



THE MINNESOTA RECYCLER

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JANUARY/FEBRUARY 2009

ARM Member Profile East Central Salvage, LLC

East Central Salvage, LLC, located in Brook Park, Minnesota, became an ARM member in 2008. A family owned and operated business, owner Steve Tretter founded the business in 2005.

East Central Salvage currently has one 36' x 78' building with 14' walls. The business is located on 20 acres, of which 3.5 to 4 acres are currently being utilized. East Central Salvage deals in all makes and models of cars and light trucks, and offers a 30 day guarantee on most parts. They recycled about 300 cars last year and recycled a combined total of 700 tons of ferrous and non ferrous metals.

Owner Steve Tretter has many plans for expansion of the business. Tretter states,

“Hopefully in the next year or two I would like to hire two full time employees, expand my yard another three acres, purchase a newer and better loader, and construct a secondary building for parts storage.”

Discussing his business philosophy, Tretter explains, “I get involved and participate. I am involved with my business and customers every step of the way, every day, from start to finish. I make them feel like more than just a number waiting in line. I believe if you take care of them, they will take care of you.”

Tretter continues, “I love being able to put a smile on a customers face!! It feels good to make someone happy or have them be pleased about their experience when they visit our facility. It’s important that they know they got a good deal on a part to keep their car running with out breaking the bank.”

When Tretter was asked about his thoughts on ARM he said, “When you are a member of ARM it’s nice to get support and recognition from fellow ARM members. When ever possible, I do business with only those businesses that are members of ARM and I let them know that. You can tell they appreciate it.”

Tretter adds. “Since ARM is actually made up of all of us (its’ members) I don’t look at it as what can ARM do for me, because I am ARM. So it’s more like what can I do to help, not only for myself, but other fellow ARM members. I think we can help ARM by practicing camaraderie and having an awareness that we should all be together as one. That we stand for something and that something is the desire to bring an awareness and popularity to the general public of the Auto Recycling Industry. I think as a whole we can help each other.”

East Central continued on page 12

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ARM NEWS



**THE
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Dave Marofsky Vice President
MARCO Auto Recycling

Mark Hortman Secretary/Treasurer
John's Auto Parts

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Atlas Auto Parts

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Randy Davis B & R Auto & Truck Salvage

Patrick Garrity Sharp Auto Parts

Paul Lang Southside Auto Salvage

Rick Lemke Metro Auto Salvage

Shane Rudd Elite Auto

Terry Stenglein AAA Auto Salvage

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ARM BOARD NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting October 8, 2008 – OK Corral, Jordan, MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 6:15 p.m. by President, Dan Brekke. **Board present:** Chris Bickmann, Dan Brekke, Randy Davis, Mark Hortman, Rick Lemke, Dave Marofsky, Shane Rudd, Eric Schulz. Carl Genz arrived at 6:55 p.m. **Board Absent:** Robbie Bajari. **Staff Present:** Kelly Lynch-Salseg.

August 2008 board meeting minutes were reviewed. Marofsky motioned to approve the minutes; Rudd seconded. Motion carried.

Association and Foundation Financials were reviewed. Lemke motioned to approve the Association and Foundation financial reports; Schulz seconded. Motion carried.

Executive Directors Report:

Membership: 2009 renewal notices will be going out this month.

MN CAR: MN CAR audits should be conducted over the next two months. Several of the board reported they had been contacted by Dave/Stormtech and their audits are scheduled.

Winter Outing: Sponsorship mailing for the Winter Outing has gone out. Behr will be sponsoring the Hospitality Suite, Brekke talked to

Northern Metal and they will be sponsoring the Ice Fishing Contest & Adolph's Converters & Cores will be sponsoring the Chili Cook Off. We still have several sponsorship slots to fill.

Web Site: ARM purchased the domain names armmn.com & armmn.org. If you type these in you will be redirected to the ARM web site.

Mandatory state & federal posters: At Lemke's direction, Salseg looked into the cost of ARM purchasing some mandatory state and federal posters on behalf of ARM's Full members (MN Complete State & Federal; OSHA Safety Communication; Mandatory Federal Forklift; MN No Smoking.) ARM would be able to purchase the posters for \$34.04 less than our members purchasing individually.

Marofsky motioned that ARM purchase the previously mentioned posters on behalf of our full members for 2009; Lemke seconded. Motion carried.

Scholarship: Salseg reviewed the recommendations made by law firm Moss & Barnett as regards the Scholarship process. ARM needs to revise their procedure as regards the selection committee.

Committee Reports:

Convention: Genz reported that the Vendor Packets will be ready by the next convention conference call (November 12).

Membership: Pass.

Government Relations: Schulz relayed a request by the MPCA that ARM assist in holding an introduction meeting regarding new storm water permits some time next spring.

Schulz also reported that pending any major delays the MPCA is planning on having the permit go on public notice in January of 2009 and having



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the final permit issued in May or June of 2009. The MPCA has a plan in place to roll out the permit by industrial sector over a 180 day period. Auto Recyclers will be in the first wave of applications. Our applications will be due to the MPCA within 60 days of the issuance of the permit. The Industrial Stormwater Workgroup is currently working on the stormwater monitoring requirements and the criteria for the utilization of infiltration systems and discharging ponds. Monitoring begins in the second year of the permit cycle. So if your permit is issued on June 1st of 2009 the monitoring requirement will be in effect June 1st of 2010.

Schulz reported that the Anti-Car Theft Act of 1992 which required the Department of Transportation (DOT) to establish an information system intended to enable states and other to access automobile titling information, released

their rules 2 weeks ago.

Education/Events: Pass.

Newsletter: Pass.

Website: Pass.

MN CAR: Pass.

Other Business: Hortman reintroduced Media Campaign idea (radio commercial) to run throughout the state educating on the benefits of auto recycling and buying used parts, which was tabled at the August 2008 board meeting. After much discussion, the topic was again tabled to be revisited at the December 2008 board meeting.

Date and location of next meeting:
Wednesday, December 10, 6:00 p.m. – St. Anthony Village, MN.

