



# THE MINNESOTA RECYCLER

**THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA**

**JANUARY/FEBRUARY 2008  
www.autorecyclersmn.net**

## ARM Associate Member Profile Unishippers

Unishippers is a national organization with over 275 franchises nationwide. Unishippers started in 1987 in Salt Lake City, Utah, which is where corporate headquarters is still located. Unishippers has been in the Twin Cities for 20 years and in greater Minnesota for 11 years.

Unishippers represents companies on their shipping and offers local representation to their customers. They negotiate contracts with carriers based on a book of business which is made up of over 100,000 companies: That buying power really drives lower rates! In most cases, they can bring

benefits to a company. They partner with DHL for small package shipping and over 30 LTL carriers such as Cross Country, LME, AAA Cooper, Roadway, Vitran & USF Holland. They also deal with truck load and International shipping.



*Unishippers*

*Unishippers  
continued on  
Page 9*

### INSIDE...

<b>ARM Board of Directors</b> .....	<b>3</b>	<b>ARM News</b> .....	<b>.6</b>
<b>ARM Board News</b> .....	<b>4</b>	<b>Industry News</b> .....	<b>.32</b>

Looking for a Better Management System?

Consider **INTERNET CHECKMATE** by **Car-Part.com!**

“

**A 20-year Hollander user says:**

*I came back from a demo at a trade show and told my brother we were going to switch to Checkmate, the same company that has Car-Part.com...*

*I've been on Checkmate for one year and like the way things are set-up and the price... We couldn't have asked for a better group of people to get us through learning a whole new system... Their customer service is 2nd to none... new update features are great...*

”

Our trainers are on site with you when converting from Hollander®, Powerlink®, Pinnacle™, Autoskill® or Fast Parts®!

We convert your data (parts, vehicles, accounting, purchase orders, invoices and quotes) for a seamless transition from your management system!

Internet Checkmate® works with EDEN®!



**(859) 344-1925**

**NEW!**



# PARTMATE

Portable Inventory Tool

- **SmartVin** decodes Interchange numbers for most parts directly from the VIN.
- Smart Interchange reduces interchange questions while you look up parts.
- Automatically adjusts part prices based on Part Grading.
- Automatically inventory parts purchased through Bidmate or use as a stand-alone product.
- Requests, Sales & Quantity on one User Friendly screen simplifies inventory decisions.
- Point & Click on ARA Damage Code Graphics to easily identify damage.
- Maintain Pricebook directly from Partmate.
- One-click access to **3100** recyclers using Car-Part Trading Partners.

**\$25/month + \$250 setup**



**(859) 344-1925**

# ARM BOARD NEWS



**THE  
MINNESOTA  
RECYCLER**

The Minnesota Recycler is published six times per year for the Automotive Recyclers of Minnesota. None of the material in this publication necessarily reflects the opinion of ARM, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Salseg, ARM Executive Director, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 612-781-5555, Fax: 612-781-7052, Email: autorecyclersmn@bitstream.net. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

Advertising rates (Contact Publisher for Advertising.)

## ARM BOARD OF DIRECTORS

### OFFICERS

**Dan Brekke** President  
Atlas Auto Parts

**Robbi Bajari** Immediate Past President  
Hutch Auto & Truck Parts

**Carl Genz** Vice President  
U Pull R Parts

**Dave Marofsky** Secretary/Treasurer  
MARCO Auto Recycling

### BOARD MEMBERS

Chris Bickmann R & R Auto & Metal Salvage

Randy Davis B & R Auto & Truck Salvage

Mark Hortman John's Auto Parts

Rick Lemke Metro Auto Salvage

Bud Martini Martini Auto Parts

Shane Rudd Elite Auto

Eric Schulz AAA Auto Salvage, Inc.

### PUBLISHING STAFF

ARM retains the services of R. J. McClellan Inc.

Call any staff member,

Monday through Friday, 8 a.m. – 5 p.m.

Phone 651-458-0089

Toll Free 877-525-4589

Fax 651-458-0125

**Ron McClellan** President

**Ron McClellan** Advertising Sales

**Sheila Cain** Layout and Design

**Sheila Cain** Purchasing and Billing

Contact:

**Kelly Salseg**

ARM Executive Director

3333 Skycroft Circle

Minneapolis, MN 55418

Phone: 612-781-5555

Fax: 612-781-7052

Email:

autorecyclersmn@bitstream.net

## ARM's 2008 Board of Directors

### Dan Brekke, President

Atlas Auto Parts  
228 Sycamore Street West  
St. Paul, MN 55117  
Phone: 651-221-1957  
Fax: 651-221-0770  
Email: sales@atlasautoparts.net

### Carl Genz, Vice President

U Pull R Parts  
2875 160th Street  
Rosemount, MN 55068  
Phone: 651-322-1800 ext. 223  
Fax: 651-423-2401  
Email: carl@upullrparts.com

### Dave Marofsky, Secretary/Treasurer

MARCO Auto Recycling  
1411 Hwy. 19  
Red Wing, MN 55066  
Phone: 651-388-1866  
Fax: 651-388-4693  
Email: marcoauto@redwing.net

### Robbie Bajari, Im. Past President

Hutch Auto & Truck Parts  
13396 Hwy. 7 East  
Hutchinson, MN 55350  
Phone: 320-587-5839  
Fax: 320-587-5393  
Email: info@hutchautoparts.com

### Chris Bickmann

R & R Auto & Metal Salvage, LLC  
64148 US Hwy. 12  
Litchfield, MN 55355  
Phone: 320-693-0055  
Fax: 320-693-0075  
Email: chrisb88@qwest.net

### Randy Davis

B & R Auto & Truck Salvage  
15930 State Hwy. 2  
Mapleton, MN 56065  
Phone: 507-524-3735  
Fax: 507-524-3118  
Email: parts@bandrautotruckparts.com

### Mark Hortman

John's Auto Parts  
10506 Central Avenue N.E.  
Blaine, MN 55434  
Phone: 763-784-1711  
Cell: 612-414-5603  
Fax: 763-784-8132  
Email: markh@johnsauto.com

### Rick Lemke

Metro Auto Salvage  
11710 East 263rd Street  
Lakeville, MN 55044  
Phone: 952-461-2186  
Fax: 952-461-2184  
Email: rick.metro@integraonline.com

### Bud Martini

Martini Auto Parts  
422 County Road 50  
Avon, MN 56310  
Phone: 320-356-7504  
Fax: 320-356-7245  
Email: martiniautoparts@aol.com

### Shane Rudd

Elite Auto  
2325 W. Wayzata Blvd.  
Long Lake, MN 55356  
Phone: 952-473-2292  
Fax: 952-473-0371  
Email: shane@allanteparts.net

### Eric Schulz

AAA Auto Salvage, Inc.  
2871 160th Street West  
Rosemount, MN 55068  
Phone: 651-423-2432  
Fax: 651-423-2808  
Email: erics@aaaparts.com



# ARM NEWS

## Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting December 12, 2007 – St. Anthony Village, MN

### MINUTES

**Call to Order:** The Board of Directors meeting was called to order at 6:25 p.m. by President, Robbie Bajari. **Board present:** Robbie Bajari, Carl Genz, Mark Hortman, Keith Johnson, Rick Lemke, Dave Marofsky, Shane Rudd and Eric Schulz. Dan Brekke arrived at 7:00 p.m. **Staff Present:** Kelly Salseg. **Guests:** Chris Bickmann, R & R Auto & Metal Salvage; Derek Iverson & Robert Braun, Waddell & Reed Financial Advisors.

Derek Iverson reviewed the investment portfolio for the association and foundation for the board and executive staff. He recommended transferring some funds from our current investments to bond funds.

*Johnson motioned to adopt Iverson's recommendations; Genz seconded. Motion carried.*

Discussion followed regarding the possible tax benefits to the association of making a donation to the foundation. *Salseg to contact accountant and notify board.*

*Hortman motioned to rescind previous motion until we have information from accountant; Marofsky seconded. Motion carried.*

October 2007 minutes were reviewed. *Marofsky motioned to approve the October 2007 minutes; Johnson seconded. Motion carried.*

Association and Foundation Financials were

presented by Genz. *Marofsky motioned to approve the Association and Foundation financial reports; Brekke seconded. Motion carried.*

**2008 Budget Recommendation** was presented by Genz. *Marofsky motioned to accept the 2008 Budget Recommendation with revisions made to MN-CAR line item (income & expense); Hortman seconded. Motion carried.*

### Executive Directors Report:

**Membership:** Reported that we have two new Full Members – Joe's Auto – Erskine, and Windy Hill Auto Parts – New London. We also have one new Associate Member – Car-Part.com – Ft. Wright, KY. Total number of Full Members 90; Total number of Associate Members 46; Total Membership 136.

**Board Nominations:** Chris Bickmann/R & R Auto & Metal Salvage (Litchfield) and Bud Martini/Martini Auto Parts (Avon) have both agreed to come on the 2008 ARM Board. *Genz nominated Bickmann and Martini to the 2008 ARM Board; Brekke seconded. Nominations carried.*

*Schulz nominated Marofsky as board Secretary/Treasurer; Hortman seconded. Nomination carried.*

Reviewed and revised board committee assignments for 2008. Board members not present will receive committee assignments at next meeting.

### President's Report:

Bajari discussed the issue that had been tabled at the October 2007 board meeting of Wells Fargo requesting that ARM give their program an endorsement. After discussion, it was determined that ARM endorses any organization that we have accepted as an associate member. *Salseg to contact Bill Velin of Wells Fargo.*

*A break was called at 9:15 p.m. Meeting reconvened at 9:20 p.m.*

NEW • USED • DOMESTIC • IMPORT	
<b>acme</b>	
Auto Parts	
<b>651 • 228 • 1335</b>	
WWW.ACMEAUTOPARTS.COM	
E-MAIL • ACMEAU@AOL.COM	
310 W. SYCAMORE ST. PAUL, MN 55117	WATS • 888-228-1335 FAX • 651-228-0870



# ARM NEWS

## President's Report Continued:

Bajari reported that he had a phone conversation with Sue Holmes of CARS of Wisconsin and read the contents of an email he had received from her regarding changes that CARS would like to see occur as regards the Upper Midwest Convention & Trade Show. After lengthy discussion it was determined that Bajari and Brekke should speak with Holmes and Deanna Hart, President of CARS of Wisconsin, before ARM can determine a stance on the issues surrounding the Convention & Trade Show.

