

BYWAYS NEWSLETTER

ASCCA Chapter 24

PO Box 262100 San Diego, CA 92196



Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940
www.ascca.com

March 2022

PRESIDENT'S MESSAGE

Stuart Terry; 2021 ASCCA Chapter 24 President

Greetings Members, our Newsletter is up and running again, sorry about the pause. As with all of you, life has changed somewhat, adjustment made, now getting back to some normalcy, or the new normal. I/we have missed you, and will get this ball rolling again, starting now.

We are working to create a member meeting for April 19, 2022. Stay tuned for updates.

Over the last, almost two years, the Board has met via Zoom, we are tired of Zoom. We have conducted regular business needed to keep the Chapter organized and compliant. If all goes well with the recent Covid 19 surge, we could be back to normal soon.

Looking forward to seeing you and hearing how all went for you during this crisis.

Thank you,
Stuart Terry

**Chapter Website:
ascca24.com**

Chapter 24 Board of
Directors' Meeting
April 12, 2022
For additional info. on
our Board meetings,
contact
Stuart Terry
@ 619-287-4215

Recruiting employees
from another ASCCA
member's shop,
especially while
attending an ASCCA
event, does not unite
us, but divides us.
Our members should
never fear inviting
employees to attend
our meetings.
Thank you for your
cooperation.

See Inside for Team Weekend Recap

ASCCA Chapter 24

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- Quarter page (3.5" w x 4.5"h) \$30 \$50
- Business Card \$15 \$25

San Diego Byways

San Diego Byways is published monthly by San Diego Chapter 24 of the Automotive Service Councils of California. You are strongly encouraged to submit both original articles and clippings from other publications.
San Diego Byways c/o Stuart Terry
Stuart Terry Auto Repair
4858 El Cajon Blvd. San Diego, CA 92115
Tel./Fax 619.287.4215

Submission of Materials

Associate Members are entitled to have their business card included at no charge. All members are entitled to a 5-line classified ad at no charge; others will be charged \$5 for 25 words and 50 cents a word for all additional words. Please submit all display ads in camera-ready-copy. For more information, contact Newsletter Editor, Stuart Terry at 619.287.4215.

BAR ADVISORY GROUP COMMITTEE

Below is a summary of my notes from the BAR Advisory Group Committee meeting and the third Citation & Fine Regulatory Workshop held remotely on January 27, 2022.

Thank you. Jack Molodanof

1) Welcome and Introductions. BAR Chief, Pat Dorais, made brief opening comments and introduced the BAR Advisory Group Committee members.

2) DCA News & Updates. DCA indicated that current statewide Covid safety measures for in-person Board and Commission meetings are expiring on March 31. Any future in-person meetings will require proof of vaccine or negative Covid test. Not sure if the safety measures will be extended. We will have to wait and see.

3) Legislation & Regulations Update. Bills Chaptered: AB 471 (BAR Administration/Citations/Safety Inspections); SB 607 (Business & Professions); Pending Bills: AB 220 (Smog Check), AB 294 (Vehicle Towing & Storage); AB 467 (Historic Vehicles Exemption); AB 646 (Expunged Convictions); AB 745 (Clean Cars 4 all program); AB 1622 (Catalytic Converters). Pending BAR Regulations: Smog Check Equipment Security and Fraud Prevention- "Bio-Metrics"; STAR Program Updates; Smog Check Repair Assistance; Laws and Regulations Training, Auto Body Equipment and Supplemental Restraint Systems; Citation Program for Automotive Repair Dealers, Storage Fees for ARD's and Auto Body & Windshield Repair. See link for presentation. https://www.bar.ca.gov/pdf/BAG/202201/Legislation_and_Regulations_Update.pdf

4) AB 471 Implementation. BAR is moving to implement AB 471 through regulations. which includes, an informal appeal process for ARD citations, creating an independent 3-member panel to hear citation appeals, vehicle inspection program, remedial training and provider certification, and storage fee clarification. BAR is prioritizing the regulation packages and planning for more frequent workshops in 2022. BAR is also looking for feedback on developing the vehicle inspection program. See link below for presentation and more information. https://www.bar.ca.gov/pdf/BAG/202201/AB_471.pdf

