# BYWAYS NEWSLETTER

ASCCA Chapter 24 PO Box 262100 San Diego, CA 92196



December 2020

### YOUR 2021 BOARD OF DIRECTORS

We Look Forward to Serving You

**President**: Stuart Terry, Stuart Terry Auto Repair

**Vice President**: Julio Campos, Dragonfly Automotive **Secretary and Executive Assistant:** Zarina Mendoza

Past President Maria Carrillo

**Treasurer:** James Justus **Director:** Kenneth Thayer

**Director**: Blanca Yebra

Director: Chapter Rep Steve Vanlandingham

**Director** Kevin Healy

**Associate Rep.** Henry Verdugo **Education Rep:** Bryan Perrin

### **NEW CALIFORNIA LAWS FOR 2021**

Every year, hundreds of new laws are enacted that impact California automotive repair dealers.

Chapter 24 Board of
Directors' Meeting
Dec 8 2020
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.

Below is a brief summary of some of the key measures and programs, in no particular order, that take effect January 1, 2021, unless otherwise noted.

- Minimum Wage Increase. Reminder that effective January 1, 2021, the minimum wage for employers with 26 or more employees will increase to \$14.00 per hour. The minimum wage for employers with 25 or fewer employees will increase to \$13.00. (SB 3 of 2017) Please note that local minimum wage ordinances may be higher.
- BAR Auto Shop Locator Program. In August this year, BAR launched a new auto shop locator program where consumers can easily find auto repair services in their area using a mobile-friendly search tool and also see any disciplinary actions against the shop. The locator displays shops on an interactive map using the consumer's location or a specific city or zip code. Service categories are tied to primary and secondary business type information (e.g. auto body, tire, transmission repair, etc.) provided by the automotive repair dealers upon licensure or renewal.

Additional laws/details on our website

### **ASCCA Chapter 24**

PO Box 262100 San Diego, CA 92196 24 Hr. Reservation Line: 619.234.3751

**President:** Stuart Terry (619)287-9626 261-5341c stuartterrystar@gmail.com

Vice President: Julio Campos

619-704-2280 dragonfly4055@gmail.com

Secretary/

**Executive Assistant:** Zarina Mendoza (858)776-3107 admin@ascca24.com

**Past President** Maria Carrillo (619)287-7200 maria@carrillonsons.com

**Treasurer:** James Justus

(619)239-2208 jwjustus@aol.com

**Director:** Kenneth Thayer

619 573-3218 ken@carrillonsons.com

**Director: Chapter Rep** Steve Vanlandingham (619)596-0011 vansautomotive@hotmail.com

**Director** Kevin Healy (619)562-4110 eastcountyalignment@gmail.com

**Director** Blanca Yebra (619)829-9011 Blancayebra87@gmail.com

**Associate Rep.** Henry Verdugo 951-823-9851 hverdugo@oreillyauto.com

**Education Rep.** Bryan Perrin San Diego Continuing Education

## Newsletter Advertising

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made in any advertising., literature, or ad distributed by the advertisers in this publication.

### **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

# 24 Hr. Reservation Line: 619.234.3751

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#### **Automotive Service Councils of California**

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Web site: www.ascca.com

### **ASCCA Staff**

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# Chapter Website: ascca24.com

### 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.

## 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 an 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.

# 2021 Scholarship Application Now Open for the ASC Educational Foundation!

Applications are currently being accepted for the Automotive Service Councils Educational Foundation (ASCEF) 2021 scholarships! Each year, the ASCEF awards scholarships ranging from \$500 - \$1,000. These scholarships provide assistance to current undergraduates who are in the automotive service field. Overall Qualifications: You must be planning to seek employment in the California after-market/independent repair industry and be a California high school senior who plans to enroll in post high school technical and academic training or California college under-graduate in the automotive service field. Applications must be submitted by March 31, 2021.To apply online visit:

https://automotivescholarships.com/scholarships/ascca

The ASCEF is a nonprofit corporation dedicated to supporting and advancing the entire automotive industry through technical education and training, scholarships, and other industry inspired programs. To learn more about the ASCEF, visit www.asc-ef.org. Questions? Contact Kate Peyser at 916-290-5828 or kpeyser@amgroup.us.



