

Chapter 24 Byways

San Diego, California



Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940

ASCCA Chapter 24—PO Box 262100 San Diego, CA 92196

January 2020

Your 2020 Board of Directors

Position

Name

President	Maria Carrillo
Vice President	David Newkirk
Secretary	Gary Anderberg
Treasurer	James Justus
Associate Member	Henry Verdugo
Education Rep	Bryan Perrin
Chapter Rep	Steve Vanlandingham
Director	Stuart Terry
Director	Kevin Healy
Director	Ken Thayer
Director	Julio Campos
Immediate PP	Mitch Mendenhall

Chapter 24 Board of Directors' Meeting

January 14, 2020

For additional info. on our Board meetings, contact Stuart Terry @ 619-287-4215

Be Sure to RSVP:

Call our Reservation Hotline: 619.234.3751

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.



President's Message

As we wrapped up 2019, I would like to say Thank YOU to all the members that have kept on supporting ASCCA Chapter 24; we have worked diligently as a board to bring value to our members.

In December we had our Holiday Cruise, with the help of Rocky, our Santa, I would say a good time was had by all that attended! Lots of gifts were given out, thank you to vendors and board members that supplied gifts

for our members, Thank You!!

Moving into 2020, looking into the future and being mindful about how we as a Board can better serve YOU our members.

We have some great meetings set up for the year, Telephone

Skills, ADAS, Cyber Security; we are also looking at hosting a Vendor Fair at the San Diego Auto Museum, along with bringing in Maylan Newton

Please reach out to any of us on the board if you have suggestions, or would like to join and be a board member, You are definitely welcome to be an active support to our members, Time for that is one monthly board meeting every 2nd Tuesday of each month, along with attending our chapter meetings, which are only 6 per year, the cool thing is that you become an influencer as we all gather together in moving our Industry and Association forward into the future.

My wish for all of you is that 2020 be a prosperous year for all, May continued health in all aspects of your life be the #1 goal for us all.

Respectfully,

Maria Carrillo

ASCCA Chapter 24 President

Updated 06-01-19

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 San Diego Continuing Education

**24 Hr. Reservation Line:
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www.ascca24.com

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Chapter 24 Byways Advertising Rates

Per Issue:	Member	Non-Member
Full Page - (7.5" w x 9.5"h)	\$60	\$90
Half Page (7.5" w x 4.5"h)	\$45	\$65
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.

2020 Calendar

Reservation Hotline:
619.234.3751

Date and Time	Location	Speaker	Topic
February 18, 2020 Dinner at 6:30pm and Meeting starts at 7:00pm	The Kings Inn 1333 Hotel Circle So San Diego, CA 92108	Bryan Perrin, Instructor at SDCCD	Topics to include : 6 levels of vehicle autonomy, where we are today, test drive showing different features and the explanation of those features. Customer misconceptions of those features. Current service and calibration requirements and trends. Diagnostic hints and some of the current calibration equipment available.

Code of Conduct for ASCCA Chapter 24 Meetings

It is the policy of ASCCA Chapter 24 San Diego that all participants, including attendees, vendors, ASCCA staff, Speakers, Presenters, volunteers, and all other stakeholders at Chapter 24 meetings will conduct themselves in a professional manner that is welcoming to all participants and free from any form of discrimination, harassment, or retaliation. This policy includes pre and post meeting gatherings. Participants will treat each other with respect and consideration to create a collegial, inclusive, and professional environment at Chapter 24 Meetings. Creating a supportive environment to enable betterment to the Transportation Industry and personal elevation at Chapter 24 meetings is the responsibility of all participants.

Participants will avoid any inappropriate actions or statements based on individual characteristics such as age, race, ethnicity, religion, sexual orientation, gender identity, gender expression, marital status, nationality, political affiliation, ability status, educational background, or any other characteristic protected by law. Disruptive or harassing behavior of any kind will not be tolerated.

Harassment includes but is not limited to inappropriate or intimidating behavior and language, unwelcome jokes or comments, unwanted touching or attention, offensive images and stalking.

Violations of this code of conduct policy should be reported to the President. Sanctions may range from verbal warning, ejection from the meeting, to notifying appropriate authorities. A second occurrence will ban attendee from all future meetings. Retaliation for complaints of inappropriate conduct will not be tolerated. If a participant observes inappropriate comments or actions and personal intervention seems appropriate and safe, they should be considerate of all parties before intervening.

Power Ball will be \$100 in February 2020 !!

November Winner:
Natalie Salamatari from 1800 Radiator was the \$500 winner -
She was not present

Remember:
You must be present to win!