5) California Vehicle Inspection (Cal-VIS) System Accomplishments. BAR provided summary of accomplishment, goals and forecast for Cal-VIS. Accomplishments include completing database upgrades and external DAD vendor review. BAR also planning on upgrading an Oracle database management system. Upcoming changes include, Windows 11 compatibility and implementing smog check biometrics equipment (camera & palm vein reader) which will improve fraud detection. See link below for presentation. <https://www.bar.ca.gov/pdf/BAG/202201/Cal-VIS.pdf>

6) DMV/BAR Electronic Registration Renewal. The BAR is working with DMV to go from paper registration renewal notifications to online services. BAR also working with smog stations to implement on-line renewal including issues surrounding registration

Bar code scanning on customer phones and other devices. BAR in the process of looking at impact to existing business practices and gathering supporting data. According to BAR, these changes will result in cost savings and will make the process more convenient for vehicle owners. See link for presentation. https://www.bar.ca.gov/pdf/BAG/202201/DMV-BAR_Electronic_Registration_Renewal.pdf

7) Enforcement Statistics Reporting. The BAR will now include performance measure data on the DCA/BAR website. Performance measure data include several measurements such as the BAR average number of days for open complaint investigation to decision which is currently 520 days. Also, for fiscal year 20/21 BAR reported 15,041 complaints received. Currently BAR projecting approximately 17,000 complaints for fiscal year 21/22. For See link for presentation and details. https://www.bar.ca.gov/pdf/BAG/202201/Enforcement_Statistics_Reporting_Update.pdf

8) BAR Enforcement Statistics. Consumer BAR complaint trends are as follows: Engine Repair/Performance 34%; General Repair Maintenance 18%; Autobody 14%; Transmission 8%; Smog 7%; Used Car Transactions 5%; Vehicle Warranty 3%; Unlicensed Activity 2%. See link below for Handout. https://www.bar.ca.gov/pdf/BAG/202201/Enforcement_Statistics.pdf

9) Quarterly Licensing Data. The BAR provided a handout with licensing processing data including average timeframes for processing initial BAR license applications and renewals. See link below for Handout. https://www.bar.ca.gov/pdf/BAG/202201/Licensing_Data.pdf

10) Public Discussion/Next Meeting.

Next BAR Advisory Committee meeting is scheduled for Thursday, April 21, 2022. Unless the Governor extends Covid safety measures due to expire in March 31, the April meeting should be in-person rather than remote. Will have to wait and see.

Citation and Fine Regulatory Workshop

BAR also held a third workshop on Citation & Fine regulations that would expand citations and fines for automotive repair dealers committing violations of the Automotive Repair Act and subject to up to \$5,000 fines. Concerns were raised with regard to the broad discretion BAR representatives would have in issuing citations and the need for clear guidelines (guardrails). BAR willing to work on language for mitigation guidelines. Auto Repair facilities will be able to informally appeal citation and fine before a 3-member panel consisting of a representative from BAR, industry and public. The regulations also allow for remedial training to prevent public disclosure of a citation on BAR website as provided for in AB 471.

See links below for presentation and text language.

https://www.bar.ca.gov/pdf/Workshops/202201_ARD_Citation_Program/Presentation.pdf

https://www.bar.ca.gov/pdf/Workshops/202201_ARD_Citation_Program/Draft_Text.pdf

New ASCCA Member Benefit: Employer 401k Employee Retirement Program

ASCCA has launched its newest exclusive member benefit program, an Employer 401k Employee Retirement Program to help employers meet the new mandate. Click here for details.

Why a 401k Program is Important to Employers

- It's now mandatory for California businesses to offer either a qualified retirement plan or state-sponsored option.
- By the next deadline in June 2022, companies with 5+ employees must offer a plan or face fines.
- Learn how a 401(k) plan may outperform the state-provided IRA option.

California has implemented a state retirement mandate that requires businesses that employ five or more employees to offer a qualified retirement plan or register with the state option, CalSavers. An employer is not required to participate in CalSavers if it sponsors or participates in a retirement plan such as a 401(k) plan or pension plan. In order to be exempt from CalSavers, an employer may sponsor a retirement plan for any of its employees; California employees need not be covered by the retirement plan in order for the employer to be exempt.

Want to explore the advantages of offering your employees a 401(k) benefit instead of the state retirement plan?

The ASCCA program offers you an easy, affordable opportunity to provide a 401k retirement plan to your employees.

A better fit for you and your employees

Less risk for you also means more security for the employees you manage. This can lead to better and more qualified employees.

