCA.COM](http://WWW.ASCCA.COM)

# How ASCCA Dues work in Chapter 5

## Membership in ASCCA is on an annual basis.

- Regular membership dues in ASCCA Chapter 5 are \$800/yr. Associate membership dues are \$895/yr.
  - \$400 goes to the Chapter
  - The remaining portion goes to the State Association
- When memberships are held in multiple chapters, only the original membership pays the full State Association dues. Additional members pay reduced State dues of \$250/yr. All memberships pay full chapter dues.
- Annual payment is due in the Sacramento office on January 1 of each year.
- Payment plans are available upon approval by the Chapter & State Association. With all payment plans, automatic credit card payments or ACH are now required. There is a \$2.00 transaction fee for these payments. (Chapter 5 will cover the transaction fees for our members.)
  - Semi-annually: Due: January 1 & July 1
  - Quarterly: Due: January 1, April 1, July 1, October 1
  - Monthly: Due the first of each month
- If payment is not received according to the agreed-upon schedule, dues immediately become delinquent.
- If a member reaches 90 days delinquent, their ASCCA membership may be cancelled.

## What do you get for your dues? (This is the “short” list. See the ASCCA Advantage flyer for the full list.)

- Amazing connection with your peers in the automotive industry.
  - Older shop owners who have gone ahead & you can benefit from what they’ve learned.
  - Newer shop owners who need to learn from what you’ve experienced.
- A loud voice to the legislators who are passing laws which have a direct effect on how you can operate your business.
- Opportunities to meet the legislators with power in numbers. (They will listen better.)
- Great discounts from endorsed vendors (see the ASCCA Advantage flyer) which will more than make up for your dues costs.
- Timely communications regarding what’s going on in the industry.
- Access to seminars & classes at an ASCCA discounted rate.
- Monthly dinner meetings with special speakers who know our industry. Dinner at the regular meetings for you and your spouse or business partner is included in your chapter dues. (\$600/yr. value.)
- Monthly e-newsletters with important, educational, & sometimes entertaining information that is designed to improve your bottom line.
- 30 minutes a month of free legal counsel.
- 30 minutes a month of free accounting counsel.

## What happens when you don’t pay your dues on time?

- Association resources have to be spent to collect your outstanding dues.
- Association activities & effectiveness are reduced.
- The Association loses a valuable voice.
- (This is why we recommend automatic payments on all payment plans.)

## Chapter 5 Associate Members

BG Products	Abe Chavira	805-857-5065	<a href="mailto:abec@petrospecsbq.com">abec@petrospecsbq.com</a>
Dorman Products	Frank Alviso	951-206-7023	<a href="mailto:falviso@dormanproducts.com">falviso@dormanproducts.com</a>
Frederick Blum Insurance	Fred Blum	626-401-1300	<a href="mailto:blum4@pacbell.net">blum4@pacbell.net</a>
Hanson Distributing Company, Inc	Dan Hanson	626-448-4683	<a href="mailto:hansonmrktg@aol.com">hansonmrktg@aol.com</a>
Hawley Insurance Services	Bruce Hawley	714-865-2907	<a href="mailto:bruce@hawleyinsuranceservices.com">bruce@hawleyinsuranceservices.com</a>
Highpoint Distributing / Justice Brothers	Tim Huddleston	805-584-0030	<a href="mailto:huddle5@sbcglobal.net">huddle5@sbcglobal.net</a>
Jasper Engines & Transmissions	Randy Lewis	909-717-9950	<a href="mailto:rlewis@jasperengines.com">rlewis@jasperengines.com</a>
Jeff Chin Diagnostics	Jeff Chin	818-929-9444	<a href="mailto:jchin.autologic@gmail.com">jchin.autologic@gmail.com</a>
Mark Christopher Auto Center	Steve Johnson	909-975-3919	<a href="mailto:sjohnson@markchristopher.com">sjohnson@markchristopher.com</a>
Management Success!	Robert Spitz	818-500-9631	<a href="mailto:rspitz@managementsuccess.com">rspitz@managementsuccess.com</a>
Mitchell 1 Software	Frank Joel	818-326-0602	<a href="mailto:fjoel@ix.netcom.com">fjoel@ix.netcom.com</a>
NAPA Pasadena Store 039	Tony Diaz Gerry Santillan	626-798-1151 323-712-8133	<a href="mailto:Antonio_Diaz@napastore.com">Antonio_Diaz@napastore.com</a> <a href="mailto:Gerry_Santillan@napasalesteam.com">Gerry_Santillan@napasalesteam.com</a>
Norm Blieden CPA	Norm Blieden	626-440-9511	<a href="mailto:norm@bliedencpa.com">norm@bliedencpa.com</a>
SC Fuels & Lubes	Dennis Giardina	310-722-3357	<a href="mailto:gjardinad@scfuels.com">gjardinad@scfuels.com</a>
Van de Pol Oil	Wes Powell	562-236-1000	<a href="mailto:wpowell@ineedoil.com">wpowell@ineedoil.com</a>