*Salseg to get Bajari and Brekke contact information for Holmes and Hart. Bajari & Brekke are to contact Holmes and Hart to discuss the Convention and Trade Show and report back to the board.*

**Minnesota Environmental Initiative/Mercury TMDL Partners Group Update (Hortman):** Hortman updated the board on his participation in the Mercury TMDL Implementation Plan Stakeholder Process. He asked for ideas from the board on how the automotive recycling industry /ARM can work to reduce mercury emissions further. It was determined that ARM/automotive industry has made great strides in this area through the ELVS program, and that ARM will continue to promote participation in this program through the ARM newsletter.

## Industrial Stormwater Permit Outreach Meeting (Schulz):

A date was set for the Industrial Stormwater Permit Outreach Meeting which will be hosted by AAA Auto Salvage. The date for this meeting will be Wednesday, January 9, 2008. Determined that we need to include ARM members as well as auto recyclers that are not ARM members. *Salseg and Schulz to work with MPCA on organizing and promoting this meeting.*

Committee Reports: - passed.

There being no further business, *Brekke motioned to adjourn at 10:30 p.m.; Johnson seconded the motion. Motion carried.*

**Date and location of next meeting:**

Friday, January 25, 2008 - 7 p.m.

Winter Outing at McQuoid's Resort in Isle, MN.

## WELCOME TO ARM'S NEW MEMBERS

### FULL MEMBERS

#### JOE'S AUTO

34998 Hwy. 59 S.E.

Erskine, MN 56535

Contact: Joe Smeby, Owner

Phone: 218-687-2302

Fax: 218-687-2303

E-mail: joeys@GVTEL.com

### WINDY HILL AUTO PARTS

9200 240th Ave. N.E.

P.O.B. 179

New London, MN 56273

Contact: Willie Bajari

Phone: 320-354-2201

Toll Free: 800-398-0566

Fax: 320-354-2229

Email: junkierenville@yahoo.com

www.windyhillautoparts.com

### ASSOCIATE MEMBER

#### CAR-PART.COM

1980 Highland Pike

Ft. Wright, KY 41017

Contact: Roger Schroder

Phone: 859-344-1925

Toll Free: 800-347-2247

Fax: 859-344-1954

E-mail: Roger@car-part.com

Web Address: www.car-part.com



Wisconsin  
Minnesota  
South Dakota

Serving Repair and Insurance  
Industries through QRP1Source Programs

**NOW AVAILABLE!** - QRP Parts Exchange Program  
Recycler to Recycler Parts Delivery **OVERNIGHT!**

**Limited Membership Opportunities in MN/IA/SD**

**Call Bob Hoffmann at 1-888-241-0294**

# ARM NEWS

## Message from the President

By Dan Brekke

Hi! My name is Dan Brekke and I am co-owner of Atlas Auto Parts in St. Paul. I will be your ARM Board President for the calendar year 2008.

In the upcoming year we should expect some changes in our Storm Water Permits. We are mon-

itoring the process closely, working with the MPCA, and will keep you posted as things develop. Do expect to hear from ARM regarding an informational meeting (we are looking at dates in early – mid January 2008) hosted by ARM between the MPCA and our members as regards this matter.

Also in January we are again hosting the ARM Winter Outing, scheduled for January 25 & 26 at McQuoid's Resort in Isle, Minnesota. You should already have received a mailing regarding the Winter Outing. If you didn't or it got mislaid, please contact ARM Executive Director Kelly Lynch-Salseg at the ARM office (612.781.5555). This gathering is going to be a lot of fun and I hope as many of you that can attend will! We really try to find things that our members will like and find useful, so if any of you ever have any good ideas please contact me or any of the ARM board members. It is always good to hear from you.

Also keep in mind the Upper Midwest Auto & Truck Recyclers Convention & Trade Show. This year the convention will be held in Hammond, Indiana at North Lake Auto Parts, May 1 – 3. Mark your calendars and plan on attending - we would like to see you there. The convention and trade show is always fun and informative.

From me and all of your ARM board members, we wish you all Happy Holidays and a prosperous New Year! Hope to see you at the winter outing and thanks!



### VIKING

**AUTO SALVAGE, INC.**

*"Your Best Value in Auto Parts"*

**NEW • USED • DOMESTIC • IMPORTS**






Located 4 Miles South of Farmington on Hwy 3  
[www.vikingautosalvage.com](http://www.vikingautosalvage.com)

- 30+ acres of parts
- Import and Domestic
- VERY COMPETITIVE PRICES
- Fast, friendly professional service
- Over 100,000 parts in our computerized inventory
- HUGE selection of NEW PARTS
- ALL PARTS GUARANTEED - extended warranties available
- National parts locating service
- State of the art shipping department
- Most orders shipped or delivered the Same Day
- Daily UPS, Speedee and trucking service



**TOLL FREE**                    **1-800-657-4912**

**METRO AREA**                **(651) 460-6166**

**FAX**                                **(651) 460-8444**

**WE DELIVER**









Free Daily Delivery to Mpls/St Paul Metro Area, Rochester and Mankato

# ARM NEWS

## From the Executive Director's Desk

By Kelly Salseg

The arrival of the New Year brings some changes to ARM – one of them being some new faces to the ARM Board of Directors. I'd like to thank these new board members, as well as all of the old board members, for their willingness to dedicate time, energy, and passion to the ARM association and the automotive recycling industry.

**Meet your 2008 Board of Directors:**



*Dan Brekke*

**President - Dan Brekke, Atlas Auto Parts, St. Paul**

Your new Board President is Dan Brekke, owner of Atlas Auto Parts. Dan is a long time board member currently in the 2nd year of his 2nd term. As Board President, Dan will serve on all board committees.

In the past, Dan has served on the Government Relations committee and chaired and been very active on the Convention committee. Ladies – pay attention - Dan is single with no children. Dan's past times are fishing, football, hockey and racing.

**Immediate Past President – Robbie Bajari, Hutch Auto & Truck Parts, Hutchinson**

Robbie is co-owner of Hutch Auto & Truck Parts. Having just completed his year as Board President, Robbie now becomes Immediate Past President. Robbie is in his 2nd year of his 2nd



*Robbie Bajari*

term. Under Robbie's stewardship, ARM made some major advances this year, in particular the addition of the MN-CAR program. As President last year, Robbie has served on all Board committees. In 2008, Robbie will serve on the Membership, Education & Events, and the MN-CAR committee. Robbie is married to Amanda, a school nurse and has a beautiful son, Hudson. Robbie's past times are hunting, fishing, riding his Harley, camping and ATVing.

**Vice President – Carl Genz, U Pull R Parts, Rosemount**



*Carl Genz*

Carl is Manager of U Pull R Parts and has been with the company for 4 years. Carl is in the 1st year of his 2nd term. Carl has served on the Convention and Finance Committees. In 2008, Carl will chair the Membership & Education & Events

committees. Carl has two sons, Carl Gerald (21) and Alexander (19). Carl's past times are motorcycling, snowmobiling, and NASCAR.

**Secretary/Treasurer - Dave Marofsky, MARCO Auto Recycling, Red Wing**

Dave is President of MARCO Auto Recycling. Dave is in his 2nd year of his 1st term on the board. Dave has chaired the Education/Events committee and served on the Membership committee.



*Dave Marofsky*



# ARM NEWS

In 2008, Dave will chair the Finance committee and serve on the Membership committee. Dave is married with two daughters, ages 25 & 22. Dave's past time is street rods.

## **Chris Bickmann, R & R Auto & Metal Salvage, LLC**

Chris is owner of R & R Auto & Metal Salvage. This is Chris's first year on the board. Chris will be serving on the Education & Events committee. Chris also sits on the board of his local Lions Club. Chris is single, with one son, Bradley (8 years old). In his spare time Chris plays softball, bowls and participates in Demo Derby's.



*Chris Bickmann*

## **Randy Davis, B & R Auto & Truck Salvage, Mapleton**

Randy is owner and President of B & R Auto & Truck Salvage. This is Randy's first year on the board. Randy will be serving on the Convention & Education & Events committees. Randy is married with two children, ages 22 & 19. Randy likes to ride his Harley and tinker with cars.

## **Mark Hortman, John's Auto Parts, Blaine**

Mark is COO of John's Auto Parts. Mark joined the board last year. He chairs the Website committee and serves on the Government Relations committee. Mark also represents ARM on the Partners Group of the Minnesota Environmental Initiative lead



*Mark Hortman*

Mercury TMDL Stakeholder Process (look for his article in this issue). Mark is married with two children, Colin (12) and Sophie (10). Mark's past

times are camping, golf, and pheasant hunting.

## **Rick Lemke, Metro Auto Salvage, Lakeville**

Rick is co-owner of Metro Auto Salvage. This is Rick's second time serving on the ARM Board. Rick has served as ARM Secretary/Treasurer (1998), Vice-President (1999), President (2000) and Immediate Past President (2001). Rick is currently in his 2nd year of his 1st term this time around. Rick chairs the Newsletter committee, where he has been wildly creative and helpful, and serves on the Convention committee. Rick is married with children. Rick's past times are creative writing, curling, and dancing, dancing, dancing!

## **Bud Martini, Martini Auto Parts, Avon**

Bud is with Martini Auto Parts. This is Bud's first year on the board. Bud has not yet selected the committees he will serve on.

## **Shane Rudd, Elite Auto, Long Lake**

Shane is Manager of Elite Auto. Shane joined the board last year. He serves on the Membership & MN-CAR committees. Shane is married to wife, Kris, and has two children, Rachel (9) and Ryan (4). Shane's past times are hunting, fishing, boating, travel and work.