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)

# THE GOVERNOR SIGNED COVID-19-RELATED WORKERS' COMPENSATION, PAID SICK LEAVE AND WORKPLACE SAFETY LAWS.

The Legislature responded to the COVID-19 pandemic with several new laws that impact employers in the context of workers' compensation, paid sick leave and workplace safety.

Workers' Compensation: SB 1159 establishes a rebuttable workers' compensation presumption for workers that contract COVID-19 under certain conditions by first, codifying Newsom's workers' compensation executive order for workers who contracted COVID-19 between March 19, 2020, and July 5, 2020, and, second, creating a rebuttable presumption for first responders and health care personnel who contract COVID-19 after July 6, 2020.

SB 1159 also creates an "outbreak" presumption for employers with five or more employees, covering workers who test positive for COVID-19 during an "outbreak" at the employee's place of employment. The statute specifically defines "outbreak" as any of the following:

- If the employer has 100 employees or fewer at a specific place of employment, four
- employees test positive for COVID-19 within two weeks.
- If the employer has more than 100 employees at a specific place of employment, 4 percent of the number of employees test positive within two weeks.
- Public authorities order the place of employment closed due to a risk of COVID-19 infection.
- Employers have limited time to reject claims under the new law.

Additionally, when an employer with five or more employees "knows or reasonably should know" that an employee tests positive for COVID-19, SB 1159 requires the employer to inform its workers' compensation carrier and provide specified information within three business days. SB 1159 was an urgency measure that went into effect September 17, 2020.

Paid Sick Leave: AB 1867 also took effect immediately upon being signed on September 9, 2020. This bill expands supplemental paid sick leave for COVID-19-related reasons for certain employers not already covered by the federal Families First Coronavirus Response Act (FFCRA) — specifically, employers with 500 or more employees nationwide, as well as health care providers and first responders that are excluded from FFCRA.

Employees who work for covered employers can take COVID-19 supplemental paid sick leave if the worker is:

- Subject to a federal, state or local quarantine or isolation order related to COVID-19; Advised by a health care provider to self-quarantine or self-isolate due to concerns related to COVID-19; or Prohibited from working by the employer due to health concerns related to the potential transmission of COVID-19.
- Employees working from home are not eligible for supplemental paid sick leave.

# Much more information available on our website

# COLLEAGUE UPDATES

JAMES
JUSTICE

Business has been steady at James Automotive Service. Thankfully, no one here or at home has been bitten by COVID 19. 2021 will mark my 50th anniversary as a shop owner and member of ASCCA. Joining ASC was one of the best things I have ever done. Ten years ago, I rented a portion of my shop to a vehicle registration service. It has been a good fit and provided extra income for the business. Last month, I rented another section of the shop to T - Mobile - the cell phone company. Hopefully this will be a good fit as well. And the extra income will come in handy in these uncertain times. Unfortunately, my prostate cancer has decided to rear its ugly head once again. I thought it was under control, but I guess it wasn't. I am back on the same medication I used years ago, but it does not seem to as effective as it was back then. I am going to try some alternative medications and possibly some radiation treatments if necessary. I feel ok, but the medications make me a little tired at times. Still working half days (12 hours) LOL. Giving some thought to retirement or working fewer hours per week. Warm regards, James

### **December 1st Virtual Meeting Recap**

On December 1, 2020, ASCCA Chapter 24 held it second Zoom meeting of the year. We are still unable to meet in person due to COVID restrictions. The meeting was called to order, at 6:30 PM by Chapter President Maria Carrillo. After the Flag Salute and Invocation, the new slate of officers and board members were installed by ASCCA State President John Eppstein. The meeting was well attended by Chapter 24 members and members from other chapters as well. Our guest speaker for this meeting was Pat Dorais, chief of the Bureau of Auto Repair.

Mr. Dorais spoke at length about how the Bureau has been effected by COVID19. Most of his meetings are now held virtually via Zoom and he has become accustomed to this type of communication. He mentioned that it sometimes takes longer than usual to conduct BAR business as many of his staff members are working remotely, but business is being tended to asap. He also mentioned that the Bureau's budget was being reduced due to the financial condition of the State of California at this time.Mr. Dorais also spoke about the "Trusted Dealer Program" that was being initiated by Assembly Member Evan Low. This would be a grading system for automotive shops similar to how restaurants are graded by the health department. Both Mr. Dorais and our association have concerns about how this type of grading system could be applied to automotive shops. In trying to address Assembly Member Low's concern about transparency related to consumer concerns in locating a reputable auto repair shop, BAR initiated a new shop locator program for their website.

