



THE MINNESOTA RECYCLER

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SEPTEMBER/OCTOBER 2008
www.autorecyclersmn.net

ARM Associate Member Profile UniFirst Corporation

UniFirst, a leading supplier of workwear for businesses big and small since 1936, provides a range of work apparel from traditional uniforms to industrial wear to protective clothing. UniFirst Corporation has over 200 locations throughout the U.S. and Canada, and employs over 10,000 in North America and Europe.



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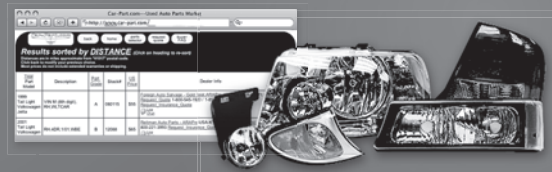
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The Minnesota Recycler is published six times per year for the Automotive Recyclers of Minnesota. None of the material in this publication necessarily reflects the opinion of ARM, its officers, directors, staff, members or its Publisher. Statements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

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ARM BOARD NEWS

There are no board minutes available for this issue.

Seeking Nominations for the ARM Board of Directors - 2009



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The Automotive Recyclers of Minnesota (ARM) is now accepting nominations for the 2009 Board of Directors. Terms will begin effective January 1, 2009 and run through December 31, 2011.

To be eligible for nomination, the individual must be employed in a management position by or own a member company in good standing for the 2008 member year. Nominees must be willing and able to perform the following functions as a member of the Board:

- Serve for a term of up to three years.
- Maintain company membership for the duration of the term.
- Attend regularly scheduled Board meetings (currently six each year).
- Attend committee and/or other meetings as scheduled by the President and/or Board of Directors, including but not limited to, the annual conference and ARM sponsored events.

In general, as a member of the Board of Directors, individuals will assist in the supervision, control and directions of the affairs of ARM and the ARM Foundation; determine policies or changes of the Association within the limits of the By-Laws, and; oversee the disbursement of funds of the Association.

Please complete the nominations form provided in this issue of the newsletter and return to the ARM office: Automotive Recyclers of Minnesota, 3333 Skycroft Circle, Minneapolis, MN 55418 or Fax: 612-781-7052.



2009 ARM Board of Directors Nominations Form

Must be received by the ARM office no later than November 15, 2008.

Nominees Name: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Nominated By: _____

To your knowledge, is this person an employee in a management position or owner of an ARM member company in good standing?

_____ Yes _____ No _____ Do not know

Approximately how long has this individual been in the business? _____

Has this person served on the Board of Directors in the past? If so, when and in what capacity (if known)?

Does this person know they have been nominated? _____ Yes _____ No

Do you know if this person would accept a nomination to the Board?

_____ Yes _____ No _____ Do not know

Briefly explain why you think this person should be nominated to the Board:

Return no later than November 15, 2008 to:

Automotive Recyclers of Minnesota

3333 Skycroft Circle

Minneapolis, MN 55418

Phone: 612-781-5555

Fax: 612-781-7052

autorecyclersmn@bitstream.net

ARM NEWS

Message from the President

By Dan Brekke

Hello everyone. I hope everyone had a good time at the ARM Summer Outing – Tail Gating Party & St. Paul Saints game held this past August 16th. Please remember to support our great sponsors who support us! A HUGE THANKS to Behr Mason City, LLC, Northern Metal Recycling,

Trissel Graham & Toole, RAS Companies, Integrated Recycling Technologies, Manheim’s Minneapolis Auto Auction, Quality Replacement Parts, Recycled Parts Plus & UniFirst Corporation. Without their support we would not be able to offer such great outings to our association members.

I am happy to announce that the 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show will include the Iowa association (IAR) as a member. The convention/trade show will be held in Eau Claire, Wisconsin May 1 & 2, 2009. We are in the early planning stages but this looks to be a great show. As always, we welcome any ideas you may have for the convention so please feel free to contact any of your ARM board members (contact information for all of the ARM board is in the front of this newsletter). We are always glad to hear from you. So mark your calendars and plan to attend.

Other various items of note, we are working on pulling together a section for future newsletters as regards what every Minnesota recycler needs to know – mandatory requirements so to speak. Any and all ideas or information pertaining to Minnesota state issues, mandates, regulations, would be appreciated – contact the ARM Executive Director, Kelly Lynch-Salseg at (612) 781-5555 if you have information to share.

For MN CAR members – you should be hearing from Dave Kendziorski soon as regards scheduling of audits. We hope to have all audits completed by the end of September. If you have not yet joined MN CAR, please consider doing so. It’s a great asset for all of our members.

That about wraps it up for now so until next time – take care ~ Dan

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From the Executive Director's Desk

By Kelly Salseg

Wrapping Up 2008

While I realize it's only July at the time I write this article, it's actually time to start planning and preparing for the upcoming year here at ARM, so here's a brief summary of what's in the works here at the ARM home office.