*Shane Rudd*

## **Eric Schulz, AAA Auto Salvage, Inc.,**

## **Rosemount**

Eric is CFO at AAA Auto Parts. Eric has served as ARM Board Immediate Past President (2007), President (2006), Vice President (2005) and Secretary/Treasurer (2004). He is now in his 3rd year of his 2nd term



*Eric Schulz*



# ARM NEWS

and will leave the board at the end of 2008. Eric chairs the Government Relations committee and serves on the Education & Events and MN-CAR committees. Eric also represents ARM on a MPCA committee working on storm water permits and is in the process of organizing a training seminar for ARM members with the MPCA as regards this mat-

ter some time in January 2008. Look for details to be coming your way soon. Eric also serves on the ARA – Gold Seal committee and the ARA – Salvage Solutions committee. Eric is married to wife Amy, and has two gorgeous children, Cameron (6) and Kendall (3). Eric's past times are boating, golfing, geocoaching and SCUBA diving.

## *Unishippers continued from Page 1*



*Russ Hauer  
Senior Account  
Executive  
at Unishippers*

Unishippers partners with major carriers to handle nearly one million shipments a month. Based on the combined volume of over 1 0 0 , 0 0 0 Unishippers customers, they can offer deep discounts typically reserved for much larger vol-

ume shippers. Unishippers also offers a full range of shipping solutions, including overnight letters to LTL, full truckload and expedited air shipments. Customers will receive one invoice from one company, even if they use multiple carriers. Customers freight bills are audited before they receive them. Finally, Unishippers offers personalized customer service locally in Moorhead, MN with a fully staffed office to assist customers in MN, ND, SD, WI, NE, WY & MT. Unishippers representatives strive to always be available and accountable to their customers. By focusing on the often ignored mid-level companies, and with a passion for personalized "answer the phone live" customer service, Unishippers has become a leader in the transportation industry.

Says Russ Hauer, Senior Account Executive for Unishippers, "For over 20 years we have been

the trusted shipping advisor for over 100,000 shipping customers. We are here to help companies with their shipping. Though we do not know everything, we are constantly learning and looking for ways to improve so that our customers benefit from our knowledge. Unishippers currently does business with approximately 30 ARM yards, and I hope other ARM members will give Unishippers the opportunity to help them with their shipping needs. We can save companies time, trouble and money. We can provide a full shipping solution with many helpful tools. Unishippers takes the guess work out of shipping."

Unishippers contact information:

Contact: Russ Hauer, Sr. Account Executive  
4225 – 30th Avenue South

Moorhead, MN 56560

Cell Phone: (612) 751-6334

Toll Free (office): (800) 607-4350

Fax: (218) 233-4979

Email: russ.hauer@unishippers.com

Website: www.unishippers.com



**MARTINI**  
*Auto Parts*



**New GM Pick Up Wheels and Tires**

**Interstate 94 • County Road 50 • Avon, MN 56310**

**320-356-7504 • Fax:320-356-7245 • (800) 450-7504**

# ARM NEWS

## Leadership Begins at Home: How the Best Recyclers Achieve a High Level of Compliance

By  
**David Kendziorski**  
**MN-CAR Program Manager**

In addition to serving as the Program Manager for the new Minnesota Certified Automotive Recycler (MN-CAR) program, I manage compliance certification programs for automotive recyclers in five other states. As a rule-of-thumb, it seems like 10 to 15 % of the recyclers in each state achieve a very high level of performance. These high performers implement above-average best management practices (BMPs), they fully integrate these BMPs into their operations, they focus on prevention rather than reaction, and their facilities tend to be exceptionally clean and well organized. They also work hard at sharing information and ideas with their employees and with outside stakeholders: the local community, government regulators, and even other recyclers. They understand that excellent communication is an important part of high performance.

Who are these high performers? They tend to be larger companies and more financially successful than average. In most cases, the owners have adopted a “team management style”, where responsibilities are shared and good organization is a top priority. Like a winning sports team, these

companies operate like a well-oiled machine where employees share common goals and support each other. The best owners also vary their management techniques as the need arises: they can be tough and demanding at times, and yet show remarkable patience and compassion.

Why do these owners strive to achieve an extraordinary high level of compliance? I surveyed more than a dozen owners of high performing recycling facilities, and found their answers to be surprisingly consistent. First and foremost, nearly all agreed that having a clean facility in full compliance is “the right thing to do” – they claim they would never run a business any other way. Second, they value the recognition that they earn from

### ***2008 MN-CAR Members***

***AAA Auto Salvage***  
***Aazzee's Auto Salvage***  
***Ace Auto Parts***  
***Automotive Parts Solutions***  
***Hutch Auto & Truck Parts***  
***Jerry's Auto Salvage***  
***John's Auto Parts***  
***Marco Auto Recycling, Inc.***  
***Metro Auto Salvage, Inc.***  
***Pam's Auto, Inc.***  
***Sharp Auto Parts LLC***  
***U Pull R Parts***  
***U Pull R Parts II***  
***Viking Auto Salvage***

## **Tim Little**

**Real Estate Agent**  
**[tplittle@cbburnet.com](mailto:tplittle@cbburnet.com)**  
**952-432-4900**



[www.cbburnet.com/TimLittle](http://www.cbburnet.com/TimLittle)

**Car Lots**  
**Body Shops**  
**Salvage Yards**



# ARM NEWS

being one of the best. A recent study of EPA-sponsored innovative compliance programs found that *recognition* was by far the primary incentive for participation in such programs. Almost all employees at these facilities – from the owner down to the yard staff – are justifiably proud of the way the business operates. Third, owners of high performing facilities are convinced that compliance leads to improved operations that are more efficient, safer, and have fewer and less severe problems. Fourth, some owners believe that achieving a high level of compliance provides a competitive advantage over other recyclers.

The owners offered the following guidance to help other recyclers achieve a high level of compliance:

- *Step One: Active Involvement.* Set high standards and goals. Share your values and expectations with employees and show your commitment to compliance. Become actively involved in all aspects of the day-to-day operations from buying and selling to dismantling and yard maintenance.
- *Step Two: Oversight.* Frequently monitor and check the actions of employees that affect compliance. Offer positive, but firm, corrections and feedback. Offer training and coaching. Create a “culture” of compliance.
- *Step Three: Employee Relations.* Demonstrate to employees that compliance is important to the success of the business, and each employee’s role is critical. Develop trust and confidence in your employees. Make it clear that each employee has a responsibility to perform their job in a way that meets the MN-CAR standards and complies with applicable environmental and safety regulations.

The owners of high performing facilities believe that, compared with most other recyclers, they are more actively involved in their

operations, they conduct more oversight, and they have better relationships with their employees.

The MN-CAR program is based on similar principles: the standards address nearly all aspects of a recycling operation, the audit program provides oversight, and relationships and good communication are essential to help raise the performance of Minnesota’s auto recycling industry. Although the MN-CAR program was just launched in 2007, Automotive Recyclers of Minnesota has already reached out to establish strong partnerships with government agencies and environmental groups. Our goals are to obtain the recognition that Minnesota auto recyclers deserve, to further improve the MN-CAR program, and to provide additional member benefits. To join the MN-CAR program, contact Kelly Salseg at 612-781-5555 or [autorecyclersmn@bitstream.net](mailto:autorecyclersmn@bitstream.net).

## Scrap Commodities Market Report December 2007

### Approximate Pricing

Crushed Cars	150.00 NT
Prepared Iron	170.00 NT
Motor Blocks	160.00 NT
Aluminum Rims	0.80/LB
Aluminum Condensers	0.60/LB
Copper Radiators	1.40/LB
Aluminum Case Transmissions	0.13/LB
Dirty Aluminum	0.25/LB
Batteries	0.12/LB
Lead Wheel Weights	0.35/LB

\*This Report is for the sole purpose of informing members of current metal market activity.

\*\*For more accurate and current pricing call your scrap metal vendor.



## Minnesota Certified Automotive Recycler (MN-CAR) 2007 - 2008 Application Form

Owner/Contact Name(s): \_\_\_\_\_

Business Name: \_\_\_\_\_

D.B.A. (if applicable): \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Mailing Address (if different): \_\_\_\_\_

Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

*I wish to participate in the Minnesota Certified Automotive Recycler (MN-CAR) program.*

*I agree to meet the MN-CAR standards.*

*I agree to participate in the MN-CAR auditing program to verify compliance with the MN-CAR standards.*

*I understand that participation in the MN-CAR program does not qualify me as a national ARA CAR member, but that I have that option if I am an ARA member in good standing, for an additional \$50.00 payable to ARA.*

*I have enclosed my 2008 MN-CAR membership fee of \$350.00, made payable to "ARM".*

*I agree to comply with the following guidelines:*

- Be a member of ARM, and meet the membership requirements.*
- Appropriately display applicable MN-CAR program identity and promotional materials. I agree to surrender the same if ARM membership is canceled or terminated.*
- Improve my effectiveness as a business person and professional automotive recycler through trainings and seminars offered by ARM.*
- To not knowingly purchase and/or sell automotive parts of questionable origin. A MN-CAR member should take pride in his industry and business, thereby enhancing quality, customer service and confidence.*

*I understand that as the automotive recycling industry changes, the requirements to be a MN-CAR member may also change. I agree to incorporate any such changes in my business. If I fail to do so, my MN-CAR membership will be subject to termination.*

Business Owner Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Staff Use Only:

Date Received by ARM: \_\_\_\_\_

Disclaimer: Each automotive recycling facility participating in the MN-CAR program is responsible for complying with applicable local, state, and federal regulations. Meeting the MN-CAR standards does not guarantee compliance with all regulations that apply to the facility, nor does it provide against citizen or third party legal actions. November 2007



# ARM NEWS

## Safety Benefits Everyone!



By Trissel, Graham & Toole

Work-related injuries, illnesses and deaths are costly to everyone. A safe and healthy work environment pays, in more ways than one.