Cost Effective

Pooling hundreds of company retirement plans together provides scale that allows the ASCCA 401K Retirement Plan Exchange® to provide members with lower cost even with expanded services.

Outsource Administration

Over 90% of your administrative tasks will be handled through the outsourcing administrative duties to retirement professionals.

Outsource Liability

Simply failing to file a 5500 tax form on time can cost as much as \$2,140 Dollars PER DAY! Plans administered through the Retirement Plan Exchange are designed to meet IRS and DOL regulations.

Team Weekend Report by Steve Vanlandingham

The January Team weekend was held via Zoom on Sat Jan 26 & Sun Jan 27. The meetings were lively with a lot of insights shared both days. There were 4 committee meetings including extended Chapter Rep meeting on Saturday and the Board meeting on Sunday.

The Government committee reviewed several bills, that are on going including AB 294 the towing & storage bill which has now "died" but may return in another form later. Several bills are being presented about Catalytic Convertors relating to the rise in theft nation wide as well as in Calif. AB 1622 will be watched along with 2 or 3 other bills with similar views on the problem. One bill AB 1659 wants shops that store more than "2" used convertors to be considered as an Auto Dismantler (?) as well as the newest one that says no car can be sold by a dealer unless the Cats Are etched with VIN numbers. Gov Com will be tracking theses as well as others : including sick pay, and the State wanting more money for Haz Mat Enforcement and cite & fine issues. Currently the State capitol is under construction so the annual Gov Com meeting might not be held in person, probably a hybrid thru zoom.

The membership committee has a new Chair Angi Roberts and the focus theme will be "UNITE" Discussions will be channeled to working groups to include the new membership category being explored and the new Portal where each ASCCA member can sign up and personalize their information. Be sure to visit the ASCCA web site and sign up under membership portal. Watch Team Talk for details or visit the website.

Education, Training committee ETI chaired by Luke Murray discussed the up coming September ASCCA Training event. Technical classes are being evaluated and chosen and they are reaching out for trainers, speakers and requests of the types of classes to be inserted in the program. They are also working all more awareness to Skilled Labor Seminars and the public awareness of the "Mechanics Image" that is perceived. Car Care Clinics, seminars and other means to improve the image of the Automotive Industry are just a few of the ideas in the works.

The rest of the Saturday was taken up with multiple discussions with each Chapter Representative and individual health of Chapters. Four Chapters #16, #18, # 1940 & #99 seem to be struggling more than others and need help to improve communications and member participation. With covid causing no person to person contact meetings some Chapters don't have any communication at the Chapter level & are not aware of the workings of ASCCA and it's multiple committees.

The new 401K package is now available for all ASCCA members with 5 or more employees, check the website member benefits for videos and more information as this will be a requirement this year! The Team Weekend for June 24 thru 26 is scheduled for San Diego the meeting is now in the works, stay tuned.

Sunday's board meeting was chaired by ASCCA 's new President Carolyn Coquillette and new Executive Board. Discussions included the new 401K launch, the roll out of the new software program for ASCCA and tons of other association business. ASCCA is holding strong and working hard to improve Chapter Health and obtain new membership with several irons in the fire at this time. Review of Chapter Affiliation Agreements, helping individual chapters, guiding all committees and supporting Automotive Service Councils Educational Foundation ASCEF are all on going projects to help this industry in many ways and continue the mission of Giving Voice to this Industry.

Feel free to call me and ask questions as well as if you have concerns about Industry issues: Please contact me or President Stuart Terry @ Chapter 24. Let your voice be heard! If any member wants to get more involved with Chapter 24 or move up to State positions with ASCCA "PLEASE relay that to me or Stuart Terry."

FREE WEBINAR

ASCCA Retirement Program: CalSavers Mandate



ASCCA members are invited to attend any one of the following free Zoom webinars to learn more about the CalSavers mandate effective June 30, 2022. As of that date, employers with 5+ employees must have a retirement plan in place. To help members meet this requirement, a new ASCCA sponsored 401k program has been developed.

ASCCA members are invited to attend any one of the following free Zoom webinars to learn more about the CalSavers mandate effective June 30, 2022. As of that date, employers with 5+ employees must have a retirement plan in place. To help members meet this requirement, a new ASCCA sponsored 401k program has been developed. (Box below is a clickable link).