.A consumer now has easy access to information regarding a shops' performance record. Some of our members mentioned that they had concerns with this new program. Mr. Dorais promised to work with our association to address any problems with this new program.

Chapter Website: ascca24.com

A member requested information pertaining to the number of illegal smog checks that were being performed in California. Mr. Dorais responded that there were a large number of illegal smog checks being performed by a group of people who have devices that can defeat the BAR Smog Check program. These devices cost upward of \$30K and are being used to pass cars and trucks illegally. BAR has had some luck shutting down some of these operations, but it has been difficult for them to locate and prosecute the offenders. Mr. Dorais mentioned that BAR would be using biometric technology to upgrade the smog testing equipment - smog testing equipment would be equipped with finger print and vein readers to identify who is actually performing the smog inspection.

In closing, Mr. Dorais gave some updates on the Consumer Assistance (CAP) Program and thanked our association for inviting him to speak to us. He is looking forward to continuing the good working relationship he has with ASCCA.



## An Energy Update for You

Arnie Garcia Customer Outreach & Energy Solutions Advisor



### KEEP HOLIDAY LIGHT DECORATING SAFE, ENERGY-EFFICIENT, FESTIVE AND FUN

Businesses enjoy lighting up their stores for the holidays to add a festive spirit but they don't enjoy the increase in their electricity bill after all the holiday cheer and lights are gone. Here are some ways to be energy-efficient this holiday season:

- Make smart lighting choices. LED holiday lights are the way to go! They use up to 80% less energy and are brighter and safer since they are much cooler than incandescent lights. They're easier to install—up to 24 strings of LEDs can be connected end-to-end without overloading a wall socket. They last 10x longer and have no filaments or glass to break.
- Limit energy use. Set timers for lights to automatically turn on when it gets dark and off in the middle of the night. You can save more by keeping light displays on only 8 hours of the evening.
- Get reflective. Shiny ornaments, tinsel and mirrors can multiply the effects of your lighting without using more energy. Reflective ornaments and tinsel are just as bright at night, so getting creative with your lighting display can multiply your resources for shine. Don't forget the ribbons, wreaths, garland, and reflective menorahs for electricity- free, age-old traditions that bring holiday cheer

Chapter Website: ascca24.com

# **KEEP HOLIDAY LIGHT DECORATING SAFE, ENERGY-EFFICIENT, FESTIVE AND FUN** *Continued from page 5*

Be sure to stay safe over the holidays. Here are some great tips to keep you and your customers and patrons safe.

- Limit the connection of light strands. Avoid overloading extension cords and wall sockets by following the manufacturer's limits for the number of light strings that can be safely connected.
- Hang lighting safely. Make sure that no cords will be pinched by furniture or placed under rugs, furniture or other appliances. If covered, cords can overheat or become frayed, increasing the risk of fire. Replace faulty lights instead of trying to repair them.
- Avoid electric hazards outdoors. Before climbing ladders to string outdoor lights, check for overhead power lines on your roof or attached to your storefront. Always keep at least 10 feet away from overhead lines. Never place yourself or any object, such as a string of lights, in a position that risks contact with a power line—the result can be fatal.
- Use GFCI outlets. Outdoor electric lights and decorations should be plugged into circuits protected by ground fault circuit interrupters (GFCIs). How do you know if it's a GFCI? Look for the "test" and "reset" buttons. If circuits are not GFCI-protected, portable outdoor GFCIs can be purchased.
- Check your environment outdoors. Before stringing lights on outdoor trees, make sure tree limbs haven't grown into or near power lines. Branches, entire trees and even the ground adjacent to a tree can become energized when trees contact power lines.
- Put your tree in a safe location. Keep your holiday tree away from heat sources such as heat vents. The heat will dry out the tree, making it more susceptible to fires caused by heat, flame or sparks.
- Check condition of lights. Inspect light strands for cracked or broken plugs, frayed insulation or bare wires. Worn cords can cause fires, so discard damaged sets of lights.
- Read the labels. Be sure to check each product label to see whether the lights are intended for indoor or outdoor use. Make sure lights have a tag indicating they have been evaluated by a recognized testing laboratory. For more winter energy-saving and safety tips, visit sdge.com/business-winter.