Every Minnesota worker has the right to return home safe and healthy each day. Yet **each month**, approximately 8,700 Minnesota employees are hurt at work and 5 workers dies on the job. The emotional and fiscal impact to families and employers when employees die or are hurt on the job is a threat to the financial stability of families, employers, co-workers and the state as a whole.

### For Workers and Families

Work injuries and illnesses can affect every aspect of life for workers and their families. They can cause:

- Loss of life
- Pain and suffering
- Loss of income and financial well-being
- Stress on relationships
- Loss of job or career
- Health-care costs beyond what is covered by insurance

## Insurance for Auto Recyclers

Tracy Jones  
Vice President

Trissel Graham & Toole  
Eagan Woods Drive, Suite 140  
Eagan, MN 55121

Phone: 866-711-4641

Fax: 651--379-4644

E-mail: [tjones@tgt-insurance.com](mailto:tjones@tgt-insurance.com)  
[www.tgtinsurance.com](http://www.tgtinsurance.com)

- Now is the right time to review your Liability and Work Comp coverage
- Coverage designed for Auto Recyclers -  
All Lines including Workers Compensation
- Program with 15 years of Success
- Local, Long-Term Agents
- Responsive, Respectful Service
- Reducing your Risk, Enhancing your Profit



TGT is pleased to be the *exclusive* agency offering the G.J. Sullivan Auto Dismantler Program in Minnesota, Wisconsin, Iowa, and North & South Dakota

TGT: Integrity ~ Expertise ~ Responsiveness - Innovation - Respect

# ARM NEWS

Workers may also suffer from low self-esteem, loss of independence, mental health problems, other medical problems and damaged relationships.

## For Employers

A safe and healthy workplace not only protects workers from injury and illness, it can also lower injury/illness costs, reduce absenteeism and turnover, increase productivity and quality, and raise employee morale. In other words, safety is good for business. Plus protecting workers is the right thing to do.

Employers can save \$5 to \$10 for every dollar spent on a safety and health program. Workplaces with successful safety and health management systems reduce injury and illness costs 20-40%, according to OSHA.

For a small business, one injury can mean financial disaster. Costs to a business include:

- Production losses
- Wages for work not performed
- Increased workers compensation insurance costs
- Damage to equipment or machinery
- Hiring and/or training new employees
- Decline in product quality and worker morale
- High turnover and lost work time

The cost of workplace injuries, illnesses and deaths is much greater than the cost of workers compensation insurance alone. Insurance is just the tip of the iceberg when it comes to these costs. A comprehensive safety and health program reduce workers' compensation insurance rates and improves the work environment, not to mention reducing overall injury

expense.

## Safety Pays for Everyone

The cost of injury prevention is far less than the cost of an injury. A safe and healthy workplace attracts and retains quality employees. It's an asset to a community, operates more efficiently and enjoys a healthy bottom line. The business and its workers thrive in a safe, healthy, respectful and caring environment.

Safe and healthy workplaces:

- Have more satisfied, productive workers who,
  - Produce higher quality products and services,
  - Return to work more quickly after an injury or illness,
  - Feel loyal to the organization
- Are better places to work
- Retain employees
- Establish positive community relations

## What's New With You?

**Crown Packaging:** Crown Packaging recently relocated. Their new address is: 8640 Jefferson Hwy., Osseo, MN. 55369. New contact numbers are: Phone: 763-315-4474; Toll Free: 800-541-1992; Fax: 763-315-4273.

Crown would also like to welcome new hires: Mary Le Loper, Amy Seeley & Cassandra Bloemers - Customer Service, and Jerry McClure - Warehouse.

### John's Auto Parts:

**\*\*\*FOR SALE\*\*\* Parts Washer:** built by LS Industries 42" by 42" Rotating engine washer. Will hold 6 transmissions or 3 small engines. Works great and in excellent condition. New cost in 1998 \$12,000 - Sale price \$3000.

R134 and Freon recycling tanks - \$35 each (new they run \$150 each). All with double valves for recycling machines.

Call Harry Haluptzok at 612-716-2560

**BUDGET AUTO PARTS**  
QUALITY USED AUTO PARTS



LOCAL: 320-763-4231      5111 E. HWY 27  
ALEXANDRIA, MN 56308

NATIONWIDE: 800-450-6500

[www.budgetmn.com](http://www.budgetmn.com)



# REASONS TO JOIN AUTOMOTIVE RECYCLERS OF MINNESOTA

## Newsletter

- The *Minnesota Recycler* is mailed out six times yearly – free of charge
- Information about ARM members and events, legislative reports, business tips and market conditions. Member profiles, timely articles, announcements and advertisements.

## Membership Directory

- **Over 5,000 mailed** annually to every insurance adjuster, body shop, mechanical repair shop and automotive recycler known to exist in Minnesota! **FREE LISTING** to ARM members.

## Representation at the Capitol

- ARM works with local and state governing bodies on issues affecting the recycling industry.
- Provides the “eyes, ears and voice” for recyclers.

## National Affiliation

- ARM is an affiliate member of ARA- the Automotive Recyclers of America.

## ARM Foundation

- Developed to provide annual post-secondary educational scholarships to children of ARM Full members and their employee’s children. ARM awarded \$5,000 to deserving applicants last year.

## Web Site- [www.autorecyclersmn.net](http://www.autorecyclersmn.net)

- An information resource for recyclers, body and repair shops, and retail customers.
- Averages over 21,000 Total Hits a month!
- **Contact ARM** lists all officer and management names and phone numbers.
- **Calendar** lists all upcoming ARM events.
- **Members List** provides phone numbers, email and web site links to all ARM members.
- **Parts Search** area provides an opportunity for ARM members to sell their parts.
- **News Letters** archives past issues of the Minnesota Recycler.
- Site is continually improving and expanding.

## Upper Midwest Automotive Recyclers Convention & Trade Show

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin and Illinois and Indiana state associations to host the best regional convention in the country.

## Products

- Plastic part bags (18 x 24) are offered to ARM members at the lowest possible price!

## MN-CAR Program (Minnesota Certified Automotive Recycler)

- The MN-CAR Program is designed to help members improve their performance as professional recyclers, and recognizes and certifies that enrolled members, passing an audit, meet specified general business, environmental, safety, licensing, and regulatory standards.

## Educational and Social Events

- Educational seminars and trainings held on subjects of interest to recyclers.
- Social events such as the annual Summer & Winter Outing bring recyclers together with an opportunity to network in an informal and fun atmosphere.

## Be a Player

- Rather than watching from the sidelines, joining ARM is an opportunity to get involved and affect change rather than being a passive non-participant.
- **For the price of your cheapest transmission sale you can get your company name in front of repair shops, auto body shops, insurance adjusters, and fellow auto recyclers for an entire year!**

# ARM NEWS

Sign up today:

## Automotive Recyclers of Minnesota Application for Membership

Company Name \_\_\_\_\_

Contact Person & Title (Name in directory) \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Whom should ARM invoice at your company? \_\_\_\_\_

If different address than above, please provide: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Toll Free: \_\_\_\_\_

E-mail: \_\_\_\_\_

In business since: \_\_\_\_\_ No. of employees: \_\_\_\_\_

Web Site: \_\_\_\_\_

ENCLOSED IS MY ARM MEMBERSHIP CHECK:

**199.00\* Full Membership**

**Note:** Full Membership in ARM is reserved for automotive dismantling facilities (salvage yards) whose location is within the state of Minnesota

**150.00\* Associate Member**

**Note:** Associate Membership is reserved for non-salvage yards, and salvage yards from outside the state of Minnesota

*Rates are based on annual membership.*

For federal income tax purposes, up to 9.5% of your investment in the Automotive Recyclers of Minnesota may be deductible as a necessary business expense (IRS Section 162). However, it is not deductible as a charitable contribution (IRS Section 10701).

**Please return this form with your membership check to:  
ARM, 3333 Skycroft Circle, Minneapolis, MN 55418.**



# ARM NEWS

## Advice From Adolph's Converters & Cores

By Brain Najdek

I have been asked lately how you as the auto recyclers could get more value out of your vehicles in the dismantling process by pulling more core parts. While there is not enough room in this article to list all prices for all parts, I will try to give you a better understanding of what the part types we are purchasing.

In general terms, not all parts are worth pulling separately for core value only. If you are pulling an engine or transmission, it is cost effective to pull the accessories off of the engine. The starter, alternator, power steering pump, and air conditioning compressor are the items that most will pull off when removing the engine. All those parts will have a minimum value even if it is just scrap value.

The scrap value depends on market conditions, but are currently going for \$1 for a scrap power steering pump to \$4 - \$5 for an alternator or starter. The items many don't think of are the mass airflow sensor on vehicles that are roughly 95 and up. While not all of them are worth pulling, a majority will be.

Carburetors on the older vehicles are becoming more valuable as they get older. Distributors on core engines are another over looked item that many don't put in the core box. Rack and pinions are worth pulling if they are truck, mini van, and GM with magnasteer, or most late model foreign or domestic cars. Water pumps, drive axles, smog pumps and 90% of the ABS systems are not worth messing with. Wiper monitors are usually worth pulling, especially the rear ones. Brake calipers are the same, rears are more likely to be worth more than fronts. They need to be late model, and the more common the car the less they will be worth. Trucks will be worth more than cars in general. Also, if there are brackets, they should be pulled with the caliper for full core credit.

ECM's are a part that are worth good money or are scrap value. Truck and foreign vehicles are in

general worth more. Many prices can change from month to month. Window lift motors are not worth pulling for core in the dismantling process. In my opinion, it is not cost effective.

Master cylinders are something that many forget to pull. Power brake boosters, unless hydro boost, are not cost effective unless older non-rusty units (60's or 70's). Power steering gear boxes would be another item to pull off. Trucks are worth more than cars. Vacuum pumps off of diesel or GM cars are worth pulling. All these items will have to be in rebuild able condition, not rusted, broken or bent.

Hopefully there were some items that you can now start to pull and help your bottom line. If you have any questions, feel free to call me at (612) 916-7623. Thanks!