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.

ASCCA, Chapter 24 Corporate Sponsorship Program

The Corporate Sponsorship Program will enable our Association to continue providing programs and meetings as well as expand member benefits.

Corporate Sponsorship Levels are:

Platinum \$2,500 Gold \$2,000 Silver \$1500
This includes state & chapter membership

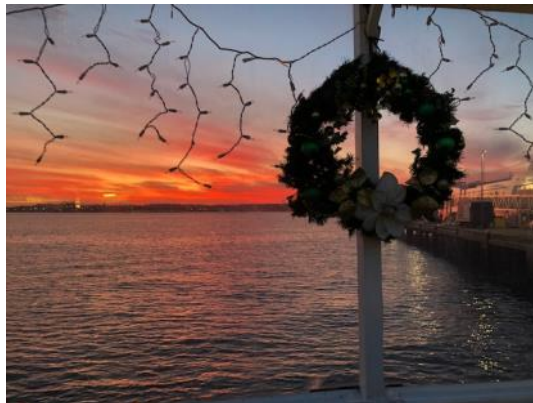
For a list of what is included at each level, please contact James Justus or Stuart Terry and they will immediately send you an ASCCA, Chapter 24 Corporate Sponsorship Packet

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 January 13, 2010.)

ASCCA
Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940

CHAPTER 24 HOLIDAY CELEBRATION

Thank You for Joining us!



More From Our Holiday Cruise in December



We Wish You All a
Happy New Year.

We Look Forward to 2020



Automotive Service Councils of California
Professionals in Automotive Service ~ Since 1940

STRATEGIC PLAN

JANUARY 25-26, 2020

TEAM WEEKEND

SACRAMENTO, CA

Join us on January 25-26 for a unique Team Weekend Event at
Embassy Suites Riverfront Promenade
100 Capitol Mall, Sacramento, CA 95814



Leadership Training

Join the ASCCA Board of Directors Orientation as David Butler shares his expertise in organizational management.



Strategic Planning

In this special session, ASCCA leaders participate in a strategic planning process with expert facilitator Dori Eppstein.



Important Updates

Join the Chapter Representatives & Government Affairs Committees for important updates on legislation and committee reports.

Register Now!



For more information, contact us at 916-924-9054 x137 or bichimaru@amgroup.us

Random Thoughts for 2020

By Jerry Kubitsky (December 31, 2019)

New Year's Resolutions. *The first of the year seems like a great time to make changes. If it was a great year, what can you do to improve? If it was a down year, what changes need to be made to make this year better. So here are my Random Thoughts for the New Year.*

- Write your list down on paper. After you're done, do the following: Send one copy to a friend who has your permission to hold you accountable. Mail another copy to yourself and put on the envelope do not open until June 2020. In June open it, and see where you are at. Keep the third copy where you can refer to it. If it's not written, it has little power.
- Make sure you have that "person" in place to hold you accountable. You may not like the results, but it works.
- My wife and I took on a huge home project and we were only able to finish a part of it. I call it biting off more than I can chew. Don't kill yourself. Create a plan of attack to finish the rest and a schedule to get it done. Feel good about what you did accomplish and don't beat yourself up.
- Ever been sick with a cold? You will get all sorts of advice from friends (who are not doctors) about what will be an instant cure. Same thing with business. If your business is sick, everyone has advice. Always be Thankful, but seek out the best advice.
- Old fashion etiquette still works. Sending "Thank you" notes or emails or picking up the phone to say "hi" works.

What's really important: Good Health, Family, Friends and creating wonderful memories. Have a great New Year and fill it with what's important.

ASCCA

is the largest automotive service shop owners association in California. The core purpose of ASCCA is to elevate and unite automotive professionals, and give them voice in a way that promotes integrity, compassion, individuality and continuous self-improvement.

Parts & People Closed - Introducing Aftermarket Matters!

**aftermarket
MATTERS**

After 33 years, trade publication Parts & People has closed its doors due to health issues of its founder and publisher Lance Buchner. Rob Merwin, longtime editor of Parts & People, is launching a new aftermarket digital newsletter, Aftermarket Matters, in the same spirit and mission as Parts & People.



It's so easy to build careers one car at a time.

Your donated vehicle will make a difference in a student's life. Learn more about vehicle donation through the ASC Educational Foundation here:
<https://asc-ef.org/vehicle-donations>



Donate to the ASC Educational Foundation every time you

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<https://smile.amazon.com/ch/68-0431078>

**REFER A MEMBER
RECEIVE \$75!**



REFER A FRIEND TO THE ASCCA TODAY!
REFER A NEW ASCCA REGULAR OR ASSOCIATE MEMBER AND RECEIVE A \$75 BONUS.
QUESTIONS? CALL THE ASCCA OFFICE AT 708-808-8822.