Board of Directors: The ARM Board and staff are looking at who will be rotating off the board this year, and who will be staying. We will be looking for some new blood for the 2009 Board of Directors. To be eligible for nomination to the Board of Directors, the individual must be employed in a management position by or own a member company in good standing for the 2008 member year. Nominees must be willing and able to perform the following functions as a member of the Board:

- As Treasurer, serve a term of one year and consecutive one year terms thereafter leading to the President position (a total of four years).
- As Director, serve for a term of up to three years.
- Maintain company membership for the duration of the term.
- Attend regularly scheduled Board meetings (currently six each year).
- Attend committee and/or other meetings as scheduled by the President and/or Board of Directors, including but not limited to, the annual conference and ARM sponsored events.

In general, as a member of the Board of Directors, individuals will assist in the supervision, control and directions of the affairs of ARM and the ARM Foundation; determine policies or changes of the Association within the limits of the By-Laws, and; oversee the disbursement of funds of the

Association.

If you or someone in your company would be interested in serving on the ARM Board, please fill out the Nominations Form that you will find in this issue and return to the ARM office, or give me or one of the Board members a call (our contact information in on page 3).

2009 Membership Renewal & ARM 2009 Membership Directory: Membership Renewal Notices will be mailed out soon. Please do your best to promptly return your renewal notice and membership fee for 2009. Carefully review the information on your renewal notice as it will be used as the basis for your free listing in the ARM 2009 Membership Directory.

The ARM Membership Directory is mailed to virtually every insurance adjuster, body shop, mechanical repair shop and automotive recycler in Minnesota (and beyond). This year we will mail the directory to approximately 4500 companies. In addition to the initial mailing of the directory, the ARM office receives numerous requests for the directory from various companies through out the year.

ARM Foundation/Scholarships: The application materials for 2009 ARM Scholarships will be mailed to all Full ARM Members in late December. Information will also be included in the January/February 2009 issue of the newsletter. In addition, application materials will be available on our web site at www.autorecyclersmn.net.

The ARM Foundation is funded through the donations of ARM member yards, fund raisers, and investments. Awards are made annually, the amount granted each year being determined by the financial state of the fund. In 2008, the ARM Foundation was

ARM NEWS

able to award five - \$1,000 scholarships!

2009 Upper Midwest Convention & Trade Show: Planning has begun for the 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. We are very excited to announce that next year, along with the Minnesota, Illinois, Indiana, & Wisconsin associations, we will also be joined by the Iowa association as a partner. The convention dates are set for May 1 & 2, 2009 in Eau Claire, Wisconsin. Look further in this issue for more information on the 2009 Convention.

So that's a little of what's in the works here at ARM these days. We still have a lot of Minnesota summer left, so in closing let me share with you these words that were shared with me:

"One final paragraph of advice: Do not burn yourself out. Be as I am – a reluctant enthusiast...a part time crusader, a half-hearted fanatic. Save the other half of yourselves and your lives for pleasure

and adventure. It is not enough to fight for the land; it is even more important to enjoy it. While you can. While it is still here. So get out there and hunt and fish and mess around with your friends, ramble out yonder, and explore the forests, encounter the grizz, climb the mountains, bag the peaks. Run the rivers, breathe deep of that yet sweet and lucid air, sit quietly for a while and contemplate the precious stillness, that lovely mysterious, and awesome space. Enjoy yourselves, keep your brain in your head and your head firmly attached to your body, and body active and alive, and I promise you this much: I promise you this one sweet victory over our enemies, over those deskbound people with hearts in a safe deposit box and their eyes hypnotized by desk calendars. I promise you this: You will outlive the bastards!"

Edward Abbey, 1927 – 1989

Hope you are all having a great summer!!

2009 Membership Renewal Notice

You will soon be receiving your 2009 ARM membership renewal notice.

When you receive your notice, ***please make sure to review all of the information very carefully, making any updates or corrections necessary,*** as this information will be the basis for your listing on the ARM website and 2009 ARM Membership Directory.

Your prompt response to this notice will save ARM time and money.

Thank you for your cooperation!!!!

Check Out ARM's New & Improved Website!!!

WWW.AUTORECYCLERSMN.NET

ARM's web site has recently under gone several up dates. Take a few moments out of your day to check it out. Be sure not to miss the new feature on the "Member List" page. It is an interactive

Minnesota state map with a county by county search capability for ARM full members. Many thanks to PAUL SCHRODER of CAR-PART.COM for his invaluable assistance on this project!

ARM NEWS

Unifirst...continued from cover

UniFirst Corporation has a “Customers For Life” operating philosophy, which calls for providing the best and most responsive service in the industry with the goal of always achieving Total Customer Satisfaction. Another important feature of UniFirst is our internal “Family Culture” that is engrained at all of our locations. We may be a “big” company, but we feel more like a smaller, family-type business.