- March 15th: 7:30AM – 7:45AM
- April 4th: 12:00PM – 12:15PM
- April 18th: 6:00PM – 6:15PM
- May 3rd: 12:00PM – 12:15PM
- May 24th: 7:45AM – 8:00AM

Zoom Meeting Details:

<https://us02web.zoom.us/j/9753284969?pwd=VG03SGVHSXVwTmdlUyt4M2MrLzILUT09>

Meeting ID: 975 328 4969

Passcode: ASCCA

ASCCA Launches New Membership Portal!

ASCCA is very happy to announce that a new membership portal is now open! Once a login is created, members will be able to access their profile, update contact information, as well as pay their dues without having to contact the office. You'll even be able to register for ASCCA events!

Be on the lookout for an email sent on Tuesday, January 11th, with a subject line: "Login to Access Member Only Benefits with ASCCA". It may land in your Spam folder so please be on the watch!

PLEASE NOTE: No Shows for a dinner reservation will be charged for that reservation. When you make a reservation, we order a meal for you and the Chapter 24 treasury must pay for it, WHETHER OR NOT YOU SHOW UP. Your complimentary meal only applies if you actually attend the meeting. In addition, all nonmembers attending a Chapter 24 meeting will be charged \$50.00.

The annual returns (Form 990s), exemption application (Form 1023) and notice of status are available for inspection during regular business hours at the exempt organization's principal office. Exempt organizations must also provide copies to interested persons on request without charge (other than a reasonable fee for reproduction and mailing). (Final Regulations issued Jan, 13, 2010)

What We Do For You:

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. Free legal advice for you, your business, or your employees. Free accounting review of profit and loss statement. Free review of any current or prior year's taxes. Super discounts on uniforms. Discounts on Alldata and Identifix. 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.



JOIN ASCCA TeamTalk

TEAMtalk was set up as an open forum for members to use to discuss issues of relevance to the membership or the automotive industry at large. Questions and posts should be limited to those things that are of interest to the membership at large. This is a member-to-member discussion list.

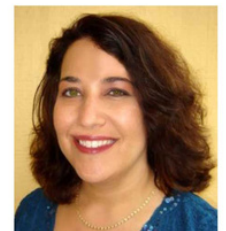
HOW TO JOIN TeamTalk (TT):

1. Read the rules and etiquette governing TEAMtalk.
2. Send your request to join to info@ascca.com.

Digital Financial Group is now the EXCLUSIVE Merchant Services Provider for the ASCCA

There are many options for payment processors but only Digital Financial Group is the EXCLUSIVE provider of the ASCCA. As a member of the ASCCA, DFG will rebate your annual membership fees up to \$350 per year. DFG has great insight into the automotive services as well as offering local support. Meet Shannon Devery...

Shannon Devery is the new ASCCA representative for your local area for merchant account services. She has 13 years in the Automotive Industry and understands the needs of shop owners to be able to process cards easily and affordably. She has been in the merchant services industry for over 7 years and is very experienced in many POS systems, as well as multiple terminals including dial ups, IPs, iPads, Smart Phone and wireless machines. One of the major differences between Digital Financial Group and other companies is our dedication to customer service. You will get great rates that are guaranteed for all ASCCA members and you will have a contact person available to you at all times. You do not have to call an 800 number and talk to a new person every time you have a question. We are big enough to service you and small enough to know you. DFG offers extremely competitive pricing as well as rebating your ASCCA membership fees upon renewal (up to \$350) as long as you continue to process with us. Contact Shannon Devery at 626-476- 9016 to get started saving money today!!!





Join ASCCA and make your voice heard!

Join us for an opportunity to gain insight and information related to legislation affecting California auto service shops. This free, week-long event will provide attendees with the opportunity to:

- Receive updates on legislative and regulatory issues that affect your business
- Join in one or more virtual meetings with state legislators
- Advocate for the auto service industry and California small businesses

Zoom Prep Call - Monday, April 18, 2022 at 2:00pm

We invite attendees to participate in a Zoom prep call with ASCCA Legislative Advocate, Jack Molodanoff, to review talking points, view a schedule of events for the week, and receive tips for successful and effective meetings with legislators. See call information below:

<https://zoom.us/j/5630090021>

Meeting ID: 563 009 0021



SAFETY RULES FOR AUTOMOTIVE REPAIR SHOPS

Working on vehicles can be a fun, exciting, and rewarding career. However, repair shop owners and their staff need to ensure the proper safety precautions and rules are implemented and followed at all times. Safety measures help protect employees from accidental injuries to themselves, their co-workers, customers, and the vehicles they are repairing. The following is a list of general safety tips every repair shop should use to keep everyone safe.