***Be sure to use the Anyvite electronic invitation to RSVP.  
If you didn't receive it, contact the Chapter 5 office at  
asca.05@gmail.com***



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**ASCCA is**

***“The Sign you can Trust!”***

Your Association has produced a marketing tool that you can implement immediately. The goal is to make ASCCA synonymous with “TRUST”.

The sign will fit perfectly under or over the ASCCA sign. If you haven't upgraded your old ASC sign, it's time to do so. We want people to recognize who we are at a glance.

You can keep the old sign on your shop wall somewhere for old time's sake. But don't remain in the past – get the current sign and help build brand identification.

***ASCCA Shops ARE the BEST!***

*Add-on signs are \$15 each.*

*Complete new signs are \$35 each.*

*A small investment for Brand Identification!*

*Call Joseph at 626-296-6961 or*

*email to [ascca.05@gmail.com](mailto:ascca.05@gmail.com)*

*for your sign.*



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<b>Half Page</b>	<b>\$160/\$480</b>
<b>Quarter Page</b>	<b>\$75/\$225</b>
<b>Business Card</b>	<b>\$40/\$120</b>

**Call: 626-296-6961 or email:  
[ascca.05@gmail.com](mailto:ascca.05@gmail.com) to get started**

## 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.

## Chapter 5 Lending Library

(Another Benefit of Membership in ASCCA5)

To use this free service, call Darren Gilbert at (626) 282-0644 or email him at [gilbertmotors@yahoo.com](mailto:gilbertmotors@yahoo.com) and tell him which study guides you would like to check out. He will bring the books to the next General Meeting for you to pick up, and you then leave your credit card information as a guarantee. You are responsible for any damage or loss of the study guide. The guides must be returned to Darren at the next General Meeting or by mail. It's that simple!

<p>C 1 - Automotive Consultant            A 1 - Automotive Engine Repair            A 2 - Automotive Trans/Trans Axle            A 4 - Automotive Drivetrain            A 4 - Automotive Suspension/Steering            A 5 - Automotive Brakes            A 6 - Automotive Electrical/Electronic            A 7 - Automotive Heating/Air Conditioning            A 8 - Automotive Engine Performance            A9 - Diesel              L 1 - Advanced Engine Performance            L 2 - Med/H.D Truck Electronic Diesel              P 1 - Parts Specialist Med/H.D Truck Dealership            P 2 - Parts Specialist Automobile            P 3 - Parts Specialist Truck Brakes            P 4 - Parts Specialist General Motors              P 9 - Med/H.D. Truck Suspension &amp; Steering              X 1 - Car/Light Duty Truck Exhaust Systems              B 2 - Auto body Collision Repair - Painting/Refinishing            B 3 - Auto body Collision - Non Structural Analysis            B 4 - Auto Body Collision - Structural Analysis</p>	<p>B 5 - Auto Body Collision - Mech/Electrical Components            B 6 - Auto Body Collision - Damage Analysis/ Estimating              F 1 - Alternate Fuels - Light Vehicle Compressed Natural Gas              M.M. - Engine Machinist Series              E 2 - Truck Equipment - Electrical/Electronic Systems              S 1 - School Bus - Body/ Special Equipment            S 2 - School Bus - Diesel Engine            S 3 - School Bus - Drivetrain            S 4 - School Bus - Brakes            S 5 - School Bus - Suspension/Steering            S 6 - School Bus - Electrical/ Electronic            S 7 - School Bus - Air Conditioning              T 1 - Med/H.D. Truck - Gasoline Engines            T 2 - Med/H.D. Truck - Diesel Engines            T 3 - Med/H.D. Truck - Drive Train            T 4 - Med/H.D. Truck - Brakes            T 5 - Med/H.D. Truck - Suspension/ Steering            T 6 - Med/H.D. Truck - Electrical/Electronic Systems            T 7 - Med/H.D. Truck - Heating/ A.C. Systems            T 8 - Med/H. D. Truck - Preventive Maintenance</p>
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# ASCCA Chapter 5 2016-17 Board of Directors

## Executive Board

2016

**President..... Darren Gilbert**  
 Phone..... (626) 282-0644  
 Email..... [gilbertmotors@yahoo.com](mailto:gilbertmotors@yahoo.com)