We are expanding staff in both our service and sales areas, and expanding our market reach to well outside the Twin Cities area. This is all in an effort to always exceed our customers’ expectations when it comes to UniFirst services...for current customers, as well as new.

The automotive industry in general has always been one of UniFirst’s “core” areas of business. We are, first and foremost, an industrial uniform supplier with a strong commitment to our offering of facility service products to further satisfy all our customers’ business needs.

By partnering with UniFirst, ARM members can help to make their businesses more successful. Managed uniform programs from UniFirst are cost-effective, are an employee benefit, enhance overall company image, and are a form of “free advertising.” In today’s tough economy, all businesses are looking for a competitive edge, and a quality UniFirst uniform program can fit the bill.

UniFirst can help ARM members project a more professional image—a fact that multiple studies have shown is a key to attracting and retaining customers. A national J.D. Powers and Associates® research study, for example, has shown that customers believe that uniformed employees are more knowledgeable and credible than their non-uniformed counterparts and, therefore, prefer to do business with them. In addition, business owners who provide uniforms to their

employees have been shown to have improved staff retention rates. That’s because uniforms provided on-the-job are generally viewed by employees as a money-saving benefit—one that does not require them to spend for work clothing and laundering.

UniFirst self-manufactures the majority of its rental uniform garments in ISO certified facilities. As such, we build-in only the best features and benefits when it comes to quality workwear...and UniFirst SERVICE is second to none!

UniFirst Corporation contact information:

Paul Simpson, District Service Manager

9201 East Bloomington Freeway

Bloomington, Minnesota 55420

Phone: 952-746-7727

Fax: 952-746-7728

Email: psimpson@unifirst.com

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ARM NEWS

Why Industry-Led Compliance Programs Work Best

By

David Kendziorski

MN-CAR Program Manager

Auto recyclers face a complicated mix of regulations that affect business licenses and permits, environmental practices, and safety standards. Complying with these regulations can be confusing, time-consuming, and costly. Local, state, and federal regulatory agencies realize that the iron-fisted “command-and-control” enforcement policies of the past are often not effective and fail to reward facilities that want to take a pro-active compliance approach. Over the past decade, many regulatory agencies have developed compliance assistance programs such as the Performance Track Program and Environmental Results Program administered by U.S. EPA. The Minnesota Pollution Control Agency’s (MPCA’s) compliance assistance efforts are coordinated through the Small Business Environmental Assistance Program. The program provides non-regulatory and confidential assistance to small businesses at no cost. In some cases, the program works hand-in-hand with trade associations and industry groups. Regulator-led compliance assistance programs offer many benefits: they are usually free, they build cooperation and trust between the agency and the industry, they raise knowledge and interest within the industry, and they can significantly improve compliance among those facilities that chose to participate. MPCA also offers an Environmental Audit Program to examine how well a facility is meeting local, state, and federal regulations. Those facilities that meet the requirements of the audit program may display the “Green Star Award” for two years. Recyclers can and should take advantage of compliance assistance that is offered through such programs.

The Minnesota Certified Automotive Recyclers (MN-CAR) program sponsored by ARM is an industry-led program that provides even greater benefits for participating recyclers. The advantages of the industry-led MN-CAR program include:

- MN-CAR addresses a wide variety of business, environmental, and safety standards (not just those standards under the jurisdiction of a particular agency)

2008 MN-CAR Members

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Ace Auto Parts
Automotive Parts Solutions
Hutch Auto & Truck Parts
Jerry’s Auto Salvage
John’s Auto Parts
Kelly Auto Parts
MARCO Auto Recycling, Inc.
Metro Auto Salvage, Inc.
Misgen Auto Parts, Inc.
Pam’s Auto, Inc.
Sharp Auto Parts LLC
Shipman Auto Parts, Inc.
U Pull R Parts
U Pull R Parts II
Viking Auto Salvage

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- MN-CAR is managed and led by professionals who have extensive industry knowledge and experience
- MN-CAR results in much higher levels of compliance than would regulator-led programs
- MN-CAR allows the auto recycling industry in Minnesota to be responsible for its own performance and in charge of its own destiny
- MN-CAR is a continuous long-term program funded by the industry itself
- Participating recyclers are less likely to be

inspected by a regulator and to face enforcement action because regulators have a growing confidence in the credibility of the MN-CAR program

Minnesota auto recyclers should utilize whatever assistance and help is available to meet applicable regulations, which will allow the industry to focus its time and resources on improving business. The MN-CAR program is a great start, and ARM will continue to work cooperatively with agencies and other organizations to help auto recyclers meet their regulatory requirements.

The Date Is Set For The 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show May 1 & 2, 2009

Plans are underway for the 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. The 2009 convention will be held in Eau Claire, Wisconsin, May 1 & 2, 2009 at the Eau Claire County Exposition Center.