### ADOLPH's Catalytic Converters

Top prices paid for catalytic converters

**1-800-203-7534**

or

**(763) 755-7534**

12325 Cloud Drive  
Blaine, MN 55449

[www.AdolphsCoverters.com](http://www.AdolphsCoverters.com)

# ARM NEWS

## Mercury Reduction

By Mark Hortman

On Oct 24th, I attended a meeting of a task force put together by the Minnesota Environmental Initiative. The task force is called Mercury Total Maximum Daily Load (TMDL) Stakeholders. The purpose of the group is to bring together all groups that have an interest in reducing mercury emissions in the state. Groups represented varied from the Minnesota Trout Association to the Iron Mining Association of Minnesota. The group is trying to come up with self-imposed recommendations and action plans to reduce mercury emissions instead of government-imposed mandates.

Mercury is released into the environment from many sources including natural events and man-made events. Since we cannot have an impact on

the natural events, the TMDL groups are focusing on reducing the amount of man-made sources of mercury pollution. The goal of the TMDL group is to reduce pollution in the state of Minnesota from 3609 lbs in 2005 down to 763 lbs in 2020.

When mercury is released into the environment, one of the trouble spots are fish. Mercury turns into methylmercury in lakes. Methylmercury is easily absorbed by fish and humans. When fish get contaminated, the methylmercury gathers in high concentrations in fish meat. When prey fish eat other fish, the concentrations get even higher. Some fish have a contamination rate 10,000 times higher than is recommended. Today there are many lakes in Minnesota

# Damaged & Disabled

Every Tuesday at 12:30pm *Sale*

**Inoperable, lightly damaged and heavily damaged vehicles from insurance companies, rental car companies, banks, credit unions, etc**

- In-Lane and On-line bidding
- Low fees
- No extra or hidden fees
- Preview vehicles on-line
- 6+ pictures of every vehicle

### Buy the names you TRUST!

Advantage	HSBC
Avis	Lease Plan
Budget	Progressive
Capital One	State Farm
Citifinancial	Thrifty
DaimlerChrysler Insurance Co	Wells Fargo Auto Finance
Dollar	Plus many more!
Farmers	

## 888-220-6603



**MINNEAPOLIS  
AUTO AUCTION**

a manheim auction

8001 Jefferson Hwy, P.O. Box 408  
Maple Grove, MN 55369

**Buy with Confidence from the largest auction in the Midwest!**

# ARM NEWS

where mercury contamination has caused the FDA to recommend limitations on the amount of fish that can be safely consumed. In a state where opening fishing weekends cause statewide excitement and a large economic impact, I think that this is an issue that we can all agree warrants our attention and efforts. Fishing in Minnesota is a \$2.8 billion dollar industry.

Mercury has many health implications, especially on pregnant women and young children. "High levels of methylmercury in the bloodstream of unborn babies and young children may harm the developing nervous system, making the child less able to think and learn. In adults, mercury poisoning can adversely affect fertility and blood pressure regulation and can cause memory loss, tremors, vision loss and numbness of the fingers and toes. A growing body of evidence suggests that exposure to mercury may also lead to heart disease." (EPA website). The U.S. Environmental Protection Agency recently reported that one in ten women of childbearing age have mercury in their bodies at levels that may adversely affect their unborn child.

Each industry has been asked to come up with solutions for how it might help reduce its own mercury pollution. In the smelting of cars and appliances alone, over 255 lbs of mercury were released in 2005 in Minnesota. That represents over 7% of the total man-made pollution that comes from our industry. If we don't change anything and other industries meet their goals, this source of mercury pollution industry would rise to being 33% of all the man-made sources of mercury released into the environment in the state of Minnesota.

In our industry there are two main sources of mercury. The majority of the mercury comes from cars which do not have the mercury switch removed prior to crushing. The cars manufacturer's recent funding of the voluntary mercury switch removal program is a great first step towards encouraging recyclers to remove the mercury before crushing vehicles. If you are not on this program, I would encourage you to do so. It only takes removal of the switches and dropping

them into a 5 gallon pail, and you get paid \$1 for each switch for stopping this potential source of pollution. I would also encourage you to discuss



## NORTHERN METAL RECYCLING

Multiple Locations for  
Customer Convenience!

Quality Equipment and Staff to  
Ensure Great Customer Service!

For current pricing call any  
of the locations listed below:

St. Paul Area

## KAPLANS METALS REDUCTION

*Car Bodies and Auto-related Scrap Metal*

Marc or Bob

**(651) 222-8551**

## GREAT WESTERN RECYCLING

*All Grades of Scrap Metal*

Ryan or Jerry

**(651) 224-4877**

Minneapolis Area

## AMERICAN IRON

*All Grades of Scrap Metal*

Jim or Kevin

**(612) 529-9221**

St. Cloud & West Area

## Phillips Recycling Systems

*All Grades of Scrap Metal*

Neil or Eric

**(320) 251-5971**

# ARM NEWS

this with others who are not properly disposing of these switches and explain the long term effects that mercury has on us all. We all know many people that run cars across the scales. If we all encourage these people to voluntarily remove mercury switches before the vehicles get into the scrap centers, it could save many lives and millions of tax dollars in the future. When we fail to remove these pollutants and people are harmed, children who have been poisoned by mercury wind up in special education programs, and using health care dollars that cost millions of dollars every year.

The two recommendations that the TMDL group came up with for our industry were:

1. Achieve higher recovery rates prior to crushing and shredding through greater contractor/supplier education/incentives, and;
2. Require mercury emission controls (on

smelters).

Fluorescent light bulbs represent another source of mercury. One hundred florescent light bulbs have the same amount of mercury as one thermometer. Minnesota requires fluorescent light bulbs to be recycled and forbids putting them in the garbage.

As auto recyclers we are one of the last and best guards to reduce these sources of mercury which already impact the way we live our lives by changing where we can fish and how often we can eat the fish. Fishing drives a large portion of our economy and affects many people's free time and hobbies. By working together we can all have a real impact on the future of our state, and simultaneously help our reputation of being leaders in the recycling industry.



## Integrated Recycling Technologies, Inc.

9696 Fallon Ave. Monticello, MN 55362

[www.irtmn.com](http://www.irtmn.com)

### We Purchase Catalytic Converters

**Our lab technicians have the know how to test any converter, giving you the highest recovery without the guesswork. This allows us to pay you top dollar for your converters.**

**Our lab can test for any of the following precious metals:**

- Platinum
- Palladium
- Rhodium
- Gold
- Silver
- Tin
- Lead
- Copper

**(763) 295-6992 • Fax (763) 295-6982**

**Average more per unit by giving IRT a try**

**Serving: Scrap Yards, Brokers of auto-catalyst, Companies with slags bearing precious metals, (PGM) sludges, And other industries.**



# ARM HAS YOUR BAGS!!

ARM has plastic bags with ARM logo available at a price that would be hard to match!!! Save money, support ARM and order from us!!

*Pick up at Atlas Auto Parts in St. Paul -OR- include \$10 shipping charge **per** package.*

	ARM MEMBER	NON-MEMBER	Qty.	Price
Plastic bags: 18 x 24 – 250/pkg. 3 MIL Thickness	\$35.00 + tax	\$40.00 + tax	_____ X _____	_____
Subtotal				_____
Minnesota & Hennepin Cty. Sales Tax 6.65%				_____
Shipping (\$10.00 per package)				_____
TOTAL DUE				_____

**\*\*Please note that ARM is now carrying a new, larger size bag. These bags are sold in smaller quantities per box so pay close attention to the number of bags that you intend to order.\*\***

Check made payable to ARM or credit card information must accompany order.

**MEMBER**  **NONMEMBER**

**Shipping Address:**

Name \_\_\_\_\_  
Company: \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Billling Address (if different):**

Name \_\_\_\_\_  
Company: \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Payment Method:**

- I have enclosed a check made payable to "ARM" in the amount of \$ \_\_\_\_\_.
- I will pay by credit card: *We accept Visa and MasterCard*

Amount \_\_\_\_\_

Credit Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

**Mail To:**

Automotive Recyclers of Minnesota  
3333 Skycroft Circle, Minneapolis, MN 55418  
Phone (612) 781-5555 • Fax 612-781-7052 • Email autorecyclersmn@bitstream.net

# ARM NEWS

## ARM Foundation Scholarship Information

In this issue of the Minnesota Recycler, you will find a copy of the ARM Foundation application for scholarships to be awarded in 2008. **The deadline to apply for a scholarship is February 28, 2008. All applications must be complete and postmarked by that date or they cannot be considered.**

Please provide copies of the application materials to any employees of your company who have been or will be employed for at least one-full year as of January 1, 2008. Any of your dependents or dependents of your employees who will be attending college in 2008 qualify to apply. Copies may also be downloaded from the ARM web site ([www.autorecyclersmn.net](http://www.autorecyclersmn.net))

Winners will be informed by mail and checks will be sent in April 2008. All checks will be made out to the College, Technical School or University the student will be attending. If no school has been selected, the check will be held by the ARM Foundation until the student (or parents) inform the Foundation of the College, Technical School or University to be attended.

Any questions regarding this application or scholarship should be directed to:

Kelly Salseg

ARM Foundation

3333 Skycroft Circle

Minneapolis, MN 55418

Phone: 612-781-5555

Fax: 612-781-7052

[autorecyclersmn@bitstream.net](mailto:autorecyclersmn@bitstream.net)

**Thank you and good luck!**



## THANK YOU ARM FOUNDATION DONORS

**AAA Auto Salvage, Inc.**  
**Ace Auto Parts & Salvage**  
**Bud Jones & Sons**  
**Card's Auto Wrecking**  
**Cedar Auto Recyclers**  
**Chaddock Truck Parts**  
**Crosstown Auto, Inc.**  
**French Lake Auto Parts**  
**Highway 101 Auto Salvage**  
**Hubers Automotive, Inc.**  
**Hutch Auto & Truck Parts**

**Jerry's Auto Salvage**  
**John's Auto Parts**  
**MARCO Auto Recycling**  
**Metro Metals Corp.**  
**Oronoco Auto Salvage, Inc.**  
**Pam's Auto, Inc.**  
**R & R Auto & Metal Salvage**  
**Sharp Auto Parts, LLC**  
**U Pull R Parts**  
**U Pull R Parts North**  
**Viking Auto Salvage**



# Automotive Recyclers of Minnesota Foundation

Thank you for your interest in the ARM Foundation Scholarship Award. To file a completed application, it will be necessary for you, the applicant, to follow the steps below and to complete the enclosed forms as directed.