Refer a Member Receive \$75

You're eligible for a \$75 referral fee when you refer a

new Regular or Associate member to ASCCA!

Referral Awards are paid out when the member's annual dues are paid for their first year.

Contact Kari Groff in the ASCCA office if you have any questions.

New California Laws for 2020

Every year, hundreds of new laws are enacted that impact California automotive repair dealers. Below is a brief summary of key measures that take effect January 1, 2020, unless otherwise noted.

- Minimum Wage Increase.** Reminder that effective January 1, 2020, the minimum wage for employers with 26 or more employees will increase to \$13.00 per hour. The minimum wage for employers with 25 or fewer employees will increase to \$12.00. (SB 3 of 2017) Local minimum wage may be higher.
- Unsafe Used Tires.** Prohibits an automotive repair dealer from installing a used unsafe tire as specified. (AB 949) • **Lead Acid Battery Fees Increase.** Beginning, April 2022, the current \$1.00 California battery fee imposed on a person who purchases a replacement lead-acid battery from a retail dealer (including auto repair dealer) will increase to \$2.00. (AB 142)
- Automobile Collision Policy.** This law restates that an insured has the right to select the auto body shop of choice to repair a damaged vehicle, or decide not to have the vehicle repaired; however, an insurer may require that a damaged vehicle be repaired as a condition for payment if the damage is sufficiently serious that safety features of the vehicle's operating systems are compromised. (AB 1538)
- Vehicle Exhaust System "Fix it" Ticket.** Updates the noise standards for vehicle exhaust systems, and modifies existing law to allow an individual who is arrested or cited for a violation of noise standards to fix the noise violation and provide proof of correction instead of facing other enforcement actions, unless the violation consists of modifying the exhaust system of a motorcycle. (SB 112)
- Permanent Diagnostic Trouble Codes.** On July 1, 2019, the BAR incorporated Permanent Diagnostic Trouble Codes (PDTCs) as part of the Smog Check failure criteria for model-year 2010 and newer vehicles. 16 CCR 3340.42.2(c)(5)
- Smog Check Stations Enrollment with OnCore.** The BAR's contract with SGS Testcom supporting the maintenance and operations of the California Vehicle Inspection System expired on October 31, 2019. The contract was awarded to OnCore Consulting LLC. The new contract reduces the Smog Check communication fee assessed to smog stations from \$1.08 per inspection to \$0.7036 per inspection. Stations must have enrolled with OnCore by November 1, 2019 to continue in the smog check program. • **Service Bulletins and Electronic Authorizations.** This law permits a new motor vehicle dealer to receive electronic authorization from consumers for any repair of a manufacturer recall consistent with regulations adopted by the BAR. (AB 596)
- Heavy Duty Vehicle Smog Inspection.** Requires the state Air Resources Board, in consultation with the BAR and other specified entities, to implement a pilot program that develops and demonstrates technologies that show potential for readily bringing heavy-duty vehicles (GVW of more than 14,000 pounds) into an inspection and maintenance program. (SB 210) • **California Consumer Privacy Act (CCPA).** Beginning January 1, 2020, this new law, in part, would grant a consumer the right to request a business to disclose the categories and specific pieces of personal information that it collects about the consumer, the categories of sources from which that information is collected, the business purposes for collecting or selling information and the categories of third parties with which the information is shared. (AB 375-2018). Several new laws passed to clarify and to ease CCPA compliance including a narrow opt-out and deletion rights in order to facilitate prompt and effective recalls and warranty work. (AB 1146, AB 25, AB 874, AB 1355 and AB 1564).
- New Motor Vehicle Board.** This new law, among other things, requires car manufacturers to reimburse franchised new car dealers for warranty repairs based on a specified formula instead of using the existing practice of determining a reasonable rate and recasts other existing provisions of the relationship between manufacturers and dealerships. (AB 179)
- Sexual Harassment Prevention Training Deadline Extended.** Extends the original compliance deadline associated with SB 1343 (passed in 2018), which requires all employers with five or more employees to provide two hours of sexual harassment training from January 1, 2020 to January 1, 2021. (SB 778) • **Independent Contractor or Employee?** This new law provides factors of the "ABC" test, as specified, to determine the status of workers as employee or independent contractor. The law also provides an exemption between business-to-business provided that vendor meets the specified independent contractor criteria. (AB 5)
- Extension of FEHA Statute of Limitations.** This new law extends the deadline to file an allegation of unlawful workplace harassment, discrimination, or civil rights-related retaliation under the Fair Employment and Housing Act from one year to three years. (AB 9)
- Prohibition of Arbitration Agreements .** This new law, among other things, prohibits employers from requiring employees or applicants to waive any right, forum, or procedure for a violation of the Fair Employment and Housing Act or the Labor Code as a condition of employment. (AB 51). Also SB 707, requires the employer (for an employment-related arbitration agreement) to pay for certain fees and costs before an arbitration may proceed.
- Failure to Pay Wages - Penalties.** In addition to existing penalties that an employee may recover for an employer's failure to timely pay an employee's wages, this new law authorizes the affected employee to bring action to recover statutory penalties against the employer to recover unpaid wages. It also authorizes an employee to either recover statutory penalties under these provisions or to enforce civil penalties under Labor Code section 2699(a), the Private Attorneys General Act of 2004 ("PAGA"), but not both, for the same violation. (AB 673) 3
- Expansion of Lactation Accommodation Requirements.** Expands existing law relating to lactation accommodation to add a number of new requirements for the lactation space itself, including access to running water and a refrigerator for storing milk, as well as employer policy requirements and document retention obligations. (SB 142)
- Hairstyle Discrimination.** This new law expands the Fair Employment and Housing Act's definition of race to include traits historically associated with race, such as hair texture and protective hairstyles. It defines "protective hairstyles" as "braids, locks, and twists." It also prohibits workplace dress code and grooming policies that prohibit natural hair, including afros, braids, twists and locks. (SB 188)
- Paid Family Leave.** Amends existing law and increases the maximum wage replacement benefits under the California Paid Family Leave program from six to eight weeks, beginning July 1, 2020. (SB 83) This summary has been provided for informational purposes only and is not intended and should not be construed to constitute legal advice.