There being no further business, *Marofsky motioned to adjourn at 8:47 p.m.; Bickmann seconded the motion. Motion carried.*

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Message from the President

By Dan Brekke

Hello everyone. Well another year comes to an end and as it does, so does my term as your Board President. I would like to thank all of my wonderful board members, our Executive Director and the rest of the ARM members for your support over the last year. It has been a privilege to serve you.

Everyone should have the chance to be a part of serving our association at least once. It is very fulfilling to be a part of the inner workings of our association and striving to make it better.

Your new President for 2009 is Carl Genz from U Pull R Parts (Rosemount). He is very qualified to take over the position and is surrounded by a great board that I know will support him completely.

We will have some board positions open for

next year and we are always looking to improve the board – so if you're interested please contact any of the ARM board members or our Executive Director, Kelly. We would like to hear from you!

Here's a brief recap of the past year: The Upper Midwest Convention & Trade Show has grown to include the Iowa association. We are expecting a great convention this year and I hope all of our members can attend.

We also have a new storm water permit up coming. At this point we do not know for sure what all that will entail, but your board will continue to be involved in the process and keep our members best interests in mind.

In closing, I'm hopeful that everyone will have a great Holiday Season and an even better New Year. Again – my thanks for the past year – it has been great.

See you all at the Winter Outing! ~ Dan

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ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

Ringin in 2009 also means ringin in a new board here at ARM. I'd like to thank all of the great individuals on the ARM board for their willingness to dedicate time, energy, talent and passion to the ARM association and the automotive recycling industry.



Meet your 2009 Board of Directors

President –

Carl Genz, U Pull R Parts, Rosemount

Carl is Manager of U Pull R Parts (Rosemount) and has been with the company for 5 years. Carl is in the 2nd year of his 2nd term. Carl has served on the Convention and Finance Committees, and chaired the Membership & Education & Events committees. Carl has two sons, Carl Gerald (22) and Alexander (20). Carl's past times are motorcycling, snowmobiling, and NASCAR.

Immediate Past President -

Dan Brekke, Atlas Auto Parts, St. Paul

Dan Brekke is owner of Atlas Auto Parts. Having just completed his year as Board President, Dan is now Immediate Past President. Dan is a long time board member – he's been on the board the entire length of my time with ARM! As President last year, Dan served on all board committees. Dan is single with no children. His past times are fishing, football, hockey and racing.

Vice President -

Dave Marofsky, MARCO Auto Recycling, Red Wing

Dave is President of MARCO Auto Recycling. Dave is in his 3rd year of his 1st term on the board.

Dave has chaired the Education/Events and Finance committees and served on the Membership committee. Dave is married with two daughters, ages 26 & 23. Dave's past time is street rods.

Secretary/Treasurer -

Mark Hortman, John's Auto Parts, Blaine

Mark is COO of John's Auto Parts. This is Mark's 3rd year on the board. He has chaired the Website committee and served on the Government Relations committee. In the past year, Mark also represented ARM on the Partners Group of the Minnesota Environmental Initiative lead Mercury TMDL Stakeholder Process. Mark is married with two children, Colin (13) and Sophie (11). Mark's past times are camping, golf, and pheasant hunting.

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

Chris is owner of R & R Auto & Metal Salvage. This is Chris's 2nd year on the board. Chris has served on the Education & Events committee. Chris also sits on the board of his local Lions Club. Chris is single, with one son, Bradley (9 years old). In his spare time Chris plays softball, bowls and participates in Demo Derby's.

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

Randy is owner and President of B & R Auto & Truck Salvage. This is Randy's 2nd year on the board. Randy has served on the Convention & Education & Events committees. Randy is married with two children, ages 23 & 20. Randy likes to ride his Harley and tinker with cars.

Patrick Garrity, Sharp Auto Parts LLC, Stillwater

Newly elected to the 2009 board, Patrick is Owner of Sharp Auto Parts, LLC. Patrick has owned the company for 3 years. Patrick also

ARM NEWS

serves on the URG board of directors. Patrick is single with no children.



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Paul Lang, Southside Auto Salvage, New Ulm

Paul is also newly elected to the 2009 board. No other information was available on Paul at the time of this publication.

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 3rd year of his 1st term this time around. Rick chairs the Newsletter committee, always striving to create new and interesting features to capture your attention. Rick also serves on the Convention committee. Rick is married with children. Rick's past times are body building, bronco busting and bare-knuckle boxing.

Shane Rudd, Elite Auto, Long Lake

Shane is Manager of Elite Auto. This is Shane's 3rd year on the board. He serves on the Membership & MN-CAR committees. Shane is married to wife, Kris, and has two children, Rachel (10) and Ryan (5). Shane's past times are hunting, fishing, boating, travel and work.

Terry Steinglein, AAA Auto Salvage, Rosemount

Newly elected to the 2009 board, Terry is General Manager at AAA, where he has been employed for the past 4 years. Terry is married and has 3 daughters, Tabatha (31), Candi (29), Angela (22), and one son, Tony (21). Terry's hobbies are camping and Muscle Cars.

This has always been a great board to work with and I look forward to another year of partnership with them in 2009. I also look forward to getting to talk to and see as many of our ARM members as possible in the coming year. May I wish you all a Happy & Prosperous New Year!