**Vice President.....Kirk Haslam**  
 Phone..... (626) 793-5656  
 Email.....[advancemuffler1234@gmail.com](mailto:advancemuffler1234@gmail.com)

**Secretary.....Craig Johnson**  
 Phone ..... (626) 810-2281  
 Email.....[cjauto@verizon.net](mailto:cjauto@verizon.net)

**Treasurer.....Jim Ward**  
 Phone..... (626) 357-8080  
 Email.....[jim@wardservice.com](mailto:jim@wardservice.com)

## Board of Directors

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 Gene Morrill.....(626) 963-0814  
 Raul Salgado.....(626) 339-7566  
 Dave Label.....(626) 963-1211  
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## Chapter Rep

Jack Scrafield .....(818)769-2334

## Committee Chairs

**Seminars..... Raul Salgado.....(626) 339-7566**  
**Socials..... Jack Scrafield.....(818) 769-2334**  
**Programs.....Jack Scrafield.....(818) 769-2334**

## Associate Member Board Rep.

Randy Lewis.....(909) 717-9950

## Chapter Staff

Membership & Administration.....Joseph Appler  
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 Text.....(818)482-0590  
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## ASCCA State Contacts

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

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

**Deputy Executive Director**  
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**Team Weekend Event Planner**  
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**US Senator Dianne Feinstein..... ( D )**  
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**US Rep Judy Chu..... (D-27)**  
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**US Rep Adam Schiff..... (D-28)**  
 Phone ..... (818) 450-2900

**CA Senator Connie M. Leyva.....(D-20)**  
 Phone .....(909) 888-5360

**CA Senator Ed Hernandez.....(D-22)**  
 Phone .....(626) 430-2499

**CA Senator Kevin de Leon.....(D-24)**  
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**CA Senator Anthony J. Portantino.....(D-25)**  
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**CA Senator Josh Newman.....(R-29)**  
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**President Donald Trump.....( R )**  
 Phone .....(202) 456-1111  
 Fax..... (202) 445-4633

**Governor Jerry Brown.....( D )**  
 Phone .....(916) 445-2841  
 Web..... <http://www.govmail.ca.gov>



# ASCCA

## Foothill Chapter 5

November 2017

# JOIN US FOR OUR NOVEMBER 7 DINNER PROGRAM AT MIJARES MEXICAN RESTAURANT

*Mitch Schneider*

### Menu:

Taco/Tostada Buffet  
Soda & Coffee  
Beer & wine available

### Where:

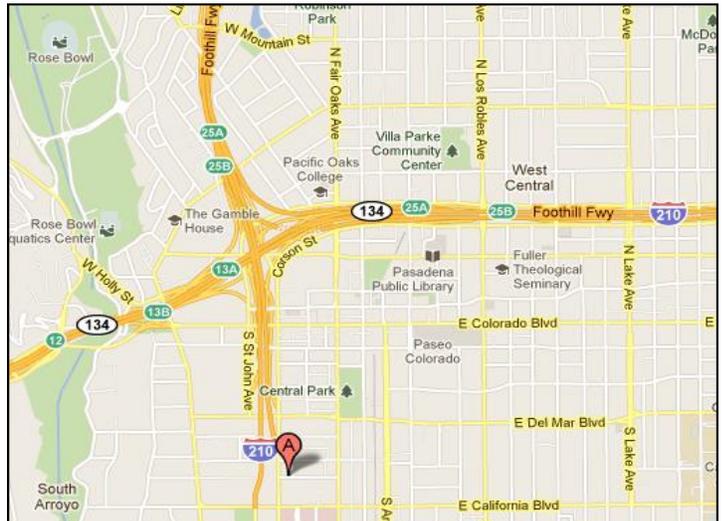
Mijares Mexican Restaurant  
145 Palmetto Drive  
Pasadena, CA 91105  
Phone: (626) 792-2763

### When:

Tuesday, Nov 7, 2017  
6:30 PM – Social/Networking/Dinner  
7:00 PM – Program  
9:00 PM – Finish

### Cost:

- No Charge to Regular or Associate Chapter Member, Business Partner, Spouse or Significant Other (**max 2 per member**)
- No Charge for Potential Members
- **\$25/ea.** for all others



### Directions

From the 210 & 134 Junction in Pasadena: Go South on the 210/710 Spur towards California/Del Mar/110; Exit on California, turn left; Left again at the first light; Pass Palmetto (the first street on the right) & turn in to the Mijares parking lot; If the lot is full, park on the street

## UPCOMING MEETINGS & EVENTS

November 7 - Mitch Schneider at Mijares

*Dec 2 - Christmas Party at Oak Tree Lounge*