- Never smoke in or near repair bays or garages. Vehicles contain flammable and combustible fluids which can easily be set on fire if a hot ash from a cigar or cigarette were to come into contact with such materials.
- Keep work areas clean and organized. Pick up tools and use tool cabinets to keep walkways clear and free from clutter.
- Never wear loose clothing or clothing that is ripped or torn. To prevent employees from wearing unacceptable attire, it is recommended to obtain customized uniforms and work apparel from a qualified uniform service company.
- Wear protective gear at all times, as appropriate for the repair. Goggles, gloves, and ear protection should be worn when making certain types of repairs.
- Make sure fire extinguishers are easily accessible and appropriate for all potential fire types. In the event of a fire, extinguishers need to be accessed quickly and be charged with the right materials to put out the type of fire: i.e., gas, oil, electrical, and so on.
- Always disconnect the battery when working on electrical systems and near/around electrical wiring. Even when the vehicle is off, there is still the potential for current to pass through electrical wiring.
- Never place hands, tools, or other objects near the engine while it is running. The moving parts and components could cause injury to a person or the vehicle itself.
- Never work underneath a vehicle unless it has been properly supported. Raising the vehicle off the ground to access the underside requires verifying it is stable, and that there is no risk of the vehicle falling on top of the mechanic.
- Work Apparel
- Always remove the keys from the ignition switch. Never leave the key in the ignition switch, as the key can draw an electrical charge from the battery. Also, avoid unplugging fuses and wiring harnesses while the key is in the "on" position. Otherwise, there is a risk of electrical shock, and/or electrical spikes that may damage electronic parts and wiring.
- Be aware of the vehicle's temperature before beginning any work. The engine, manifold, exhaust system, and radiator could be hot and cause skin burns. Plus, the radiator coolant is still pressurized.
- In addition to the above safety tips, there are government requirements for specific types of repairs, which are the responsibility of shop owners to review and educate their employees about on a regular basis.

Information provided by Prudential Overall Supply at (800) 767-5536 now.

Shop Owners and Technician Training

<https://www.ascca.com/education/trainingresources>

TRAINING OPPORTUNITIES

ASCCA has resources and training information on business management and technical training to keep your technicians up to date and enhance your overall business. ASCCA and our corporate partners offer a number of training, education, and member benefits that can help you operate a more profitable business.

In addition, ASCCA also provides information on the Bureau of Automotive Repair (BAR) Licensing and other BAR testing information. Technicians can not repair a failed smog with a Repair Only License. To receive the Repair Only License, an individual must take and pass the BAR test. ASCCA offers members study and reference material for the BAR test.



WINTER ENERGY-SAVING TIPS FOR YOUR BUSINESS

There are a variety of ways to save money when it comes to your business's energy use. Try these tips to help trim your winter energy bills.

- Adjust your thermostat. When you're in your office or workplace, set your thermostat as low as is comfortable. At night or when you're out of the office, turn it back 10 – 15 degrees to save around 10% a year. Invest in a smart thermostat and get a smart deal of \$50 back on your purchase of a new, approved smart thermostat – up to four thermostats. Learn more at sdge.com/business-thermostat.
- Tune your HVAC. Just as a tune-up for your car can improve gas mileage, an annual tune-up of your heating and cooling system can improve efficiency and comfort. Schedule a no-cost energy assessment at willdan.com/sdge. You may qualify for simple energy upgrades for your business at little to no cost!
- Weatherize your office. Insulate your facility and caulk drafty doors and windows to help prevent heat from escaping. Insulating your business also helps keep the cool air in during the warmer months.
- Upgrade your lighting. Using LED lighting could help your business save year-round. Another bonus, LEDs are sturdier and safer.
- Switch off or power down your electronic devices on unused equipment when not in use. Turning off one computer and monitor nightly and on weekends can save up to \$80 a year – savings like those can really add up! Use smart power strips to easily turn on and off multiple electronic devices.

Get more helpful winter energy-saving and safety tips at sdge.com/business-winter.