ARM NEWS

New MN-CAR Program Certifies Auto Recyclers for Environmental and Safety Successes

by David Kendziorski
 MN-CAR Program Manager

Leading automotive recycling facilities in Minnesota are being recognized for participating in the Minnesota Certified Automotive Recyclers Program (MN-CAR). The MN-CAR program was developed by Automotive Recyclers of Minnesota (ARM), and is one of a handful of state certification programs accredited by the national Automotive Recyclers Association (ARA). The program currently has 17 participating recyclers:

- AAA Auto Salvage, Rosemount
- Aazzee's Auto Salvage, Bemidji
- Ace Auto Parts, St. Paul
- Automotive Parts Solutions, Rockville
- Hutch Auto & Truck Parts, Hutchinson
- Jerry's Auto Salvage, Big Lake
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- U Pull R Parts, Rosemount
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- Viking Auto Salvage, Northfield

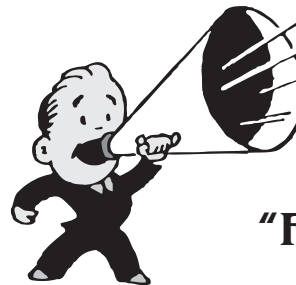
To become MN-CAR certified, the recycling facilities are required to meet 26 environmental, safety, business, and licensing standards. Top recyclers from around the nation working in cooperation with state and federal regulatory agencies and environmental groups developed these standards. Each facility is audited to verify that the standards are being met. The participating facilities also receive a guidance manual, training, on-site assistance, and an annual certificate of compliance. Certified MN-CAR recyclers are nationally recognized through the ARA CAR program, and they are eligible to participate in the coveted Gold Seal program.

In 2008, over 70% of the participating recyclers met all of the standards and have been awarded MN-CAR certification. This level of certification is much higher than other states have achieved in their first year of audits, which is a tribute to the outstanding quality of Minnesota recyclers. The remaining members are working hard to correct their deficiencies to become fully certified.

ARM is working to secure additional recognition and benefits for MN-CAR members. Discussions have already been held with the Minnesota Pollution Control Agency (MPCA) and the Minnesota Environmental Partnership.

According to Kelly Lynch-Salseg, Executive Director of ARM, "Our association is working to create a more positive public image of the auto salvage and recycling industry. For example, many people do not realize that auto recyclers typically recover and recycle, by weight, 85% of the material in a motor vehicle, making automobiles the number one consumer product being recycled today. The MN-CAR program will recognize those recyclers that are using the safest and environmentally-friendly practices to recycle salvage vehicles. We have been pleased by the positive response to MN-CAR from fellow recyclers and from those outside our industry."

For more information, or to find out how to become a certified MN-CAR member, contact Kelly Lynch-Salseg at (612) 781-5555 or autorecyclersmn@bitstream.net.



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Business Name: _____

D.B.A. (if applicable): _____

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City: _____ State: _____

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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 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.

ARM NEWS

East Central continued from cover

“Right now I am a very small business that is not even a blip on the radar, but every day I am moving forward to change that. I think that being an interactive member of ARM is a step in the right direction to get some recognition. I think ARM has helped just by being an organization that represents the auto recyclers of Minnesota and our

industry.”

Tretter has a long family history in the auto recycling industry. Tretter says, “I got my start in this business as a young boy, around 5 or 6 years old. My grandfather started Pat’s Auto Salvage in Waterloo, Iowa. I was raised by him with my three uncles. They were more like brothers. Pat is actually the name of my middle uncle of the three by age. We all were young and worked the yard while going to school. When Pat graduated high school my grandfather gave him the yard. Pat still runs the show today 30 some years later.”

He continues, “Very close friends of the family, the Fullers, had their own family owned and operated iron and metals yard, Vic Fuller Salvage. When I wasn’t working at the yard I went over to the Fullers (they were just up the street) to hang out. There I learned about ferrous and non ferrous metals. I had the best of both worlds – junk and more junk. I ventured out on my own and moved to Minnesota and started my own yard. So here I am ready to sink or swim!! I want to thank ARM and all its members for this opportunity. I would also like to wish every fellow ARM member a banner year in 2009.”

ARM would like to thank East Central Salvage, LLC and owner Steve Tretter for his support and involvement in ARM. Tretter has a real sense of what ARM is about and the power in numbers. Tretter and East Central Salvage, LLC are a huge asset to ARM!

East Central Salvage, LLC contact information:

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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

Best Practices in Safety from Harleysville Insurance

Safety. As an auto salvage recycler, it is one of your top priorities. And as one of the leading providers of auto salvage yard insurance in Minnesota, safety is a key for Harleysville Insurance as well.

With that in mind, Harleysville is offering a top 10 list of loss control best practices—one at a time—in upcoming issues of *The Minnesota Recycler*. With nearly 30 years of experience insuring auto salvage recyclers, Harleysville has a wealth of information on the types of losses that have occurred over the years, and the steps that can be taken to prevent or control them in the future.

Recapping the top 10 best practices discussed

in previous issues, #10 focused on the removal of gasoline and gasoline tanks from salvage vehicles, while #9 focused on keeping dogs out of customer areas. As we continue our top 10, here's #8 on the list of the most important loss control best practices for auto salvage recyclers ...

Best Practice #8: Tire storage in salvage yards

Tires can create a serious fire hazard to your salvage yard, buildings and business. Although tires do not easily ignite, when they do catch on fire it is extremely difficult to extinguish them. Some common causes of ignition are weed fires, fuel leaks and vandalism. No matter what the cause of a fire, if tires are stored in or around buildings



Integrated Recycling Technologies, Inc.

9696 Fallon Ave. Monticello, MN 55362

www.irtmn.com

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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.

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- Palladium
- Rhodium
- Gold
- Silver
- Tin
- Lead
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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 NEWS

they can add significantly to the fuel load.

Tire fires can burn so hot and long that fire departments often will dig a large hole and bury the burning/smoldering tires over a period of time to extinguish them. The larger the pile of tires the hotter and longer they burn.

As a result of the fire loss potential, and as a measure to keep losses and insurance premiums to a minimum, here is best practices recommendation #8.