Some of the ARM board have toured the Expo Center and were very impressed with the facilities available. We are also very excited to announce that the convention has expanded and will now

include Iowa Automotive Recyclers (IAR) association, in addition to ARM and the Illinois, Indiana and Wisconsin associations.

ARM board members have also toured the hotel that we hope to be working with - The Metropolis Hotel. This brand new facility has plenty to offer visitors to Eau Claire with a coffee bar, a lobby bar and grill a fitness center and a full service spa. The Metropolis is also connected to "Action City", the areas newest and hottest place for people of all ages to have fun - from Go Karts to Spring Karts, to Arcade Games a Climbing Wall, Bowling, Mini-Golf - Action City has it all!

As you can see, the 2009 convention has something for everyone - young and old! This promises to be the biggest and best convention in years - we'll keep you informed as plans progress. **MARK YOUR CALENDARS NOW FOR MAY 1 & 2, 2009!**



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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

Protect your Eyes



By Trissel Graham & Toole

It only takes a second to injure your eyes. The injury could result from one moment of carelessness, or from something over which you have no control. Protecting your eyes is not only your employers' responsibility, it is yours. Regular eye-glasses are never considered eye protection in the workplace.

Every year approximately 100,000 workers have eye injuries, costing industry over \$330,000,000. Yes, over \$330 million. Here are some other statistics:

- 9 out of 10 injuries could have been avoided using safety procedures and the right eye protection
- 3 out of 5 workers who were injured wore NO eye protection
- 40% of those wearing eye protection had the wrong type

Many types of eye protection can be used. Wearing regular glasses by themselves is dangerous because they are not made to sustain any type of impact.

Eye injuries are divided into three categories:

1. Physical
2. Chemical
3. Thermal/radiation

Some of the common hazards are:

- Heat
- Glare
- Splash
- Sparks

1. Physical injuries

A. High Impact

Physical injuries are thought of as flying

objects hitting us in the front of the eye or head area. These might include:

- Hanging objects – ropes, chains, cables
- Protruding objects – hooks, racks, boards

Type of Protection Needed:

- High impact protection like safety glasses or goggles
- Lenses made of polycarbonate – the most impact resistant material
- If the job requires side vision, safety glasses are preferable

B. Particles at high speed

The most common injury caused by:

- Dust and debris from sanding, grinding, chipping, etc.

Type of Protection Needed:

Fast moving particles smaller than a grain of sand can cause significant damage to the eye. Thought must be given to what types of particles might be flying around on a routine basis because there is a difference between impact resistance and scratch resistance.

- Plastic and polycarbonate lenses are high impact resistant but less able to resist scratches.
- Glass lenses will shatter on high impact, but are very resistant to scratches from dust and grit.
- Polycarbonate lenses that are coated with a scratch resistant surface will handle both problems.

ARM NEWS

2. Chemicals and Fumes

Type of Protection Needed:

- If working around dangerous chemicals goggles should form a snug seal around the face and have hooded ventilators
- In extremely dangerous situations, do not use ventilators
- Goggles need to be specially coated to prevent fogging

3. Heat

Type of Protection Needed:

- A face shield that covers the face and neck
- Usually made of acetate or other flexible plastic
- Might be visor style
- Extreme heat or concentrated light

might require the use of a welding helmet

All face shields should be used **WITH** other eye protection – **never alone**.

Eye Protection Begins With Support of Upper Management

The protection of workers' eyes, as well as the effectiveness of all other safety procedures in the workplace, begins with the active support of upper management. Several steps need to be taken:

- An appropriate safety program must be put in place
- Engineering controls that can be implemented, should be
- Controls like permanently installed shields and machine guards can greatly reduce

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risks and ultimately save the company money.

- Proper equipment maintenance schedules should be developed and adhered to, whether daily, weekly, monthly, or annual.
- Training should be conducted in safety procedures and in the wearing and care of safety equipment.
 - Training plays a vital role in reducing injuries
 - All employees should know what is appropriate eye protection for each work area so that if they have to enter, they have the correct protection
 - All visitors should be required to wear protection when traveling through areas; if all employees know what's required, they can make sure that people are protected.
- Regular status reviews of procedures is necessary to keep up to date with changes in the workplace

Eye Protection Maintenance

Proper care and daily maintenance of eye protection is paramount to eye safety. Some guidelines in addition to any provided by the company or manufacturer:

- Clean eyewear after each use
- Disinfect eyewear that is shared among workers
- Wash glasses in warm water with soap,

rinse thoroughly, then use disinfectant and hang to dry

- Store eyewear in case to prevent scratching
- Special antifogging products can be used if appropriate to the work location
- Before wearing, check for damaged parts and replace any part that is scratched, faded, cracked
- Before wearing, check for loose parts and secure them
- If eyewear is assigned, be sure each person labels eyewear with their name

If an Accident Happens Never Rub Your Eye!!!