This scholarship is available for high school seniors who are planning post-secondary education or for current post-secondary students. Please be reminded that you may reapply for this scholarship annually, if your parent(s) remains employed by a full ARM member firm. Your Grade Point Average (GPA) plays a major role in determining your annual scholarship award eligibility. Please strive to keep your GPA high!

## High School Students Only – PLEASE READ

**Test Requirements.** High school students must furnish the results of either the Scholastic Aptitude Test (SAT) or the American College Test (ACT). If you have not already done so, obtain test registration materials from your school and follow the instructions carefully.

**Sending Test Results.** When registering for either test, indicate that you want the results sent to the ARM Foundation. If you have taken either of these tests, use the Transcript Request Form (SAT) or the Additional Score Form (ACT) to have the results sent to the ARM Foundation. Your high school should have these forms.

If you have taken either of these tests, you may have the results sent by your high school when it sends your transcript of grades and credits (see number 1 below), or you may use the Transcript Request Form (for SAT) or Additional Score Form (for ACT) to have the results sent to the ARM Foundation. Your high school should have either of these two forms.

The following information and materials are to be sent to the ARM Foundation Board of Directors in care of the ARM office. All applications for scholarship must be completed by the applicant.

1. Request that your high school or college send a transcript of your academic record to the ARM Foundation office. The transcript must include grades for the 2007 fall term.
2. Complete the enclosed “Application Form” and the “Profile Sheet.”
3. Obtain a letter of verification from your parent’s employer indicating the starting date of employment with the firm. Your parent must have been or will be employed with a full member of the Automotive Recyclers of Minnesota for at least one year prior to January 1, 2008.
4. Ask your parent to complete the enclosed “Certification Form.”

\_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_  
Social Security #

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
Date of Application

\_\_\_\_\_  
Name of Applicant



# ARM Foundation Scholarship Application

1. Full Name (please print): \_\_\_\_\_  
*First Middle Last*

2. Home Address: \_\_\_\_\_  
*Number and Street City*

\_\_\_\_\_ *State Zip Code Home Phone*

3. Date of Birth: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

4. Expected date of graduation from (please circle one) high school/college: \_\_\_\_\_ / \_\_\_\_\_  
*mo. yr.*

5. Name of High School/College now attending: \_\_\_\_\_

6. **High School Students Only.** Name, in order of preference, the three colleges you would like to attend. You must indicate whether you will live on campus or commute daily.

	College	Location (City, State)	Live at Home or on Campus
A.	_____	_____	_____
B.	_____	_____	_____
C.	_____	_____	_____

7. Name of parent who has been employed by a FULL MEMBER of the ARM for at least one full year.

\_\_\_\_\_

8. Parent's occupation: \_\_\_\_\_ Employment start date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

9. Name of parent's employer\* \_\_\_\_\_  
*(firm)*

\_\_\_\_\_ *(address)*

*\*See instructions on page one (1).*

**APPLICATION MUST BE POSTMARKED NO LATER THAN FEBRUARY 28, 2008.**



# Profile Sheet

**USE THE SPACE PROVIDED BELOW OR A SEPARATE SHEET OF PAPER IF NEEDED.**

1. State briefly what course of study you wish to pursue/are pursuing in college and what your goals are (reasons for attending college and choosing this field.)

2. State briefly what kind of person you think you are. What self improvements would you like to make?

3. How do you evaluate your academic record as compared to your ability?

4. List your high school/college activities:

	High School	College	Comments
Academic Honors			
Offices Held			
Music/Art			
Athletics			
Other Extra Curricular			
Community Activities			
Other			
Employment			

5. What activities have contributed most to your development? Why?

6. Please list the newspapers (daily & weekly) in your hometown area so we can send announcements to them if you should win an ARM Foundation Scholarship:

NEWSPAPER

ADDRESS

CITY/STATE/ZIP

---



---

***APPLICATION MUST BE POSTMARKED NO LATER THAN FEBRUARY 28, 2008.***

# CERTIFICATION

(To be completed by the parent-employee)

I certify the following to be true and correct:

1. The ARM Foundation Applicant is a dependent student who receives financial assistance from me.
2. The ARM Foundation Applicant is claimed by me individually or jointly as a dependent for federal income tax purposes.

Signature: \_\_\_\_\_

Name (please print): \_\_\_\_\_

Date: \_\_\_\_\_

***APPLICATION MUST BE POSTMARKED NO LATER THAN FEBRUARY 28, 2008.***

**FULL APPLICATION SHOULD BE RETURNED TO:**

**ARM FOUNDATION  
ATTN: 2008 SCHOLARSHIP  
3333 SKYCROFT CIRCLE  
MINNEAPOLIS, MN 55418**

**Phone: 612-781-5555**

**Fax: 612-781-7052**

**Email: [autorecyclersmn@bitstream.net](mailto:autorecyclersmn@bitstream.net)**

**[www.autorecyclersmn.net](http://www.autorecyclersmn.net)**



# ARM NEWS

## SUPPORT OUR ASSOCIATE MEMBERS

7TH Avenue Auto Salvage  
701-282-5130

Adolph's Converters & Cores  
763-755-7534

AFLAC  
952-895-5584

AASP-MN  
612-623-1110

Alter Metal Recycling  
651-222-2751

American Solutions for Bus.  
651-322-4222

Assured Protection  
651-779-7000

Bayside Recycling Corp.  
218-628-3109

Behr Mason City, LLC  
641-424-9521

Big Lake Auto Repairable  
763-263-2050

Car-Part.com  
800-347-2247

Chiefs Towing  
952-888-4944

Coldwell Banker Burnet  
952-432-4900

Crow Wing Recycling  
218-828-0048

Derson Manufacturing  
800-328-3613

EZ Crusher  
800-328-3613

Gerdau Ameristeel  
204-482-6701

GreenMan Tech. of MN  
952-894-5280

Harleysville Ins. Co.  
952-829-1422

Heartland Pymnt. Sys.  
651-437-2075

Hollander  
800-825-0644

Insurance Auto Auctions  
800-840-0581

Ins. Salvage Serv.  
952-475-0027

Integrated Recycling Tech.  
877-892-9194

Keystone Automotive  
800-328-1845

Mike French & Company  
800-238-3934

Minneapolis Auto Auction  
763-315-5672

Nordstrom's Automotive  
800-272-0083

Northern Metal Recyc. (Mpls)  
612-529-9221

Northern Metal Recyc. (St.Paul)  
651-224-4877

Northern Metal Recyc. (St.Paul)  
800-336-9155

Northern Metal Recyc.(St.Cloud)  
800-584-9231

QRP  
888-241-0294

RJ McClellan, Inc.  
877-525-4589

Recycled Parts Plus  
866-837-2039

Richmond Body Shop  
262-746-9802

S.C.I. Recycling  
763-421-1187

Sadoff Iron & Metal  
920-921-2070

Trissel Graham & Toole, Inc.  
651-379-4641

Tri-State Auto Auction  
800-638-1422

Truck & Auto Salvage  
701-845-3080

Unishippers  
612-751-6334

United Recyclers Group  
888-874-3463

Universal Underwriters  
913-339-1000

Waddell & Reed Financial  
952-345-1428

Wells Fargo Insurance Serv.  
952-830-3039

**COCKTAILS! BEER! FOOD! FUN!**

***Ice Fishing Contest!***

***Chicken Wing Cooking Contest!***

***All at the  
Automotive Recyclers of MN  
Winter Outing***

***Friday & Saturday, January 25 & 26, 2008***

***WITH EVERY \$25 REGISTRATION -  
YOU BRING A GUEST AT NO CHARGE!***

**where:**

**Mille Lacs Lake  
McQuoid's Resort  
1325 Hwy. 47  
North Isle, MN  
1-800-862-3535**

**[www.mcquoids.com](http://www.mcquoids.com)**

Room and ice fishing accommodations are the responsibility of attendees. McQuoid's Resort offers hotel rooms, cabins and condos, as well as a variety of sleep-in ice fishing houses at a variety of prices. McQuoid's contact info: Toll Free 800-862-3535 [www.mcquoidsinn.com](http://www.mcquoidsinn.com). When booking your accommodations make sure to mention you are with ARM.

**Stay in the  
Northern Metal Recycling  
Deluxe 14-Hole Fish House  
Friday & Saturday Nights  
For only \$100!!!**

The Deluxe 14-Hole Fish House comfortably sleeps 5 and includes a TV, stereo, inside porta-potti, and 6 - 8 rattle reels.

If you wish to reserve a bunk in the Deluxe Fish House - the whole weekend costs you only \$100! (Two nights lodging/fishing, beverages, and all meals).

The Deluxe Fish house will be open to all registered attendees and will also be used as headquarters for the ice fishing competition on Saturday.

Contact Kelly Salseg at (612)781-5555 to reserve your spot. First come - first served.



**Behr Mason City  
Hospitality Suite**

Friday, January 25  
OPENS at 6 PM

FREE cocktails, beer and appetizers.

At 7 p.m. we will hold a brief and very  
informal Board/Membership Meeting  
in the Behr Mason City, LLC  
Hospitality Suite.

Saturday, January 26  
Open from 9-10AM  
for breakfast pick-up

Reopens at 5PM  
Free cocktails, beer, chicken  
wing cooking contest,  
burgers & brats

Awarding of cash prizes  
for Ice Fishing Contest!



**Wells Fargo Insurance  
Services of MN  
Shuttle Service to Grand  
Casino Mille Lacs**

Running Saturday between  
McQuoid's and Grand Casino.  
Shuttle will leave McQuoid's  
at 12 noon - returning at 4PM  
with another run leaving  
McQuoid's  
at 8PM -  
returning at  
midnight.  
You must be  
pre-registered  
for the shuttle  
service.