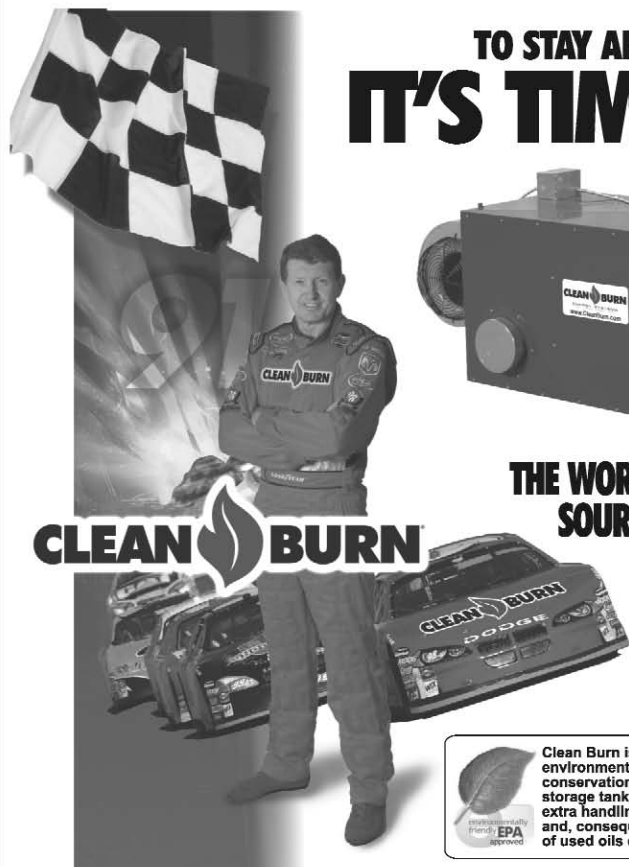
Tire storage should be kept to a minimum inside and outside of the building. Only re-sellable tires should be stored inside buildings, and then only neatly stored on tire racks in limited supply so as to not overwhelm the buildings fire sprinkler system and/or fire fighting efforts. Recyclable tires should be stored at a minimum of 200 feet away

from buildings, and regularly hauled away to recyclers.

Questions? If you have any questions on this top 10 item or any other safety matter, contact Kelly Salseg at 612.781.5555. We would be happy to respond to your questions in upcoming issues of this publication. Check back here again in the next issue of *The Minnesota Recycler* for best practice #7.

For nearly 30 years, Harleysville Insurance has helped protect Midwest auto salvage recyclers through the insurance company's Auto Salvage Yard Program. Working with our general agent, Wells Fargo Insurance Services, we're able to provide the auto salvage recyclers of Minnesota with knowledgeable front-line agents who understand your business and your insurance needs. Coupled

TO STAY AHEAD OF THOSE SKY-HIGH HEATING BILLS, IT'S TIME FOR CLEAN BURN



**THE WORLD'S MOST RELIABLE
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"Our Clean Burn equipment is efficient and trouble-free. Just like all my shop equipment, it's the best you can get.

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 Clean Burn is a strong advocate of environmental protection and energy conservation. Our multi-oil heating systems, storage tanks and recycling centers eliminate extra handling and transportation of used oils and, consequently, help avoid the possibility of used oils entering our water supplies.

ARM NEWS

with outstanding loss control services and industry specific underwriting, we're able to offer a best-in-class auto salvage insurance product. This approach has allowed us to offer competitive insurance premiums, while providing first class service to our auto recycling customers.

More information on Harleysville Insurance

products can be obtained by contacting Lowell Faa, vice president, at 952.830.3000 or Valentina Plinte, account executive, at Wells Fargo Insurance Services via phone: 952.830.3060; fax: 952.830.3048; or e-mail: Valentina_Plinte@wells-fargois.com.

Applications for ARM Foundation Scholarships Now Being Accepted – Application Materials on the Following Pages



On the following pages of this newsletter you will find the ARM Foundation application materials for scholarships to be awarded in 2009. **The deadline to apply for a scholarship is February 28, 2009. 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, 2009. Any of your dependents or dependents of your employees who will be attending college in 2009 qualify to apply.

Application materials can also be obtained from our web site - www.autorecyclersmn.net – on the ARM Scholarship page.

Winners will be informed and checks will be sent in Spring of 2009. 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 Lynch-Salseg, Executive Director, ARM Foundation, 3333 Skycroft Circle, Minneapolis, MN 55418,

Phone: 612-781-5555, Fax: 612-781-7052, Email autorecyclersmn@bitstream.net.

Thank you and good luck!

Tim Little

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952-432-8372 Fax

Owned and Operated by NRT Inc.



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 2008 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, 2009.
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, 2009.

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, 2009.

FULL APPLICATION SHOULD BE RETURNED TO:

**ARM FOUNDATION
ATTN: 2007 SCHOLARSHIP
3333 SKYCROFT CIRCLE
MINNEAPOLIS, MN 55418**

Phone: 612-781-5555

Fax: 612-781-7052

Email: autorecyclersmn@bitstream.net

www.autorecyclersmn.net



ARM NEWS

SUPPORT OUR ASSOCIATE MEMBERS

7TH Avenue Auto Salvage
701-282-5130

Adolph's Converters & Cores
763-755-7534

AFLAC
952-941-0247

AASP-MN
612-623-1110

Allied Auto Salvage
951-784-0057

Alter Metal Recycling
651-222-2751

American Solutions for Bus.
651-322-4222

AMG Alliance, LLC
651-388-1790

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
800-403-3456

EZ Crusher
800-328-3613

Gerdau Ameristeel
204-482-6701

GreenMan Tech. of MN
952-894-5280

Harleysville Ins. Co.
952-829-1422

Hauling for Hope
952-746-4673

Heartland Pymnt. Sys.
651-437-2075

Hollander
800-825-0644

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, LLC
320-597-3030

S.C.I. Recycling
612-363-2615

Sadoff Iron & Metal
920-921-2070

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

Truck & Auto Salvage
701-845-3080

Unifirst Corporation
952-746-7727

Unishippers
612-751-6334

United Milwaukee Scrap, LLC
651-222-9604

United Recyclers Group
888-874-3463

Waddell & Reed Financial
952-345-1428

Wells Fargo Insurance Serv.
952-830-3039

Zurich
913-339-1000

Two Great Reasons to Get Car-Part Gold!



Live Chat • Tells your customers: "I stand behind my parts."
• One click connects to sales and service.