Our first instinct when something gets in our eye or it is injured is to rub our eyes. Do not do it!

You will cause more damage. Here are some guidelines on what to do:

1. Physical

A. Blows to the eye

- Do apply a cold compress immediately to the eye for 15 minutes and again each hour to reduce pain and swelling
- See a doctor if there is discoloration of the surrounding skin

B. Cuts and punctures

- Do lightly bandage and see a doctor immediately
- Do not wash eye with water
- Do not try to help and get the object out

C. Dust and other specks in the eye

- Do lift the upper eyelid and pull it outward and down over the lower eyelid
- This should induce tears, which can wash out small particles
- Do keep eye closed, apply a light bandage and see a doctor if the speck doesn't wash out
- Do not try to get the speck out
- Do not rub the eye

2. Chemical burns

Chemicals such as caustics and acids may

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be extremely dangerous. Chemical “irritants” are less dangerous. All contact with chemicals should be treated the same way:

- Do flush eyes with water immediately for 15 minutes. Keeping eye open as wide as possible, hold it under running water and flush it out
- Do see a doctor IMMEDIATELY
- NEVER BANDAGE THE EYE OR USE AND EYE CUP

A Final Word of Caution

- Face shields, by themselves, don’t provide enough protection for your eyes.
- Contact lenses, by themselves, don’t provide enough protection in an industrial setting.
- Contact lenses should not be worn in a haz-

ardous environment unless accompanied by appropriate safety eyewear protection.

- Plastic lenses are advised for protection against possible molten metal splashing.

Protecting workers in the workplace from injury is everyone’s responsibility:

- Get the right eye protection
- Use it
- Work safely
- Know what to do in case of an accident
- Work together to make and keep your workplace a safe environment for everyone

Eyesight is precious; do everything you can to protect your eyes and the eyes of everyone you work with!

By Dr. Isabel Perry

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The Minnesota Department of Revenue will administer and collect the sales and use tax for the Counties Transit Improvement Board. The tax will be used to fund improvements to the transit system, including light rail, commuter rail and bus rapid transit.

The sales tax applies to retail sales made within the transit tax area. The use tax applies to taxable items used in the transit tax area if the Transit Improvement sales tax was not paid. The tax applies to the same items that are taxable under the Minnesota sales and use tax law.

For further information about the tax visit: http://www.taxes.state.mn.us/sales/publications/newsletters/newsletters/Brief_Notice.pdf

Scrap Commodities Market Report September 2008

Approximate Pricing

| | |
|-----------------------------|-----------|
| Crushed Cars | 265.00 NT |
| Prepared Iron | 275.00 NT |
| Motor Blocks | 325.00 NT |
| Aluminum Rims | 0.87/LB |
| Aluminum Condensers | 0.68/LB |
| Copper Radiators | 1.50/LB |
| Aluminum Case Transmissions | 0.18/LB |
| Dirty Aluminum | 0.25/LB |
| Batteries | 0.12/LB |
| Lead Wheel Weights | 0.30/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.

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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

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

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- 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.

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- Rather than watching from the sidelines, joining ARM is an opportunity to get involved and affect change rather than being a passive non-participant.
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ARM NEWS

THE UN-COMFORT ZONE with Robert Wilson What's Pushing Your Buttons?

What motivates you? That's the question I'd like to ask in this inaugural column on motivation. Are you motivated by fame, fortune or fear. Or is it something deeper that fans the flames inside of you. Perhaps you are like Jeanne Louise Calment whose burn-



ing desire enabled her to do something that no other human being has done before. A feat so spectacular that it generated headlines around the globe, got her a role in a motion picture, and landed her in the Guinness Book of World Records. A record that has yet to be beaten.

Jeanne Louise, however, did not initially motivate herself. It was someone else who drew the line in the sand. But, it became a line she was determined to cross.

In motivation we talk about getting outside of one's comfort zone. It is only when we are uncomfortable that we begin to get motivated. Usually to get back into our comfort zone as quickly as possible.

Born into the family of a middle-class store owner, Calment was firmly entrenched in her comfort zone. At age 21 she married a wealthy store owner and lived a life of leisure. She pursued her hobbies of tennis, the opera, and sampling France's famous wines. Over the years she met Impressionist painter Van Gogh; watched the erection of the Eiffel Tower; and attended the funeral of Hunchback of Notre Dame, author, Victor Hugo.

Twenty years after her husband passed away,

she had reached a stage in life where she had pretty much achieved everything that she was going to achieve. Then along came a lawyer. The lawyer made Jeanne Louise a proposition. She accepted it. He thought he was simply making a smart business deal. Inadvertently he gave her a goal. It took her 30 years to achieve it, but achieve it she did.