7 WAYS TO REDUCE YOUR BUSINESS'S HEATING BILL

- Heating, ventilation and air conditioning (HVAC) uses around 40% of a building's electricity. In fact, it's one of the most significant factors in the operating expenses of a business. That's why it pays to pinpoint HVAC energy waste and reduce it. Here are 7 popular ways to help your business become more energy-efficient and control costs.
- Tip #1: Carefully assess the area around each vent for proper ventilation. Is air flowing from the vent circulating freely throughout the room? If there are obstructions that prevent adequate airflow, such as cabinetry or drapes, move them to allow for clear circulation. Don't keep vents closed to save energy. This can change the way air is distributed and cause an imbalance to the operation of the HVAC system.
- Tips #2: Prevent dust and dirt from building up. Replace air filters (or clean them if they're reusable) monthly, especially during peak heating and cooling seasons. Keeping air filters clean can prevent dust and dirt from building up in the system. When dirt builds up, it can lead to expensive maintenance repairs or the need for a new system
- Tip #3: Check your ducts. Make sure all the ducts that run throughout your building have duct sealant or metal-backed (foil) tape over the seams and connections. You can work with a contractor to wrap the ducts in insulation to keep them from getting hot in the summer or cold in the winter. Contractors can perform verified duct sealing using a special fan to test duct system leakage before and after sealing efforts have been made.
- Tip #4: Implement a consistent HVAC maintenance schedule. Not all businesses require the same needs from their HVAC systems. Customized commercial HVAC maintenance plans may be offered by your preferred contractor, which will provide the specific care your system needs to boost performance.
- Tips #5: Use heat-recovery technology to transfer energy from exhaust air to incoming outside air. This greatly reduces the energy that's required to heat or cool incoming air. A qualified contractor can educate customers on available recovery technologies. For example, an energy recovery ventilator (ERV) can be a suitable solution for maintaining comfortable temperature, depending on area location and climate.
- Tip #6: Install advanced control sensors to improve a ventilation system's operating power for energy efficiency. These controls can count the number of people in a room and then adjust the heat and air conditioning accordingly. When the sensors are integrated into a building's HVAC system, the advanced controls can reduce energy use by almost 40%.
- Tip #7: Replace your old, worn-out HVAC. If your HVAC system is more than 10 years old, there's a good chance you're spending too much to heat and cool your building. Have a professional contractor give your HVAC system a checkup and see if you should upgrade to high-efficiency ENERGY STAR®-qualified equipment.

For more ideas on how to lower your energy use, visit sdge.com/My-Business.

The ASCCA Advantage is:

-  Business management coaching
-  Education and training opportunities
-  Free legal consultation
-  Free HR services and resources
-  Access to discounts and rebates
-  Networking events with local chapters
-  Statewide association events and lobby days
-  Information on CA laws impacting shop owners
-  Political representation with the state
-  Updates on industry news
-  Access to TeamTalk – an online forum for peer-to-peer advice on vehicle repair, business issues, and more!



ASCCA Members Get Access to Corporate Partner Discounts and Benefits

Business Supplies, Equipment & Services



AESWave specializes in sales and support of automotive diagnostic equipment.

Carlos Menchu (877) 351-
info@aeswave.com



ASCCA members get special pricing for Auto Zone's Platinum Level Membership, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, access to electronic ordering software, and more.

Jim Gray (704) 301-1500
jim.gray@autozone.com



Opus IVS empowers technicians to meet the challenges of today's increasingly complex vehicles through a range advanced diagnostic, programming, and remote assistance services. Our fully-integrated diagnostic support system combines dealer-trained technician expertise with diagnostic technology to ensure we make our customers more profitable, more accurate, and more efficient.

Kevin Fitzpatrick (631) 48
kevin.fitzpatrick@opusivs.com



Provides maintenance services, equipment training & consumer education materials. Increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving your customer's driving experience and vehicle performance.

Eric Elbert (805) 490-6081
EricE@petrospecsBG.com
Eric Waln (949) 337-2484



California Employers Services has been making compliance easy since 1997. ASCCA members can email or call for advice on California Labor Laws and Cal-OSHA questions! We know the laws and how they are being enforced. Ask about our 30-day trial or our special packages and prices.