\$75 actual	<p>Foreign Auto Salvage - Gold Seal, ARAPro, KATRA USA-KY(Ft.-Wright) Request Quote 1-800-545-1920 / 1-859-341-1920 Request Insurance Quote</p> <p> Live Chat</p> <p><small>*available on Car-Part.com and on your web site.</small></p>
----------------	---

Make Money with Aftermarket Parts!

Buy Aftermarket Parts – in just 2 Keystrokes!

One button...



Finds them.

One click...



Buys them.

Broker Aftermarket Parts on your web site.



\$115 Per Month , plus setup

Car-Part.com



(859) 344-1925



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, then update Checkmate® with one click.
- Requests, Sales & Quantity on one User-Friendly screen simplifies inventory decisions.
- Point & Click on ARA Damage Code graphics to easily identify damage.
- One-click access to **3300** recyclers using Car-Part Trading Partners.
- Maintain Price Book directly from Partmate™.

\$25/month + \$250 setup

Car-Part.com



(859) 344-1925



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.
- We team up with Wisconsin, Iowa, 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

Automotive Recyclers of Minnesota Application for Membership

Company Name _____

Contact Person & Title (Name in directory) _____

Address _____

City, State, Zip _____

Phone: _____ Fax: _____

Toll Free: _____

E-mail: _____

Web Site: _____

In business since: _____ No. of employees: _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK FOR 2009:

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.

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

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

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.*

ARM NEWS

What's New With You?

ACTION AUTO PARTS: Ken at Action Auto Parts in St. Paul sent the following question to Dr. Gizmo:

Q. Hey, Mister Know –It-All, have you ever heard of salvage yards, auto dismantling centers, or junkyards? It is the 13th largest industry in the world and #1 industry in recycling. Yet, you never recommend it when your readers are in need of parts.

Again today, I read that a guy needed a speedometer for a 1991 Chevrolet Blazer. Your answer was to get a part from an online auction without a warranty.

This is just what people want to hear. You gave him just another place to throw away money.

In the recycling industry, most of us offer a 90-day parts warranty. We even can give a lifetime warranty on some parts.

Which sounds more intelligent – an on-line store, or working with a local business that will not only back parts but a customer can find him if a part fails? It sounds pretty simple to me.

I have been in this industry for roughly 40 years. I have helped millions of people with their auto repair needs and saved them money. I will always promote my industry as an affordable and safe alternative to fill consumer auto part needs that guys like you ignore.

Most people who write you are in need of advice to repair their cars, and do not want to

spend too much for auto parts.

What do you say now? Thank you. K.P., St. Paul, MN

A. You have such passion. I would love to sit down and have a conversation with you.

You know the old saying: One man's junk is another man's treasure. I'll try to do better.

Here – Here and thank you Ken!

JOHN'S AUTO PARTS: Welcome to David Brand – new PT Retail Sales person!

“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!

Thank You to the Sponsors of the Automotive Recyclers of Minnesota 3rd Annual Winter Outing

Behr Mason City, LLC

Northern Metal Recycling

AAA Auto Salvage

A-Line Iron & Metals

Adolph's Converters & Cores

Trissel Graham & Toole

Car-Part.com

Integrated Recycling Technologies

Quality Replacement Parts

Recycled Parts Plus

Wells Fargo Insurance Services of MN

Automotive Recyclers of MN
3rd Annual Winter Outing
Friday & Saturday, January 23 & 24, 2009
COCKTAILS! BEER! FOOD! FUN!
Ice Fishing Contest!
Wing Ding Cooking Contest!
Chili Cook Off!
Cash Prizes! Trophies!
Registration ONLY \$20
for the Entire Weekend!!!

where:

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

www.mcquoids.com

Lodging Information:

Room and ice fishing accommodations other than the Northern Metal Recycling 6 hole houses 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.

When booking your accommodations make sure to mention you are with ARM.

**Stay in the Northern Metal
Recycling Fish Houses**
Friday & Saturday Nights
For only \$100!!!

Each house has two full beds – offer limited to two people per house. (If you wish to reserve a bunk in the fish houses – the whole weekend costs you only \$100 – no \$20 registration fee!)

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

We also have 3 bedrooms available in the Hospitality Suite for \$100 for the weekend (the \$100 includes your registration fee.) The Hospitality Suite will be open to all registered attendees.

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

Behr Mason City Hospitality Suite

Friday, January 23
OPENS at 5:00 PM

FREE cocktails, beer and hot appetizers.

At 5:30PM we will hold a brief (10 - 15 min.)
Membership Meeting in the Behr Mason
City, LLC Hospitality Suite.

Saturday, January 24
Reopens at 4PM

*Free cocktails, beer, and help
taste & judge the A-Line Iron
& Metals Wing Ding Contest,
and Adolph's Converters &
Cores Chili Cook Off!
Awarding of Cash prizes &
Trophies!*



AAA Auto Salvage Vendor Lodge

Friday 5PM – 9PM
& Saturday 1PM – 8PM

Open at 1PM for Lunch pick-up (or eat-in)

The Vendor Lodge will be the condo attached to
the Hospitality Suite.

The Vendor Lodge is a space where sponsors
can set up modest displays and set out
company literature, promotional items, etc.

*Registration materials also available on the
ARM web site (www.autorecyclersmn.net)*

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

A-Line Iron & Metals Wing Ding Contest \$100 Prize & Trophy

Saturday, January 24, 6 p.m.

Must be pre-registered to enter
Chicken Wing Cooking Competition.

Wings will be served as part of the evening meal.

Judging in Hospitality Suite at 6 p.m.

- you supply your secret recipe
- we'll provide a \$100 cash prize & trophy!

Adolph's Converters & Cores Chili Cook-Off

\$100 Prize & Trophy

Saturday, January 24, 6 p.m.

Must be pre-registered to enter
Chili Cook-Off Competition.

Chili will be served as part of the evening meal.

Judging in Hospitality Suite at 6 p.m.

One winner - BEST DARN CHILI receives a \$100
cash prize & trophy!



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

Saturday, January 24 9 a.m. – 3 p.m.