# 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!!!





## **Chapter 24 Associate Members**

### 1-800 Radiator (SNZ Radiator)

Natalie Salimitari 402 W 35th Street #E National City, CA 91950 natalies@1800radiator.com (619) 477-1113 FAX: (619) 616-2207

### **Coastal Distributing**

Trace Whitehall PO Box 1486 Spring Valley, CA 91979 (800) 916-1957 FAX: (619) 442-4241

### NAPA Auto Parts: Main/ Distribution Center

John Hartman- District Sales Manager 7440 Convoy Court San Diego CA 92111 619-300-4910 cell 858-279-6900 office john\_hartman@genpt.com

#### **NAPA Auto Parts**

Ray Awad- District Manager 619-503-4228 Edgar Gomez- Sales Representative 619-672-1760 cell edgar\_gomez@cox.net

### National Petroleum, Inc.

David Golokow 1616 Industrial Blvd Suite 104 Chula Vista, CA 91911 619-239-0256 dgolokow@nationalpatroleuminc.com

### O'Reilly Auto Parts, Inc.

Henry Verdugo Regional Field Sales Manager 2750 Midway Dr San Diego, CA 92110 Direct 951-823-9851 Fax 619-223-1487 hverdugo@oreillyauto.com

### San Diego Gas & Electric

Arnie Garcia 8335 Century Park Court, CP12G 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 ascca24news@gmail.com or mail to Chapter 24 PO Box 262100 San Diego, CA 92196

Chapter Website: ascca24.com

## 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.

# The ASCCA Advantage

TO ELEVATE AND UNITE AUTOMOTIVE PROFESSIONALS AND GIVE THEM VOICE



- ( Membership that pays for itself!
  - Free Legal Consultations
  - Free Business Management Advice
  - Membership Rebate from Digital Financial Group
  - ⟨
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    ⟨
    ⟨
    ⟩
    ⟩
    ⟩
     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



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

## 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 Memberhip Value**

BUSINESS SUPPLIES, EQUIPMENT & SERVICES			
aeswave con	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	
Auto MZone	AutoZone's partnership with ASCCA ill get you special pricing for Platinum Level Membership, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, and more! Check out their electronic ordering software which can help save you time and money.	Jim Gray, 704.301.1500 jim.gray@autozone.com www.autozone.com	
OPUS   IVS	Opus IVS is changing the game in aftermarket diagnostics by going beyond the diagnosis stage. We empower 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 by finding faults faster and more accurately, as well as repair more cars, faster with fewer mistakes.	Kevin Fitzpatrick 631.486.3506 kevin.fitzpatrick@opusivs.com www.opusivs.com	
BE	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.	
EMPLOYER'S SERVICES  *OSHA & LABOR LAW EXPERTS *	California Employers Services has been making compliance easy since 1997. We know the laws and how they are being enforced. Everything that we provide is customized to your business' needs. Ask about our 30 day trial or our special packages and prices. ASCCA members can email or call for advice on California Labor Laws and Cal-OSHA questions!	Dave Fischer, 559.472.3542 cesyes@hotmail.com www.cestoday.com	
Print & Direct Mail Made Easy	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, manage your budget.	Josh Davis, 484.648.8626 josh@themailshark.com www.themailshark.com/ascca	
AUTOCARE CENTER	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 SoCal District Sales Manager john_hartman@genpt.com www.napaonline.com	
DEDICATED TO THE PROFESSIONAL	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, 916.962.3270 ASCCA@oreillyauto.com www.oreillyauto.com	
WORLDPAC :::	WORLDPAC 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 taught by experienced professional instructors.	Rob Morrell, 510.755.6058 rmkroll@gmail.com www.worldpac.com	