Dave Fischer (559) 472-3
cesyes@hotmail.com



Mail Shark approaches direct mail strategically by providing penetration reports and demographic analysis to make sure you're reaching the right people They'll make it easier for you to grow your car count and manage your budget.

Josh Davis (484) 648-862
josh@themailshark.com



NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognized automotive, collision, and truck service centers. NAPA's mission is to help all member businesses increase their car count and sell more services.

John Hartman (619) 300-4
john_hartman@genpt.com



Get access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform every day, 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.

Sergio Gonzales (916) 96
ASCCA@oreillyauto.com



WORLD PAC supplies automotive replacement parts directly from the most respected manufacturers in the industry. Their speedDIAL Parts Catalog and Fulfillment Ordering System can check real-time parts availability. Technical training, business management solutions, and other services for independent shops are provided by experienced professional instructors.

Rob Morrell (510) 755-601
rmkroll@gmail.com



Mechanics Marketplace offers the Automotive industry 3 staffing solutions!

1. Turnkey Recruiting
2. A Unique Hiring Service Using an Automated Web Portal
3. An Easy to Use Temporary Staffing Service

Elie Massabkli (800) 989-4
info@mechanicsmarketplace.com

Additional Benefits of ASCCA Membership

Government Affairs & Political Representation

ASCCA's lobbyist tracks bills (new proposed laws), provides members with updates on any proposed legislation that will impact the auto service industry or independent shop owners, and provides representation at government meetings.

Member-to-Member Communications

Access to ASCCA's highly-valued resource, TeamTalk, offers members an online forum to communicate and share tips on a broad range of topics facing shop owners throughout California.

Local Chapter Events

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

ASCCA Communications

Stay up to date with the latest industry information through the ASCCA Independent newsletter, email broadcasts, news alerts, member benefit flyers, website and social media updates.

ASCCA Branding

Members are able to display their association affiliation with ASCCA signage, its code of ethics, and logo for use on invoices, customer forms, and more.

Educational Foundation

Members can participate in the association's educational foundation that raises funds for scholarships that are awarded to students entering the automotive aftermarket.

The ASCCA "Business Acceleration Team" (BAT) is a small group of shop owners who have joined together to provide free, short-term business coaching, consulting, and mentoring to their ASCCA peers. Get connected today!
www.ascca.com/BAT

To learn more about ASCCA member benefits visit
www.ascca.com/memberbenefits

Follow ASCCA on Facebook (@AutomotiveServiceCouncilsofCalifornia) and Twitter (@ASCCA1)

Education, Training & Business Coaching



ATI is an industry leader in automotive business coaching and has helped thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses for over 30 years. ATI provides expert management and consulting services, weekly business coaching from an industry expert, and classes in marketing, hiring, finance, leadership, and sales.

Jim Silverman (301) 575-9140
jsilverman@autotraining.net



DRIVE is the premiere automotive and truck repair consulting and training company. With over 25 years of experience, their continuing aim is to provide shop owners with best-in-class training, organizational skills and management tools. The goal of DRIVE is to fully arm shop owners with every executive and management ability needed to win.

Carolyn Gray (818) 863-1077
cgray@driveshops.com



ESI provides repair shops with up-to-date full facility training for management and personnel. ASCCA Members get: exclusive access to discounted training courses; \$800 cost savings on every Service Writer course and \$55 on every seminar (space limited); and FREE 30 minutes of business consulting advice per month.

Maylan Newton (866) 526-3039
maylan@esiseminars.com

Insurance & Legal Services



Armstrong & Associates provides ASCCA members with A+ rated property casualty company policy options and an exclusive workers' compensation program including comprehensive safety & claims services. You'll receive the utmost care and service along with the most competitive insurance programs. ASCCA members get a \$100 enrollment discount.

Customer Service (530) 668-2777



Competitive dental & vision plans exclusively available to ASCCA members.

Mat Nability (916) 286-0918
mnability@coremarkins.com



ASCCA members 30 minutes of free legal advice each month – a \$225 monthly value!

Jack Molodanof (916) 447-0313
jack@mrgco.org

Internet Marketing, Web Design & Search Engine Optimization



Broadly uses internet marketing to get great customer reviews on Google, Facebook, and other review sites to help drive more business. ASCCA members get a FREE account setup (valued at \$200).