Stay Informed. Be Heard.

LEGISLATIVE APPOINTMENTS - PROMINENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

FLY-IN SCHEDULE:

8:30 - 9:00 AM WELCOME BREAKFAST

8:30 - 9:00 AM GUEST SPEAKERS

10:30 AM - NOON LEGISLATIVE APPOINTMENTS

NOON - 1:00 PM LUNCH AT CAPITOL EVENT CENTER

1:30 - 3:00 PM LEGISLATIVE APPOINTMENTS



AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE DAY

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 28, 2020 | 8:30 AM - 3:00 PM

Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Chair, Senate Transportation & Housing Committee.*

EVENT LOCATION: Capitol Event Center, 1020 11th Street, Sacramento, CA, one block from the California State Capitol Building.

HOTEL INFORMATION: Legislative Day guests will be on their own to make hotel arrangements. A walking-distance hotel can be recommended upon request.

First Time Attendee Reimbursement Application

Any ASCCA member who has not previously attended an ASCCA Legislative Day event may be nominated by their Chapter President and Chapter Representative to receive travel reimbursement. The reimbursement amounts will not exceed \$150 per person for attendees traveling within a 150-mile radius of the event location, or \$250 per person for attendees traveling further than 150 miles. All nominations must be reviewed and approved by ASCCA Government Affairs Committee prior to the event.

Automotive Aftermarket Industry 2020 Legislative Fly-In

STAY INFORMED. BE HEARD.

SCHEDULE:

8:30 - 9:00 AM Welcome Breakfast and Guest Speakers

10:30 AM - NOON Legislative Appointments

NOON - 1:00 PM Lunch at Capitol Event Center

1:30 - 3:00 PM Legislative Appointments

Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Please don't delay, space is limited! Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Author AB2289 (Smog Check); Chair, Senate Transportation & Housing Committee.*

EVENT LOCATION

This year's event will again be held at the Capitol Event Center, located at 1020 11th Street. Located adjacent to the Chops restaurant and Ambrosia Cafe, it is a quick 1 block walk from the Capitol Event Center to the California State Capitol Building.

HOTEL INFORMATION

A walking-distance hotel can be recommended upon request.

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!!!



National Petroleum, Inc.

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SC Fuels

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rogersd@scfuels.com
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NAPA Auto Parts: Main/ Distribution Center

John Hartman- District Sales Manager
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john_hartman@genpt.com

1-800 Radiator (SNZ Radiator)

Natalie Salimitari
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National City, CA 91950
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natalies@1800radiator.com
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Trace Whitehall
PO Box 1486
Spring Valley, CA 91979
(800) 916-1957 FAX: (619) 442-4241

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San Diego Gas & Electric

Arnie Garcia
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San Diego, CA 92123
argarcia1@semprautilities.com
(858) 654-1115

SC Fuels

Attn: Jeannette Acker
Dave Rogers
rogersd@scfuels.com
1800 W. Katella Avenue #200
Orange, CA 92867
562-499-4990

All Associate Members are entitled to a business card and a listing placed in the newsletter. To submit yours, please email to chapter24@hughes.net or mail to

**Chapter 24
PO Box 262100
San Diego, CA
92196**

Just some of the benefits of your membership:

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.