Three Categories: First Fish, Most Fish,
and biggest fish (pounds)

The Northern Metal Recycling fish
houses will be open for the use of all
registered participants from
3 p.m. Friday to 3 p.m. Sunday.

Awarding of cash prizes on
Saturday at 5 p.m. in Hospitality
Suite.



Terry McQuoid Our Ice Fishing Guide

Terry McQuoid has returned to active ownership/management of McQuoid's Inn and McQuoid Guide Service after a 3-year sabbatical. He is anxious to do his very best to provide you with the best fishing possible. He has guided on Mille Lacs Lake since the mid-70's and has some of the nicest rental fish houses on Mille Lacs Lake. Terry has spent 10 years on the professional walleye tournament trail. He has won various tournaments including the Wave Wacker Tournament and Stearns Walleye and has finished in the top 10 in many other tournaments throughout the Midwest. Besides the top-of-the-line fish houses McQuoid's Inn offers guests the opportunity to fish with a private fishing guide and snowmobile rental with access to some of the nicest trails in the state. Together with his staff Terry and McQuoid's Inn are eager to provide you with a fun-filled outing. See you soon!!

ARM NEWS

Schedule of Events

Friday, January 23, 2009

3PM	Northern Metal Recycling Deluxe Fish House Open for General Use <i>(One for serious fishing & one for not so serious fishing)</i>
4PM	ARM Board Meeting – Behr Mason City, LLC Hospitality Suite
5:00PM	Behr Mason City, LLC Hospitality Suite Opens
5PM - 9PM	AAA Auto Salvage Vendor Lodge Open
5:30 - 5:45PM	Membership Meeting in Behr Mason City, LLC Hospitality Suite

Saturday, January 24, 2009

9AM – 3PM	Northern Metal Recycling Ice Fishing Contest
1PM – 8PM	AAA Auto Salvage Vendor Lodge Open
1PM	Lunch available for pick up in AAA Auto Salvage Vendor Lodge <i>Lunch compliments of Trissel Graham & Toole</i>
4PM	Behr Mason City LLC Hospitality Suite Opens
5PM	Tasting & Judging & Awarding of cash prizes and trophies for the A-Line Iron & Metals Wing Ding Contest, Adolph's Converters & Cores, Inc. Chili Cook Off, & Northern Metal Recycling Ice Fishing Contest

ICE FISHING COMPETITION RULES

- The competition is scheduled for Saturday, January 24, from 9 a.m. – 3 p.m. on Lake Mille Lacs, McQuoid's Resort, Isle, MN.
- There is no age requirement or entry fee.
- You must arrange for your own holes. For safety reasons all holes will be predrilled by McQuoid's.
- All fish entered must be verified by an ARM Board Member or ARM Executive Director. Fish must be alive. Dead or frozen fish are ineligible. The decision of the judge is final.
- Winners will be announced at approximately 6 p.m. Saturday at the Behr Mason City, LLC Hospitality Suite. Cash prizes will be handed out at that time.
- Participants must provide their own fishing equipment and bait (if you are renting an ice fishing house from McQuoid's – they do come with a limited number of rattle reels.)
- Participants are responsible for their own safety, actions and property at all times. All laws of the State of Minnesota will be abided by. All participants are required to be responsible for possessing a valid fishing license.
- There will be a small plowed outdoor "Tournament Area" that will be available for fishing at no charge. Provide for your own comfort/equipment.

All individuals registered for the ARM Winter Outing are eligible and automatically entered into the Northern Metal Recycling Ice Fishing Contest.

ARM NEWS

ARM 2009 WINTER OUTING REGISTRATION FORM

**REGISTRATION FORMS MUST BE RETURNED TO ARM OFFICE
NO LATER THAN FRIDAY, JANUARY 16, 2009.**

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 _____ (\$20.00)

#2 Name _____ (\$20.00)

#3 Name _____ (\$20.00)

#4 Name _____ (\$20.00)

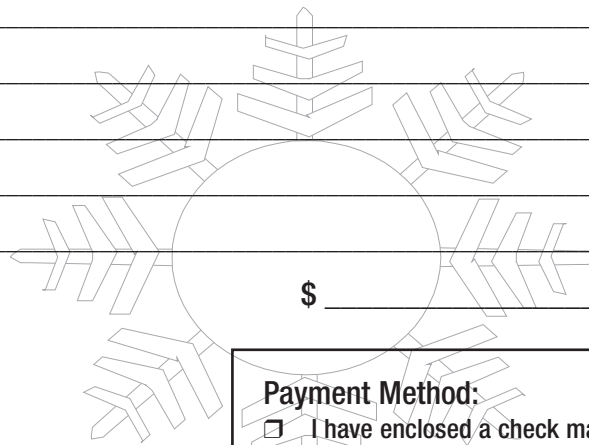
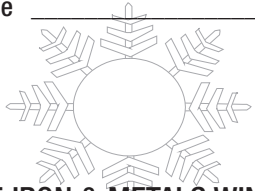
#5 Name _____ (\$20.00)

#6 Name _____ (\$20.00)

#7 Name _____ (\$20.00)

#8 Name _____ (\$20.00)

TOTAL \$ _____



A-LINE IRON & METALS WING DING COOKING 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 Wing Ding Cooking Contest. For additional registrants please write on separate sheet.

They will be contacted later with further details.

Name _____

Name _____

ADOLPH'S CONVERTERS & CORES CHILI COOK OFF 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 Chili Cook Off. For additional registrants please write on separate sheet. They will be contacted later with further details.

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Name _____

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Fax (612) 781-7052
Email:
autorecyclersmn@bitstream.net
www.autorecyclersmn.net

All individuals registered for the ARM Winter Outing are eligible and automatically entered into the Northern Metal Recycling Ice Fishing Contest.

INDUSTRY NEWS

Federal Family Medical Leave Act

After more than two years of collecting data and drafting revisions, the U.S. Department of Labor (DOL) has released the long-awaited final changes to regulations governing the Family and Medical Leave Act (FMLA). The 762 page final rule revisions, which were set to appear on the Federal Register on Nov. 17, 2008, will take effect on Jan. 16, 2009, and help clarify employer and employee responsibilities under the law.

