

**California Service
Station &
Automotive Repair
Association**

1605 Fourth St., Suite C
Santa Rosa, CA 95404

CSSARA

Issue 11.07

AUTO\$ENSE

June 21, 2007

Phone: 707/ 545-6376 FAX: 707/ 545-6751

<http://www.cssara.org>

To be removed from our contact list, please call the CSSARA office.

ARE "76" DEALERS GOING TO BE "86ED"?

Many CSSARA members who market under the flag of "76" have received their offers to purchase from ConocoPhillips. These contracts state the terms, asking price, length of the contract and environmental conditions of the present site. If you are going to purchase, it is important that you have a team of professionals who will give you proper advice related to your acquisition. I strongly recommend a proven performer in finance facilitation – C.J. Lynden of Lynden & Co. – an outstanding resource for CSSARA members who will package your loan and evaluate several lending companies to secure the best possible interest rate, price and terms. What C.J. brings to this important decision is experience and respect from lending institutions for her ability to properly package the information so that you get a commitment letter to move forward with your purchase. You may reach C.J. toll-free at (800) 758-6800 or locally at (510) 758-6800.

We also highly recommend attorney Kevin Lally of Greenan, Peffer, Sallander & Lally. He is an expert in real estate and property acquisition. CSSARA has been working with him for 26 years. He specializes in the service station and automotive industry and offers substantial discounts to CSSARA members. You may reach him at (925) 866-1000.

If you have any questions regarding nuances or quirks relating to the acquisition of your station, please contact CSSARA's Executive Director Dennis DeCota who is also an experienced ConocoPhillips dealer who is also in the process of purchasing his station. He may be reached at (707) 545-6376.

CONGRATULATIONS TO BAR CHIEF MEHL

On June 20, 2007, Sherry Mehl was confirmed as BAR Chief. On behalf of the members of the California Service Station and Automotive Repair Association (CSSARA), the Board of Directors and myself personally, we wish to congratulate her. We believe she will bring a breath of fresh air to the office as she has already proven in her open minded approach to management of the Bureau of Automotive Repair.

FAREWELL THANK YOU TO PHYLLIS REINSTEIN

CSSARA's excellent administrative assistant for the past five years, Phyllis Reinstein, will be retiring at the end of June. Among her many duties, Phyllis has handled most of the administrative responsibilities for the Executive Director and the Board of Directors and has been a tremendous asset to CSSARA. We wish to take this time to thank Phyllis for her diligence and service to our association. She will be greatly missed!!

CSSARA IS PROUD TO REPRESENT YOUR BUSINESS INTERESTS

- **CSSARA's group insurance programs**
 - ✓ Highly competitive group rates for Workers' Compensation insurance are available through State Fund Insurance as well as other Worker's Comp brokers.
 - ✓ One of the most competitive garage keeper and legal liability programs on the market today is available exclusively to CSSARA members. Call Marsha at (707) 545-1416.
- **CSSARA offers health insurance**
 - ✓ CSSARA members get group rates on a wide variety of health and dental plans including: **Kaiser, Health Net, PacifiCare, and Delta Dental.** Call Marsha at (707) 545-1416.
- **CSSARA's Endorsed Suppliers**
 - ✓ Our Endorsed Suppliers provide our members and the industry with superior knowledge, products and services. Remember - When calling our suppliers, tell them you're a CSSARA Member! For a complete listing visit:

www.cssara.org/www/INDUSTRY/Endorsed_Suppliers

REMINDER!!

CSSARA NEW ADDRESS & TELEPHONE NUMBER

**NEW ADDRESS: 1605 Fourth Street, Suite C
Santa Rosa 95404**

**Telephone # : 707-545-6376
Cal Pac Insurance #: 707-545-1614
Fax #: 707-545-6751**