Are you willing to keep your goals alive for 30 years? At what point do you give up? Thomas Edison never gave up, instead he said, "I have not failed. I've just found 10,000 ways that won't work." Winston Churchill during the bleakest hours of World War II kept an entire country motivated with this die-hard conviction: "We shall defend our Island, whatever the cost may be, we shall fight on the beaches... in the fields and in the streets... we shall never surrender."

Many of us give up too soon because we set limits on our goals. Achieving a goal begins with determination. Then it's just a matter of our giving them attention and energy.

When Jeanne Louise was 92 years old, attorney François Raffray, age 47, offered to pay her \$500 per month (a fortune in 1967) for the rest of her life, if she would leave her house to him in her will. According to the actuarial tables it was a great

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deal. Here was an heir-less woman who had survived her husband, children, and grandchildren. A woman who was just biding her time with nothing to live for. That is until Raffray came along and offered up the "sucker-bet" that she would soon die. It was motivation enough for Jeanne, who was determined to beat the lawyer. Thirty years later, Raffray became the "sucker" when he passed away first at age 77.

When asked about this by the press, Calment simply said, "In life, one sometimes make bad deals." Having met her goal, Jeanne passed away five months later. But on her way to this end, she achieved something else: at 122 years old, she became the oldest person to have ever lived.

In future articles we'll examine further the ways in which motivation works. How to motivate

ourselves, our employees, customers, volunteers, friends, loved ones and children. I would like to get your feedback on which of these areas of motivation are of most interest to you. I'd also like to hear your stories of how you may have overcome adversity and what pushed you to go the distance.

Please email me with your suggestions and stories.

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.



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ARM NEWS

What's New With You?

AAA AUTO SALVAGE: HAPPY BELATED BIRTHDAY to Eric Schulz who rang in another year on August 15th!

B & R AUTO & TRUCK SALVAGE: Don't forget to call **RANDY DAVIS** on October 16th and wish him a **HAPPY BIRTHDAY!**

JOHN'S AUTO PARTS: CONGRATULATIONS TO JOHN'S AUTO PARTS for receiving a Recycling Recognition Award from the Anoka County Solid Waste Abatement Advisory Task Force this past May. They were recognized for their leadership in the automotive dismantling and recycling industry and for their commitment to recycling and resource conservation!

R & R AUTO & METAL SALVAGE, LLC: HAPPY BIRTHDAY GREETINGS to Chris "THE ANIMAL" Bickmann, who will be turning another year older on October 23rd.

"What's New With You?": Please contact the ARM office with your and your employee's birthdays, anniversaries, weddings, births, etc. coming up. We will gladly include them in the "What's New With You?" column. Gather those dates, names and occasions and let us know. Also, if your company or any employees have received any kind of special civic commendation or award, or you have made any changes to or with your business - pass that info. along as well. Email (autorecyclersmn@bitstream.net), fax (612-781-7052) or phone (612-781-5555) the information in!



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INDUSTRY NEWS

Police Search Salvage Yards for Stolen Scrap Metal

By Dan Holtz, Leader-Telegram Staff

Undercover police officers spent the last seven months conducting a stolen property investigation involving scrap metal.

The investigation culminated in the search Wednesday of five Eau Claire area scrap and salvage yards by dozens of law enforcement officers from throughout west-central Wisconsin.

Undercover officers were selling scrap metal such as beer barrels and wire and metal paraphernalia owned by railroads "that should have raised red flags as to where this stuff came from," Eau Claire Deputy Police Chief Eric Larsen said.

Officers received search warrants Wednesday morning from an Eau Claire County judge and executed searches at five scrap and salvage yards: Toy's Scrap and Salvage Corp., 8010 Olson Drive; Cooley's Statewide Scrap and Salvage, 1230 S. 82nd Ave.; Max Phillips and Son, 3532 White Ave.; U-Can Recycling, 2318 Ridge Road; and Spickler Recycling.

Nothing was removed from U-Can Recycling, Eau Claire Police Lt. Tim Golden said.

Railroad signal wire was taken from Max Phillips and Son. Beer kegs were recovered from Spickler Recycling. A stolen auto and other auto parts were taken from Toy's Scrap and Salvage. Nothing was removed from Cooley's Statewide Scrap and Salvage, but there was evidence of violations of the state Department of Transportation's motor vehicle salvage laws, Golden said.

Cooley's management issued a statement Wednesday afternoon confirming that police did not find any stolen materials at their business.

"We copy everyone's (identification) and get their plate number when we purchase scrap," the Cooley's statement said. "We definitely do not want to buy stolen scrap. We want to work with police to solve this problem of stolen scrap."

If law enforcement has been investigating stolen property for the past seven months, "why didn't they work with us to solve this problem?" the statement asked.

Cooley officials say their business has been broken into several times during the past year, and law enforcement hasn't given them any follow-up information as to these break-ins.

Because of the high cost of scrap metal, the DOT has emphasized investigating both licensed and unlicensed salvage dealers, DOT fraud investigator Jim Anderson said.