Officials from business-related groups such as the Society for Human Resource Management (SHRM), the U.S. Chamber of Commerce and the National Association of Manufacturers stated that although the final rules don't differ much from the DOL's original proposal, the rule revisions still

shed important light on how the FMLA is to be applied in the workplace.

DOL officials said that the department received more than 5,000 comments on the proposed changes during the public comment period, which ended April 11, 2008. It took the department nearly six months to go through all the public comments and draft appropriate responses. The final regulations implement the expansion of the FMLA for military families, which was passed by Congress and signed into law by President Bush in January 2008.

Under the FMLA expansion, employers with over 50 employees in a 75 mile radius are required to offer up to 26 weeks of unpaid leave to employees who provide care to wounded U.S. military personnel. Employers must provide 12 weeks of FMLA leave to the immediate family members (spouses, children or parents) of Reservists and members of the National Guard who have "qualifying exigencies." The DOL's definition of "qualifying exigencies" is included in the final regulations and will affect any employer who employs military Reservists and members of the National Guard.

The new rule defines "qualifying exigencies" as (1) short-notice deployment, (2) military events and related activities, (3) child care and school activities, (4) financial and legal arrangements, (5) counseling, (6) rest and recuperation, (7) post-deployment activities and (8) additional activities where the employer and employee agree to the leave. The old regulations improperly deemed some employees eligible for FMLA leave when employers failed to follow the rules for designating leave as FMLA, according to the Supreme Court.

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Scrap Commodities Market Report DECEMBER 2008

Approximate Pricing

Crushed Cars	100.00 NT
Prepared Iron	90.00 NT
Motor Blocks	120.00 NT
Aluminum Rims	0.55/LB
Aluminum Condensers	0.30/LB
Copper Radiators	.50/LB
Aluminum Case Transmissions	0.08/LB
Dirty Aluminum	0.15/LB
Batteries	0.08/LB
Lead Wheel Weights	0.10/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.

INDUSTRY NEWS

URG to Partner with University of Colorado to Quantify Environmental Benefits of Automotive Recycling Journal of Transportation (11/29/08) P. 97

A request for proposal (RFP) from the University of Colorado to comprehensively quantify the environmental benefits and sustainability of automotive recycling has been announced by United Recyclers Group. URG executive director Michelle Alexander says that such information will enable URG managers to analyze the automotive recycling industry's future green potential. Consultant Al Lacy, who is leading the initiative for URG, says the project focuses on three central aspects. "First, we want to estimate the environmental benefits of automotive recycling based on the present industry size and operating practices. Second, we want to estimate the additional benefits of recycling more parts from each vehicle recycled. And finally, we need to learn more about potential markets for 'carbon offsets' or 'carbon credits' that might benefit insurers or recyclers." The RFP asks for a study of the U.S.

automotive recycling industry that accounts for its size and scope, the resources saved from the reuse of components and the recycling of steel and other scrap in vehicle bodies, and the environmental advantages from the appropriate disposal of auto-related fluids, air-conditioning coolant, and other materials. Financial benefits in need of quantification include the direct savings that result for customers from using recycled rather than new parts and insurance premium savings resulting from the use of recycled parts in collision repair. URG manager Greg Wilcox says that young consumers exhibit a clear preference for all types of green parts, and in August URG spearheaded the creation of a new training tool for promoting understanding of the modern automotive recycling industry.

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Financial Recovery Package Includes Perk For Recyclers

The \$700 billion financial plan, designed to address the financial crisis sweeping the country, passed the U.S. Congress last week. As a part of the package, the program included provisions of the Recycling Investment Saves Energy legislation "RISE" that would provide a 50 percent accelerated depreciation allowance for purchases of recycling equipment.

RISE could lead to improvements in recycling by providing low-cost incentives for purchases of recycling equipment that will ultimately help the United States reduce its energy use and greenhouse gas emissions while helping the U.S. economy and creating good manufacturing jobs.

RISE also includes a reference to electronic "scrap" rather than waste, setting an important precedent for future legislation.



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INDUSTRY NEWS

Reuse of Non-Deployed Airbags Stirring the Industry

The presentation made on the sale of non-deployed airbags and the ARA Airbag Protocol, presented by the Parts Committee at this year's Collision Industry Conference (CIC) in Scottsdale, AZ, has undoubtedly stirred the industry. *Parts and People* published an article outlining the heated debate of the use of these certified OEM non-deployed airbags in the repair of vehicles and the backlash response of the manufactures warning against such use.

Chairman Ken Weiss noted that the committee has presented this information to the repair industry, not as an endorsement of the product, but rather to act as a medium by which the repairer may become fully informed to make a decision on choosing the right parts for their repair.

In the presentation made by former ARA President Jim Watson of A B C Auto Parts & Wreckers, Inc., Blue Island, IL, an overview was given on the ARA Airbag Protocol and its assistance to the automotive recyclers in providing technical training, certification and a way to organize and track the OEM non-deployed airbag through the recycling and sale process. Jim Watson expressed his support of the Protocol and the sale of properly handled OEM non-deployed airbags as quoted from the article in *Parts and People*, "An OEM (airbag module) from a fran-

chised dealer and a recycler are the same part," Watson said. "It's simply a different sales and supply chain. In appropriate circumstances, with customer consent, certainly they will reduce total losses and retain customer loyalty."

Jim Watson shocked the Industry with his surprising report of the number of OEM non-deployed airbags that are already being re-introduced back into the marketplace. An interview of 20 recyclers before the conference yielded an estimated 6,000 airbags sold to-date during this year. Also proving the demand for the airbags, CarPart.com reported an estimated 160,000 airbag lookups per year, prompting the ARA Product Service, LLC to later release *The Airbag Meter*, a flash meter that gives a visualization of the number of airbags being looked up each year.