**We  Our
Associate Members**

The ASSCA Advantage

TO ELEVATE AND UNITE AUTOMOTIVE PROFESSIONALS AND GIVE THEM VOICE



The ASSCA Advantage is:

- ✔ Membership that pays for itself!
- ✔ Free Legal Consultations
- ✔ Free Business Management Advice
- ✔ Membership Rebate from Digital Financial Group
- ✔ Free HR Services

Automotive Service Councils of California
One Capitol Mall, Suite 800, Sacramento, CA 95814
P: (800) 810.4272 | F: (916) 444.7462
info@ascca.com | www.ascca.com



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The ASCCA Advantage





The ASCCA Advantage outlines 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.



Corporate Partners - Increasing Your Membership Value

BUSINESS SUPPLIES, EQUIPMENT & SERVICES		
	ASCCA members get 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, (301) 654.6664 kathleen.schmatz@autocare.org
	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, (877) 351.9573 info@aeswave.com www.aeswave.com
	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
	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 Waln (949) 337.2484 Eric Elbert (805) 490.6080, EricE@petrospecsBG.com www.petrospecsinc.com.
	Savings of 10-55% over other online travel agencies from thousands of hotels worldwide. Visit hotelstorm.com/ascca and use password Auto 1234 to get your discount.	conciierge@hotelstorm.com www.hotelstorm/ascca
	LKQ is the largest nationwide provider of alternative collision replacement parts and a leading provider of recycled engines and transmission and remanufactured engines.	Steven Poole, (562) 320.2398 SJPoole@lkqcorp.com
	The leader in automotive thermostats; fuel, oil and coolant caps sold to the North American automotive aftermarket. Their line of thermostats is one of the most advanced in the automotive industry, using state-of-the-art manufacturing equipment, with strict quality control and functional testing, ensuring high quality and long-lasting products.	Sean Ruitenber, (618) 599.5196 sean.ruitenber@motoradusa.com
	Motul is 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.	Nick Bagley, (909) 538.204 n.bagley@us.motul.com
	NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognizes 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) 300.4910 NAPA SoCal District Sales Manager john_hartman@genpt.com
	Streamlined business supply ordering process. Free delivery over \$50. Custom pricing and discounts for ASCCA members.	Michael Nitz, (855)-337-6811 Michael.nitz@officedepot.com https://business.officedepot.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.	ASCCA@oreillyauto.com

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	<p>DFC is the leading manufacturer of award-winning automotive braking systems. They maintain a huge selection of brake parts for all domestic and foreign vehicle applications. Their engineers, product managers, and R&D staff work hard to give their customers first-to-market advantage.</p>	<p>Dan Biezonsky, 951-200-0953, danb@dynamicfriction.com, http:// www.dynamicfriction.com/</p>
EDUCATION PROVIDERS		
	<p>The ACT Group is a partnership of long time automotive industry experts. Former Technicians, Service Writers, Managers, General Managers and owners of automotive facilities offer their expertise in a strong variety of industry training classes. Discounts are available to ASCCA members, including \$200.00 off our Service Advisor Classes.</p>	<p>Ray Kunz, 916-588-0775</p>
	<p>ATI has helped thousands of automotive repair shop owners increase their profits, reduce stress, and grow their businesses for over 30 years.</p> <ul style="list-style-type: none"> • They are the industry leader in automotive business coaching providing expert management and consulting services. Get weekly business coaching from an industry expert and classes in marketing, hiring, finance, leadership and sales. 	<p>Jim Silverman, (301) 575-9140, jsilverman@autotraining.net, www.autotraining.net</p>
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	<p>iATN is the world's first and largest online network of automotive service industry professionals. -Get discounted access to up to 5 premium access accounts, free job ad postings, a private forum for your shop, and unlimited access to the iATN Knowledge Base that allows you to search iATN's databases of in-use industry knowledge compiled over the last 20 years.</p>	<p>Greg Montero (651) 628.5706 greg.montero@iatn.com www.iatn.net</p>
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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, email broadcasts, 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.



Scan here to learn more about your benefits
or visit <http://asca.com/resources/memberbenefits>

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