



## California Service Station and Automotive Repair Association

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### A Message From The Executive Director of CSSARA

During 2008, the California Service Station and Automotive Repair Association will celebrate its 35<sup>th</sup> Anniversary serving the automotive industry. We were born out of the "Oil Embargo" in 1973. Since that pivotal period in our country's history, CSSARA's goal has been to serve the needs of our members and to anticipate future problems and unfavorable situations that would affect the success of our businesses. The Association has primarily consisted of individual owners whose main source of income has been their service stations or automotive repair shops. I am also a service station owner and feel the same frustrations from actions of major oil companies and the strangulation of governmental regulations.

Since 1973, we have all seen dramatic changes in how our business is conducted. The Association has had many changes, and continues to adjust. Learn the benefits of membership and how they can save you hundreds of dollars a year. Feel free to contact me or other members of my staff to answer your questions. Whether you have insurance coverage questions, legal concerns, or a need to have medical coverage for your employee, CSSARA is here to serve your needs. Phone, fax, E-mail or pager may reach me.

CSSARA is proud to represent your business interests. On behalf of CSSARA's Board of Directors and Association President, we thank you for allowing us to represent your business concerns. For those of you who are not members of CSSARA, please consider joining forces with the oldest and most effective automotive association in the State of California.

Sincerely,

A handwritten signature in black ink, appearing to read "Dennis C. DeCota".

Dennis C. DeCota  
Executive Director

## **History of CSSARA**

California Service Station & Automotive Repair Association (CSSARA) is a non-profit trade association incorporated under California state laws.

CSSARA took its current form in 1973. It was formed as an association of associations to bring about better business conditions for petroleum retailers and to develop a package of significant member benefits.

It is recognized nationally as one of the most aggressive associations of its type in the country. Associations across the country are attempting to equal CSSARA's record of accomplishments, particularly in the area of legislation.

CSSARA maintains full-time lobbyists in Sacramento and has been instrumental in passing numerous bills into law that have advanced the interests of the service station dealers and automotive repair shop owners. A list of legislation sponsored by the association is enclosed.

Dealers and repair shop owners in the automotive service industry have found it a worthwhile vehicle to help resolve their many on-going problems.

In the past few years, the automotive repair shop owners have increased, while the number of service stations continues to decline. At present, our membership is almost 60/40 Service Station/Automotive Repair.

## **Benefits of Membership**

### **Information and Publications**

CSSARA will assure that you receive crucial and relevant information to assure your success and survival when industry trends, regulations and laws change. Our **NewsFax** is a regular CSSARA publication which will help you stay current and in compliance. Members are also encouraged to call the office at any time with business related questions.

#### **Legislation**

There is no other association or group who is more vigilant or committed to protecting the interests of small business from burdensome laws and regulations. We actively lobby federal, state, and local government to assure laws are not enacted which would adversely affect small business in our industry. CSSARA has an outstanding reputation and close working relationship with many high level officials, and we work effectively to strengthen your business and improve your bottom line.

### **Legal Services**

Our law firm specializes in the service station and automotive industry and offers substantial discounts to CSSARA members.

### **Insurance**

CSSARA members get group rates on a wide variety of health and dental plans including, Kaiser, Health Net, PacifiCare, and Delta Dental.

Highly competitive group rates for workers' compensation insurance are available through State Fund Insurance.

One of the most competitive garage keeper and legal liability programs on the market today is available exclusively to CSSARA members.

### **Credit Union**

California Preferred Credit Union offers a complete array of loan packages at very competitive rates and above average interest rates on savings balances. Other services include checking, VISA, IRA, ATM access and financing for garage owner liability insurance.

### **Business Forms**

Work Order/Emission Repair forms are available at low prices from the CSSARA Print Shop.

### **Service Discounts**

Hazardous waste pick-up; auditing of monthly utility bills to assure lowest possible rates; debt collection service with the only agency approved to do business in all 50 states.

### **Technician Training Programs**

Trains smog check technicians through state funded programs to pass requirements of the State's new program at no cost to employer or employee.