**Integrated Recycling  
Technologies Chicken Wing  
Cooking Contest - \$100 Prize**

Saturday, January 26, 5 p.m.

Must be pre-registered to enter  
Chicken Wing Cooking Competition.  
Judging in Hospitality Suite at 5 p.m.  
(other food also provided)  
you supply your secret recipe.  
One winner "WING DINGIEST" receives  
\$100 prize and bragging rights!

**Northern Metal Recycling  
Ice Fishing Contest  
\$150 in Cash Prizes!!!**

Saturday, January 26th 1-4PM

\$50.00 Awarded in each of the  
following categories:  
**First Fish, Most Fish,  
and biggest fish (pounds)**

The Northern Metal Recycling  
deluxe 14-hole fish house  
will be open for  
the use of  
all registered  
participants  
from 3 p.m.  
Friday  
to 3 p.m.  
Sunday.



Registration materials also available on the ARM web site  
([www.autorecyclersmn.net](http://www.autorecyclersmn.net))

Please call Kelly Salseg at  
(612) 781-5555  
with any questions.

## ***Schedule of Events***

**Friday, January 25, 2008**

- 3PM Northern Metal Recycling Deluxe Fish House Open for General Use  
6PM Behr Mason City, LLC Hospitality Suite Opens  
7PM Board/Membership Meeting in Behr Mason City, LLC Hospitality Suite

**Saturday, January 26, 2008**

- 9–10AM Light breakfast available at Behr Mason City, LLC Hospitality Suite  
12 noon Wells Fargo Insurance Services of MN Shuttle leaves McQuoid's for Casino (Returning at 4 p.m.)  
1PM Bag lunches available at Deluxe Fish House compliments of Adolph's Converters & Cores  
1–4PM Northern Metal Recycling Ice Fishing Contest  
5PM Behr Mason City LLC Hospitality Suite Opens  
6PM Integrated Recycling Technologies Chicken Wing Cooking Contest Judging & Awarding of Northern Metal Recycling Ice Fishing Contest Prize Money  
8PM Wells Fargo Insurance Services of MN Shuttle leaves McQuoid's for Casino (Returning at midnight)

## ***THANK YOU TO OUR SPONSORS:***

**Hospitality Suite**

***Behr Mason City, LLC***

**Ice House & Ice Fishing Contest**

***Northern Metal Recycling***

**Chicken Wing Contest**

***Integrated Recycling  
Technologies***

**Casino Shuttle Service**

***Wells Fargo Insurance  
Services of MN***

**Saturday Bag Lunches**

***Adolph's Converters & Cores***

**General Sponsors**

***AFLAC***

***American Solutions for Business***

***Coldwell Banker Burnet***

***The Connection***

***Crow Wing Recycling***

***Hollander***

***Manheim's Mpls Auto Auction***

***Quality Replacement Parts***

***Recycled Parts Plus***

***Trissel, Graham & Toole, Inc.***

***Waddell & Reed Financial***

***ZURICH***

# ARM 2008 WINTER OUTING REGISTRATION FORM

REGISTRATION FORMS MUST BE RETURNED TO ARM OFFICE  
NO LATER THAN FRIDAY, JANUARY 18, 2008.



**TWO FOR ONE SPECIAL. EVERY PERSON REGISTERED AT THE \$25.00 RATE  
MAY BRING A GUEST AT NO CHARGE!**

In order to help us provide a sufficient amount of food and spirits, please indicate HOW MANY you expect to attend from your company.

# Friday \_\_\_\_\_ # Saturday \_\_\_\_\_

Please provide the names of individuals registering. For additional registrants please write on separate sheet.

#1 Name \_\_\_\_\_ #1 Guest \_\_\_\_\_ (\$25.00)  
#2 Name \_\_\_\_\_ #2 Guest \_\_\_\_\_ (\$25.00)  
#3 Name \_\_\_\_\_ #2 Guest \_\_\_\_\_ (\$25.00)  
#4 Name \_\_\_\_\_ #2 Guest \_\_\_\_\_ (\$25.00)  
#5 Name \_\_\_\_\_ #2 Guest \_\_\_\_\_ (\$25.00)

TOTAL

**NORTHERN METAL RECYCLING ICE FISHING CONEST  
MUST BE PREREGISTERED TO PARTICIPATE & QUALIFY FOR PRIZE MONEY**

(No Age Limit/No Entry Fee)

Please provide the names of individuals registering for the Ice Fishing Contest.

For additional registrants please write on separate sheet.

You may also register at the Winter Outing.

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

**INTEGRATED RECYCLING TECHNOLOGIES CHICKEN WING CONTEST  
MUST BE PREREGISTERED TO PARTICIPATE & QUALIFY FOR PRIZE MONEY**

(No Entry Fee)

Please provide a name and phone number for individuals registering for the Chicken Wing Cooking Contest. For additional registrants please write on separate sheet.

They will be contacted later with further details.

Name \_\_\_\_\_

Name \_\_\_\_\_

**WELLS FARGO INSURANCE SERVICES OF MN CASINO SHUTTLE SERVICES  
MUST BE PREREGISTERED**

Please provide the names of individuals registering for Shuttle Services and indicate whether they will require the Saturday 12 noon – 4 p.m. shuttle or the Saturday 8 p.m. – midnight shuttle. You may also register at the Winter Outing.

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

### Payment Method:

I have enclosed a check made payable to "ARM" in the amount

of \$ \_\_\_\_\_

Company Name & Contact Person

\_\_\_\_\_

\_\_\_\_\_

RETURN WITH PAYMENT TO:  
Automotive Recyclers of Minnesota  
3333 Skycroft Circle  
Minneapolis, MN 55418  
Phone: (612) 781-5555  
Fax (612) 781-7052  
Email:  
autorecyclersmn@bitstream.net  
www.autorecyclersmn.net

# INDUSTRY NEWS

## “University, Company Become Partners in Tire-Recycling Business”

**Kansas City Star (10/26/07) Williams, Mara Rose**

Northwest Missouri State University and Carbolytic Materials have entered into a partnership to recycle tires at the Center of Excellence, which will be jointly used for business and classroom purposes. Classrooms and laboratories in a portion of the center will allow students to learn from the technology utilized by Carbolytic to transform tires into substances for rubber and plastic products. During the company’s energy-efficient recycling process, the firm estimates about one gallon of oil is recovered when each tire is processed into ApexCM, a material resembling carbon black. About 300 million scrap tires are generated in the U.S. each year, according to the U.S. EPA, and approximately 130 million of those are burned for fuel. Carbolytic says that producing 1,000 pounds of ApexCM requires nearly 200

scrap tires, saves more than 350 gallons of oil, and eliminates 1,930 pounds of carbon dioxide emissions.

*Copyright 2007 Information Inc., www.infoinc.com.*

## “Plastics From the Junkyard”

**Fraunhofer-Gesellschaft (11/07)**

Although cars that have reached the end of their lives are a potential source of raw materials, oftentimes these materials—particularly the vehicle’s plastic—are rarely reused. This is because when cars are recycled the plastic polymers end up in the nonmetallic shredder residue along with various other materials. All of this material is then made into granulate using the SiCon process, which mixes the plastics so indiscriminately that it is usually not possible to separate them into the individual types again. However, granulated plastic could someday be salvaged and transformed into dashboards and other car parts with the help of CreaSolv, a solvent developed by researchers at Germany’s Fraunhofer Institute for Process Engineering and Packaging IVV. The solvent removes a particular type of plastic from the granulate—such as the polyolefins used to make air filter housings, shock absorbers, and side panels—and leaves other types of plastic in the granulate. Researchers have been using CreaSolv for the past year to recover styrene copolymers from electrical appliances such as computers and TVs. With the help of the solvent, researchers have been able to recycle roughly 50 percent of the high plastic content in electrical appliances.

*Copyright 2007 Information Inc., www.infoinc.com.*

### **Schwartzman Co., Inc.**

**2905 North Ferry Street • Anoka, MN 55303**

### **"Wants Your Scrap"**

**We will Match or Beat Any Price!!!**

**CASH \$\$\$ CASH \$\$\$ CASH**

**We Buy ALL Ferrous & Non-Ferrous**

**Iron & Metals**

Prepared Steel  
Unstripped Motors  
Tin  
#1 & #2 Cast  
Car Bodies  
Batteries  
Unprepared Steel  
Brass



Alu. Transmissions  
Radiators  
Magnesium  
Die Cast  
Stainless Steel  
Aluminum  
Copper  
Lead

**Call 763-421-1187**

**For Large Quantity Prices ask for Jon**

**Hours: Mon. - Fri. 8:00 AM to 4:30 PM**  
**Saturday 8:00 AM to 11:30 PM**



# INDUSTRY NEWS

## ARA Comments on Two Proposed EPA Rules

Recently, ARA urged the U.S. Environmental Protection Agency (EPA) to consider comments regarding the National Vehicle Mercury Switch Recovery Program (NVMSRP) in relation to a subsection of the proposed Electric Arc Furnace rule (EAF) and the proposed Iron and Steel Foundries Rule.

In the EAF rule, the subsection states that "...facilities that use motor vehicle scrap will choose to comply by purchasing motor vehicle scrap only from scrap providers who participate in a program for removal of mercury switches that has been approved by the Administrator. The National Vehicle Mercury Switch Recovery Program (NVMSRP) would be an approved program under this proposed standard."

ARA supports this language; however, the association believes there is near unanimous agreement that the funds necessary to adequately sustain the ELVS program are not currently available. We further believe that the high number of participants in the current program has been due to a monetary incentive, without which participation would decrease and mercury-free automobile scrap could significantly decrease. The financial burden should not be the responsibility of dismantlers and shredding operations.