EDUCATION PROVIDERS	5	
Automotive Training Institute	ATI has helped thousands of automotive repair shop owners increase their profits, reduce	Jim Silverman, 301.575.9140 jsilverman@autotraining.net www.autotraining.net
D DRIVE  Power Your Shop • Fuel Your Freedom	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 www.driveshops.com
Educational Seminars Institute Automotive Management Specialists	Since 1984 ESI has provided independent repair shops with up-to-date full-facility training for management and personnel.  ASCCA Members have exclusive access to discounted training courses.  Save \$800 on every Service Writer course and \$55 on every seminar. (Space limited.)  FREE 30 minutes of business consulting advice per month.	Maylan Newton 866.526.3039 maylan@essiseminars.com www.esiseminars.com
INSURANCE & LEGAL SE	RVICES	
rmstrong  & ASSOCIATES Insurance 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. Includes an enrollment discount of \$100	Customer Service, 530.668.2777 www.armstrongprofessional.com
COREMARK INSURANCE SERVICES, INC	Competitive dental & vision plans exclusively available to ASCCA members.	Mat Nabity, 916.286.0918 mnabity@coremarkins.com
Molodanof Government Relations	FREE LEGAL Service - Thirty (30) minutes of free legal advice per month for all ASCCA members. A \$225 monthly value!	Jack Molodanof , 916.447.0313 jack@mgrco.org www.mgrco.org
INTERNET MARKETING,	<b>WEB DESIGN &amp; SEARCH ENGINE OPTIMIZATION</b>	N
◆ BROADLY ▶ BROADLY.COM	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).	Laura Nelson, 800.693.1089 marketing @broadly.com www.broadly.com
KUKUI	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 customer retention, and revenue tracking tools. Kukui will help you track stats about new clients, your customer retention rate, and will help you track areas of improvement through appointment forms, phone call tracking, and feedback from customer reviews. ASCCA members receive special pricing on custom website design.	Patrick Egan 805-259-3679 patrick@kukui.com or Jimmy Lea jimmylea@kukuki.com www.kukui.com
JP SUEII	Upswell Marketing is proud to offer a Multi-Channel Marketing Platform where our clients have access to powerful direct mail and digital services to help grow their business. We will help you use your data to make buying decisions, offer in-house financing, and our weekly flex pay and flex mail programs make us very affordable. In addition, ASCCA Members will be offered \$250 off their first customer mailing and 10% off all our digital programs.	Cynde Wright 430-377-0069 cwright@upswellmarketing.com www.upswellmarketing.com
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.  RepairPal shops gets 8-10 new customer contacts per month, with an average repair order over \$500. (Estimated new business \$48,000/year)	Evan DeMik, 415.595.3346 evan@repairpal.com www.repairpal.com

#### MERCHANT SERVICES Shannon Devery 877.326.2799 Receive up to a \$350 rebate on your ASCCA State dues when you use DFG to process your www.digitalfg.com/ credit cards. Call for a free no obligation consultation. **SOFTWARE PROVIDERS** ALLDATA's automotive diagnostic and repair software, with OEM-direct repair information for Chuck Bennett accurate car repairs, is trusted by more than 400,000 technicians in more than 100,000 shops 512.285.0307 ALLDATA nationwide. Covering more than 38,000 engine-specific vehicles, ALLDATA provides auto Charles.bennett@alldata.com repair shops a suite of products to help increase the daily car count, improve processes and www.alldata.com provide quality repairs to keep customers satisfied. Tekmetric features make it easy to monitor and manage your auto repair business. We Sunil Patel know what it takes to run a successful shop and that's why our features focus on improving 832-930-9400 the interactions between your customers, service writers, and technicians. Leverage your sales@tekmetric.com business data and grow profitably. www.tekmetric.com The New Standard in Shop Management, 100% cloud-based on any device, Take your shop Matt Ellinwood, SHOP # WARE fully digital and 100% paperless. Ask for a special ASCCA member rate. 415.890.0906 x106 matt@shop-ware.com www.shop-ware.com UNIFORM SERVICES Nationally recognized supplier of customer and employee apparel & janitorial services with Jessica Essad, 775.813.8954

thier special ASCCA package. Keep your employees on brand, your bathrooms stocked,

exclusive pricing with your ASCCA membership.

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### **ADDITIONAL BENEFITS OF ASCCA MEMBERSHIP**

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

**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 to learn more about your member benefits

http://ascca.com/resources/memberbenefits

**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.

**Educational Foundation** - ASCCA members can also participate

in the association's educational foundation that raises funds for scholarships issues to students entering into the automotive aftermarket.



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Updated 9/18/19 WWW.ASCCA.CON