"We are currently involved in several operations such as this and will be conducting additional audits of many salvage dealers across the state in the coming months," Anderson said.

Police say since January 2006, the Canadian National Railway has reported 12 incidents of theft involving railroad material totaling \$56,000 in Chippewa, Rusk, Polk, Washburn and Douglas counties in Wisconsin and in St. Louis County in Minnesota.

During the same period, the Union Pacific Railroad had more than \$113,000 worth of railroad material, signal wire and copper wire taken in Wisconsin.

Xcel Energy reports its loss of copper wire and



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INDUSTRY NEWS

materials by theft exceeds \$650,000 since 2006.

In 2006, the Eau Claire Police Department alone investigated \$59,000 worth of metal theft cases.

Police reports from the investigation will be forwarded to the Eau Claire County district attorney's office.

The law enforcement agencies participating in

Wednesday's searches included the State Patrol; police departments from Eau Claire, Chippewa Falls and Altoona; and sheriff's departments from Eau Claire, Trempealeau, St. Croix, Chippewa, Pierce, Jackson and Dunn counties.

Holtz can be reached at 833-9207, 800-236-7077 or dan.holtz@ecpc.com.

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City May Regulate Scrap Metal Sales: Police, Victims, Businesses Work Together on Idea

BY Jennifer Torline/The Wichita Eagle

Harlan Hartstein started to buy catalytic converters at his scrap metal business less than a month ago. But with metal thefts on the rise and the possibility of stricter laws regulating parts sales, he stopped last week.

"It would be a headache that I don't need," said Hartstein, owner of Wichita Iron & Metals Corp.

The nationwide rise in catalytic converter and metal thefts has frustrated local scrap dealers and auto salvagers and prompted the Wichita Police Department to meet with dealers about changing laws, though some dealers say a new law could be a wasted effort.

Last week, thieves stole 11 converters from the American Red Cross and five from a U-Haul business.

Earlier this year, thieves also stole copper wires and pipes from parks, power poles, home air-conditioning units and businesses, causing thousands of dollars in damage.

A growing demand for metal in countries such as China and India has caused a rise in metal value, said Bruce Savage, spokesman for the Institute of Scrap Recycling Industries.

In the last six months, he said, the prices for scrap iron and steel have more than doubled. Copper has

gone up a third.

"As the prices on those metals continue to rise, it's just prompting more and more people to steal these things," Savage said.

Creating a city law

Catalytic converters are especially attractive to thieves. The devices contain precious metals such as platinum, palladium and rhodium.

Recent thefts in Wichita prompted police to meet with home-building businesses, metal-theft victims and scrap-metal dealers to start crafting a new city ordinance.

On Wednesday, police discussed the issue with 10 local dealers, said Capt. Darrell Haynes.

"What we're looking at is trying to stop the hemorrhaging of metal that is going on," he said.

Although the ordinance is in the early stages, Haynes said some ideas include requiring dealers to:

- Electronically report when someone sells certain items.
- Hold items, such as catalytic converters, cemetery plaques and statues, for 72 hours before they could be crushed or destroyed.
- Make some payments by check, to supply a transaction record.

INDUSTRY NEWS

Haynes said police will meet with dealers again and bring the proposal before the City Council in late July.

But some businesses said a law may not help because some thieves steal and sell metal out of state.

Passing an ordinance is “not going to bother the people who are doing it illegally anyway,” said Mike Lehning, co-owner of A-One Auto Salvage, echoing a concern shared by other dealers.

Haynes said the city is creating a comprehensive law to cut down on illegal activity.

Dealer precautions

Kansas law requires a person to show a picture ID at a scrap metal dealer if the transaction is worth more than \$50. The law also requires an ID for catalytic converter sales above \$30.

Scrap metal dealers said they often use extra safety precautions to try to combat thieves selling stolen items.

Wichita Iron & Metals requires an ID for all sales.

“Even if we buy two cents’ worth of something, if they don’t have an ID, then they will receive a check for it,” owner Hartstein said.

Jon Rajsl, manager of A to Z Recycling, offers \$8 to \$80 for catalytic converters. He always requires an ID and only gives checks as payment.

“If you are paying people cash, you are back to the whole ‘Don’t ask, don’t tell,’ “ he said.

Aside from suspicious behavior, scrap metal dealers said it can be difficult to identify thieves.

“You can’t tell the honest copper from the dishonest copper,” Hartstein said.

Legal and licensed business owners also say they are frustrated with illegal, non-licensed businesses.

Paul Davis, owner of A-Plus Parts and Salvage, said he recently saw a truck in town with a sign that said, “I buy catalytic converters.” He said he questions the legitimacy of such buyers.

“When metal prices get high, everyone thinks they are a salvage dealer,” he said.

And it’s the illegal businesses that give scrap

dealers a bad name, some say.