ARA believes the EAF proposed rule and the Iron and Steel Foundries proposed rule have equivalent goals and should in turn have corresponding language. Currently, there is contradictory language to the EAF rule in the mercury removal section. As an example, the NVMSRP is mentioned as an EPA -approved mercury removal program in the EAF rule, while in the Iron and Steel Foundries rule, the NVMSRP is not mentioned.

The EAF and the Iron and Steel Foundries proposed rules have multiple contradictions in the language. The two industries have similar ideas and goals to reduce their mercury emissions, yet the rules vary. ARA feels that the rules should be har-

monized since the end goal is the same—reduction of mercury emissions.

Mercury air emissions are a concern to the environment and ARA is a strong proponent of addressing this issue. The NVMSRP appears to be achieving success at its initial year anniversary — with the removal of over 1500 pounds of mercury from the environment. We believe, however, that this progress will only continue as long as the members are offered an adequate financial incentive from those responsible for the inclusion of the mercury into the manufactured product.

*Reprinted with permission of ARA.*

### INSURANCE TOO HIGH? IT PAYS TO COMPARE!

#### AUTO RECYCLERS GARAGES or AUTO REPAIR SHOPS

##### If You Would Like:

- \* to save money.
- \* better service.
- \* tailored insurance coverage.
- \* employee health insurance.
- \* an agent's personal attention.

##### YOU NEED TO CALL:

#### Assured Protection, Inc.

5671 Geneva Ave., P.O. Box 9008  
St. Paul, Minnesota 55109

Phone: 651-779-7000  
Toll Free: 800-435-2051

# INDUSTRY NEWS

## The top yards in Minnesota are joining the **Hotlines Network**

### Here's Why:

- ➔ We **sell more parts** on Hotlines
- ➔ We **buy at better prices**
- ➔ It's accurate: we hit live inventory
- ➔ Hotlines helps us collect past-due bills
- ➔ Hotlines supports ARM
- ➔ We sell parts via [www.PartsHotlines.com](http://www.PartsHotlines.com)

### Join us!

AAA, Carney, Dykes, Economy Auto, Elite, Harley's, John's, Marco, Misgen, Northern, Pam's, Rite-Away, Shipman, Timm's

*Hotlines is exclusively endorsed by the Automotive Recyclers of Minnesota.*

## State-By-State Automotive Recycling Compliance Information Available

The Environmental Compliance for Automotive Recyclers (ECAR) center is a "one-stop shop" for all automotive dismantling and recycling operations and provides comprehensive and up-to-date environmental compliance assistance.

Its mission is to help reduce potential impacts on the environment from the automotive recycling sector through better availability of information regarding various forms of best management practices, pollution control and prevention, and compliance with environmental regulations.

The Center's hallmark is its state-by-state fact sheet tour on 25 topics important to automotive recyclers. Click on the map and find out what best management practices would suit your yard.

Visit ECAR Today!

(<http://www.ecarcenter.org/>)

*Reprinted with permission of ARA.*

## Automotive Recyclers of Minnesota • Newsletter Advertising Rates

Submit by the 10th day of the month prior to publication date of newsletter.  
(For instance, submit items for the Sept / Oct newsletter by August 10th.)

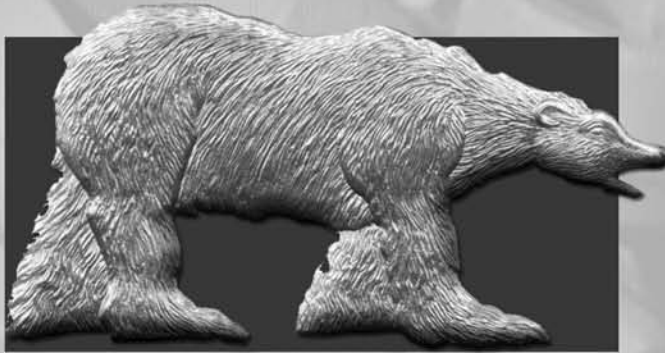
<i>Rates</i>	All rates per issue. Each issue is billed when printed		
<i>Ad Size</i>	<i>Dimensions</i>	<i>One Time Rate</i>	<i>Six Time Rate</i>
Business Card	2" x 3.5"	60.00	50.00
1/4 Page	3.5" x 4.75"	90.00	80.00
1/2 Page	7.25" x 4.75"	130.00	120.00
Full Page	7.25" x 10"	220.00	210.00
Inside Covers	7.25" x 10"	260.00	245.00
Back Cover	7.25" x 7.5"	280.00	260.00

For more information or to sign up for advertising space contact:

**RJ McClellan, Inc. 950 • 3rd Street, Suite 150 • St. Paul Park, MN 55071**  
**Phone: 651-458-0089 • Fax: 651-458-0125 • email: [journal@backpack.net](mailto:journal@backpack.net)**



**ISO 14001**  
ENVIRONMENTALLY AWARE



**BEHR**  
**MASON CITY**

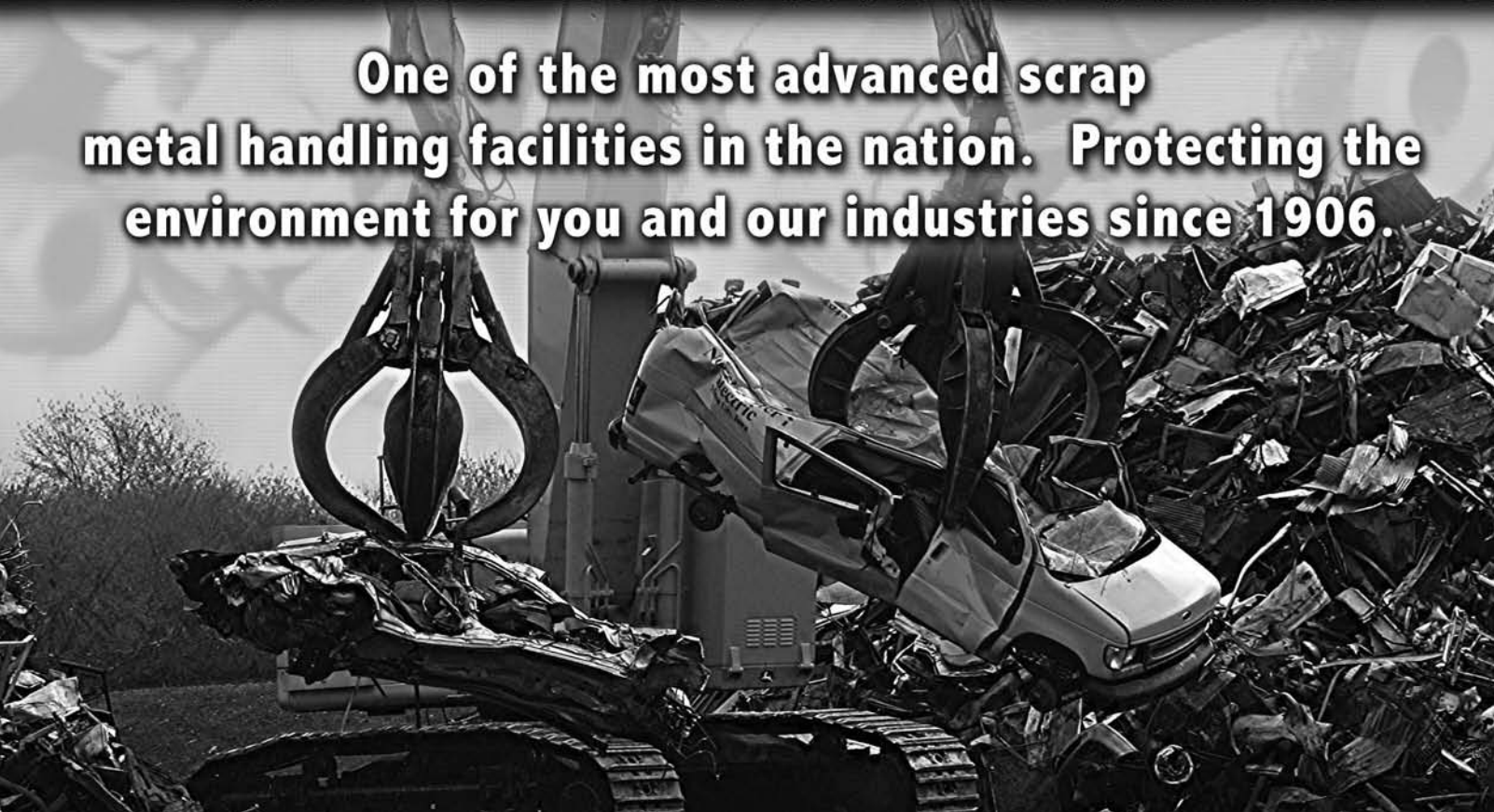


**ISO 9001**  
QUALITY ASSURED

12050 WEST STATE STREET • MASON CITY, IA • 641-424-9521



**One of the most advanced scrap  
metal handling facilities in the nation. Protecting the  
environment for you and our industries since 1906.**





ARM0108



## Automotive Recyclers of Minnesota

In care of: R.J. McClellan, Inc.  
950 3rd Street, Suite 150  
St Paul Park, MN 55071

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
St. Paul, MN  
Permit No. 7911



Call **aaa** for Your  
**OEM Recycled Parts!**  
[www.aaaparts.com](http://www.aaaparts.com)



Come visit us at one of our TWO LOCATIONS  
in Rosemount or East Bethel or reach us at this number:

**PHONE: 651.423.2432**  
**TOLL FREE: 800.238.6664**  
**FAX: 651.423.2808**



Recipient of ARA's Prestigious 2004 Star Award Top Certified Automotive Recycler in the Nation

## BETTER SERVICE

CALL **aaa** FOR ALL YOUR RECYCLED PARTS NEEDS AND RECONDITIONED BUMPER COVERS.

## BETTER QUALITY

WE UTILIZE MULTIPLE QUALITY CONTROL CHECKS ON ONLY THE HIGHEST QUALITY MATERIALS AND A LIFETIME WARRANTY ON WORKMANSHIP.

## BETTER CYCLE TIMES

WE TURN AROUND MOST BUMPERS IN **24** HOURS. YOUR CORE OR OURS.