Laura Nelson (800) 693-1089
marketing@broadly.com



The Kukui All in One Success Platform provides solutions for custom online marketing tools, website design, customer relation management, search engine marketing, email marketing, and revenue tracking. Kukui will help you manage details about new clients and your customer retention rate, and will help you monitor areas of improvement through appointment forms, phone call tracking, and feedback from customer reviews. ASCCA members receive special pricing on custom website design.

Greg Waters (415) 516-4948
greg@kukui.com



RepairPal independently certifies auto repair shops nationwide for superior training, quality tools, fair pricing, and a minimum 12-month/12,000 mile warranty. RepairPal shops gets 8-10 new customer contacts per month, with an average repair order over \$500. This creates estimated new business of \$48,000/year.

Evan DeMik (415) 595-3346
evan@repairpal.com

Merchant Service/Payment Platform



ASCCA members get access to \$350 rebate on ASCCA State association dues when you use DFG to process your credit card payments.

Shannon Devery (877) 326-2799



Facepay's disruptive technology allows business owners to adopt a modern payment structure with a low-cost, fixed monthly subscription instead of paying 2.5% of their revenues to credit card processors. ASCCA members get a free 30 day trial.

Todd Westerlund (925) 980-8012
todd@facepay.io

MEMBERDISCOUNTS

Software Providers



A comprehensive cloud-based tool that offers simple solutions to workflow management, communication, digital vehicle inspections, and quality control. Developed by a shop owner, designed specifically for the challenges faced by shop owners.

Chris Cloutier (469) 456-5725
chris@autotextme.com



Take your shop fully digital and 100% paperless. Shop-Ware is the new standard in shop management and its software is 100% cloud-based on any device. Ask for a special ASCCA member rate.

Matt Ellinwood (415) 890-0906 x106
matt@shop-ware.com



Tekmetric's features make it easy to monitor and manage your auto repair business. We know what it takes to run a successful shop and that's why our features focus on improving the interactions between your customers, service writers, and technicians. Leverage your business data and grow profitably.

Sunil Patel (832) 930-9400
sales@tekmetric.com

Uniform Services



Nationally recognized supplier of customer and employee apparel & janitorial services. Let Cintas take care of your shop's maintenance needs and get exclusive pricing with your ASCCA membership. Keep your employees on brand, your bathrooms stocked, floors clean, and much more.

Jessica Essad (775) 813.8954
EssadJ@cintas.com

View The ASCCA Website for Details on Your Member Benefits

www.ascca.com/memberbenefits

- Corporate partnership Opportunities
- Free Legal
- Free Business Consultation & Advice
- ASCCA Advantage
- Business Acceleration Team

Legislation

You have a paid lobbyist, a grass-roots government relations program and a voice at the California State Capitol as we work on issues that affect your daily life from workers' compensation insurance reform to continuing employer mandates that drive you crazy. We also work on national issues when appropriate in order to make sure your interests are protected. For more information about our legislative program please visit our legislative section on this website.

Communications

You need information and we've got it. Newsletters, fax and email broadcasts, it's all here. What's going on in the industry? How can you make your business better? How can you attract and retain competent technicians? We can tell you. Please visit our News section of our website for more information about what's available to members.

Education

As an ASCCA member, you receive FREE, exclusive access to quarterly training events that will improve your bottom line and help your business thrive. Led by some of the most prominent educators in the automotive industry, you'll learn how to train and retain the best employees, new techniques to effectively market your business, how to adapt to rapidly changing vehicle technology, and more!

Chapter 24 Associate Members

Coastal Distributing

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trace@alpinebg.com
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NAPA Auto Parts-Main Dist Center

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All Associate Members are entitled to a business card and a listing placed in the newsletter. To submit yours, please email to ascca24news@gmail.com or mail to
Chapter 24
PO Box 262100
San Diego, CA 92196

JUST SOME OF YOUR MEMBERSHIP BENEFITS

Use of ASCCA Sign, Code of Ethics, 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.

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.

ASC Educational Foundation – To support automotive repair industry students and offer annual scholarships.
Online Job Board – A centralized location for Shop Owners to find quality technicians/staff they need to succeed!

Free Legal: A Member Benefit

Jack Molodanof, ESQ.,
Attorney-at-Law

2200 L Street, Sacramento, CA

Phone: 916-447-0313 E-Mail: jack@mgrco.org

Every ASCCA member receives 1/2 hour of FREE legal consultation every month on any matter, either business or personal, with our association attorney.