“The recyclers are not all criminals,” Savage said. “They are actually taking more steps to assist communities in dealing with these types of material thefts.”

Working together

Scrap dealers and auto salvagers agree that something should be done to stop thefts, but not at the expense of their customers.

As cities across the county try to stop thefts, Savage is skeptical of proposed solutions, including some Wichita is considering.

Savage said that while the Institute of Scrap Recycling Industries recommends picture ID requirements, he was less convinced about laws requiring salvage dealers to hold an item before processing, because prices can change daily.

“The nature of the business is you buy it with the intention of a quick turnaround,” he said.

Savage also said laws requiring a check as payment hurt those who might use the cash as gas money or an extra source of income.

“You have to make sure these regulations are reasonable and workable for everyone involved,” he said.

Savage said a coalition between dealers, homeowners, theft victims and police would be the best solution.

He cited the success of Macon, Ga., where he said such a coalition created a metal theft reporting system that has reduced thefts by 90 percent in that area.

Another metal theft coalition in Florida led to the arrest of 29 criminals in two years, Savage said.

Meanwhile, Wichita police continue to work with local dealers to search for the best way to stop thefts.

“We know this is a huge problem,” Haynes said. “We’re trying to craft the city ordinances in such a way that it will stop or vastly reduce the burden for the victims.”

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INDUSTRY NEWS

Scrap Tire Recycling Business Is Booming and Providing Fuel

Pittsburgh Tribune-Review (05/18/08) Napsha, Joe

The scrap tire market is thriving, as old tires can be used as a source of fuel, fuel oil, or materials used in civil engineering projects. Almost 260 million of the 300 million used tires removed from rims in the United States were recycled in 2006, versus about 25 million of 240 million discarded tires in 1990, reports the Rubber Manufacturers Association. Nearly 25 percent of the scrap tires generated each year are collected and recycled by Liberty Tires Recycling of Pittsburgh through its 14 U.S. facilities, which collectively process approximately 90 million tires annually. Liberty President Jeffrey Kendall says success in recycling tires comes from a steady supply of old tires, rubber processing ability and know-how, and a reliable way to sell the processed scrap. Kendall says Liberty is planning to expand its operations through the acquisition of five existing companies in other states. Among the sources the company

gets tires from are auto dealers, department stores, major tire chains, and service stations. Liberty's Braddock plant produced about 39 million pounds of crumb rubber in 2007, and Kendall says about 50 percent of the company's recycled tire product is used as fuel. Meanwhile, Delta-Energy has proposed a Greene County facility that would use a patented depolymerization process to burn about 40 tons of shredded tires into carbon black and raw fuel oil daily. Its yearly output is projected to be about 1.7 million gallons of oil and 4,700 tons of carbon black, while Delta-Energy's David James says the plant would annually consume some 1.2 million scrap tire-equivalents. Delta-Energy says its successful tire recycling operation near the town of Berthold, N.D., proves that the technology works.

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Auto Industry's Junk Not So Worthless

Southtown Star (IL) (07/13/08) Tridgell, Guy

The U.S. Energy Department's Argonne National Laboratory in Illinois will have completed work on a recycling facility for shredder residue from cars and trucks by this time next year. Argonne started work on the facility back in 1991, when a federal mandate was introduced that aimed to limit the approximately 5 million tons of shredder residue hauled to the country's landfills annually. Shredder residue consists of any materials left over from a vehicle after all salvageable parts are shredded and recovered. Foam from seats will be turned into carpet padding; plastic from crumpled

hoses will be used to make battery trays, steering column covers, and headlight receptacles; and steel wires from radial tires will be made into new engine parts. A system of conveyors, tumblers, magnets, and tanks sorts the materials. Extracted metals may be sold, plastics are molded into pellets, foam is washed for recycling, and wood and rubber may one day be used along with coal to produce fuel.

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INDUSTRY NEWS

Warning: Advanced High-Strength Steels (AHSS)

Courtesy of ARA University

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made from. One source for all vehicle makers' Web sites can be found on the Technical Information tab at www.i-car.com. Look for AHSS dismantling training on the ARA University Web site this fall.

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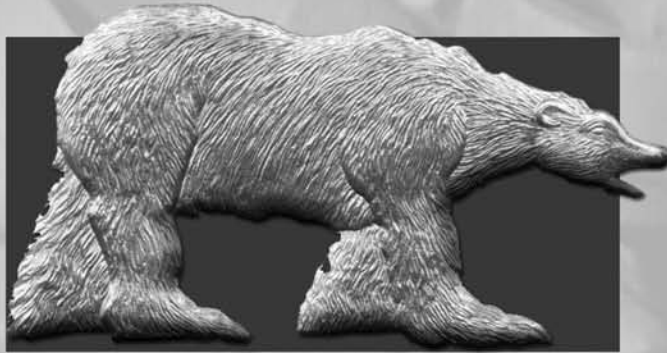
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