There were many recommendations, cautions, and position statements made by various manufacturers against the use of non-deployed salvage airbags, in response to the presentation, as reported by *Parts and People*. The discussion prompted further scrutiny that the \$1 Million insurance liability coverage by automotive recyclers was not enough to cover the liability of the use of OEM non-deployed airbag in a repair that goes against a manufactures recommendations.

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INDUSTRY NEWS

ARA Urges Congress to Address Barriers on Recycled Parts Use

Last week in letters sent to Congress, ARA requested lawmakers institute reform measures that would address “automakers obstructions that impede an efficient green recycled auto parts market.” The correspondence sent to House Speaker Nancy Pelosi (D-CA) and Senate Majority Leader Harry Reid (D-NV) was also forwarded to members of the House Financial Service Committee and Senate Banking Committee.

The letter highlighted the carmakers long history for erecting barriers to further monopolize

their hold on the vehicle parts replacement market, from withholding essential VIN information on parts compatibility to a negative press campaign on the integrity of recycled parts. The letters, sent in advance of the submission of the automakers restructuring proposals and prior to the Capitol Hill hearings on those plans, seek assurances from Congress that any taxpayer-funded rescue initiative contains language requiring automakers to fully support “green” OEM parts recycling.

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Think Your Facility is Safe From Burglars?

ARA member facility AAA Auto Salvage, Inc. in MN found their facility the target of a salvage burglary. According to Eric Schulz of AAA Auto Salvage, Inc., the thief stole a pick-up truck from another business located just up the street from the yard, drove it to their facility and then used it to haul away aluminum and copper radiators.

“The sad part is that he returned a second time during the same night to steal more,” says Eric. The burglar used a bolt cutter to break through the salvage yard’s fence lock and was caught on camera both at the salvage yard and the business from which he had stolen the truck. He was later found driving the stolen vehicle, but evaded police as he abandoned the vehicle and took off on foot. Police are still looking for the suspect.

The AAA facility continuously experiences problems with break-ins such as these and was hoping that the decrease in metal prices would deter most thieves as they are most likely not getting the return on their stolen goods as they used to. In Minnesota, scrap yards purchasing metals

are supposed to make a copy of the seller’s driver’s license and record the items purchased, but this apparently does little to combat salvage thefts.

Although Eric expresses his feeling that, “If a burglar really wants to get into the salvage yard, he is most likely going to find a way to get in,” he did offer some words of wisdom from his experience of helping to safeguard multiple facilities – “Make sure you disable all of the vehicles in your lot before you leave for the night” and “create a relationship with local law enforcement. I cannot tell you how many times I have gotten a phone call at home from the police department, or on my cell phone, letting me know that something looked a little suspicious and that I should drive by my facility.” Eric suggests salvage owners volunteer to help the fire department with their training and to donate vehicles for them to practice their jaws-of-life on. “Once you create that relationship, they are going to know who you are and they are going to start looking after your business.”

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INDUSTRY NEWS

Copper Theft Prevention Act

U.S. Senator Amy Klobuchar and Representative Jim Ramstad have introduced federal legislation to stem the growing epidemic of copper thefts. The price of copper has quadrupled in the past five years. As a result, thieves are eager to steal copper and resell it to scrap metal dealers.

Copper thieves target construction sites, wholesale suppliers, utilities, unoccupied homes and vacant buildings. In some instances, the theft of copper wires or pipes has led to house fires and explosions.

The Copper Theft Prevention Act of 2008 is co-sponsored with Senator Orrin Hatch of Utah. A companion bill in the House is sponsored by Jim Ramstad of Minnesota and Bart Stupak of Michigan. The legislation is designed to deter copper thefts by making it more difficult for thieves to

sell the stolen property to scrap metal dealers.

Under the legislation, scrap metal dealers would be required to:

- keep records of all copper transactions, including name and address of the seller, transaction date, detailed description of the copper sold, and information from a driver's license or other government-issued ID;
- maintain these records and make them available to law enforcement agencies to track down copper thieves; and
- perform all transactions over \$250 by check rather than cash.

The legislation would impose a civil penalty of up to \$10,000 for failing to document a transaction or engaging in a cash transaction over \$250.

Attorneys General Seek Stronger Vehicle Damage Disclosure

On Nov. 19, 2008, Iowa Attorney General (AG) Tom Miller along with 42 of his AG colleagues submitted a "Comment" letter to the Federal Trade Commission (FTC) urging them to strengthen consumer disclosure laws. He emphatically states that "consumers are entitled to know if a vehicle has been damaged by flood or collision". To that end, he drafted and submitted the 11-page document, which gave general background on the reason for needing such a law. As he mentioned in his brief, "the current FTC model truly is archaic, focusing only on warranty information", which is important, "but which pales in comparison in market materiality to prior vehicle history". Without such information, for instance, your son or daughter could be buying a used car whose airbag integrity had been compromised due to a collision

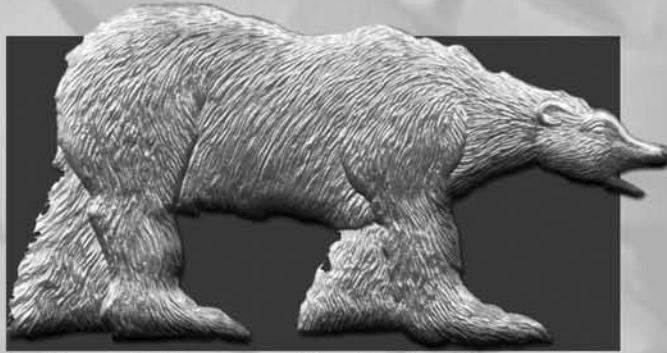
or flooding incident – how would you be aware of that currently? Would you feel comfortable letting your dependent(s) drive or be a passenger in such a "questionable" vehicle?

Mr. Miller and the others are urging the FTC to amend the Used Car Rule, to include both, past use (of vehicle) and title history information, thus acting in a manner consistent to Congressional intent of the National Motor Vehicle Title Information System (NMVTIS). Not only does this information assist the buyer in determining a fair market value for a used vehicle, but it also assures said buyer that the title information on that vehicle is clear and proper and has not been fraudulently altered.

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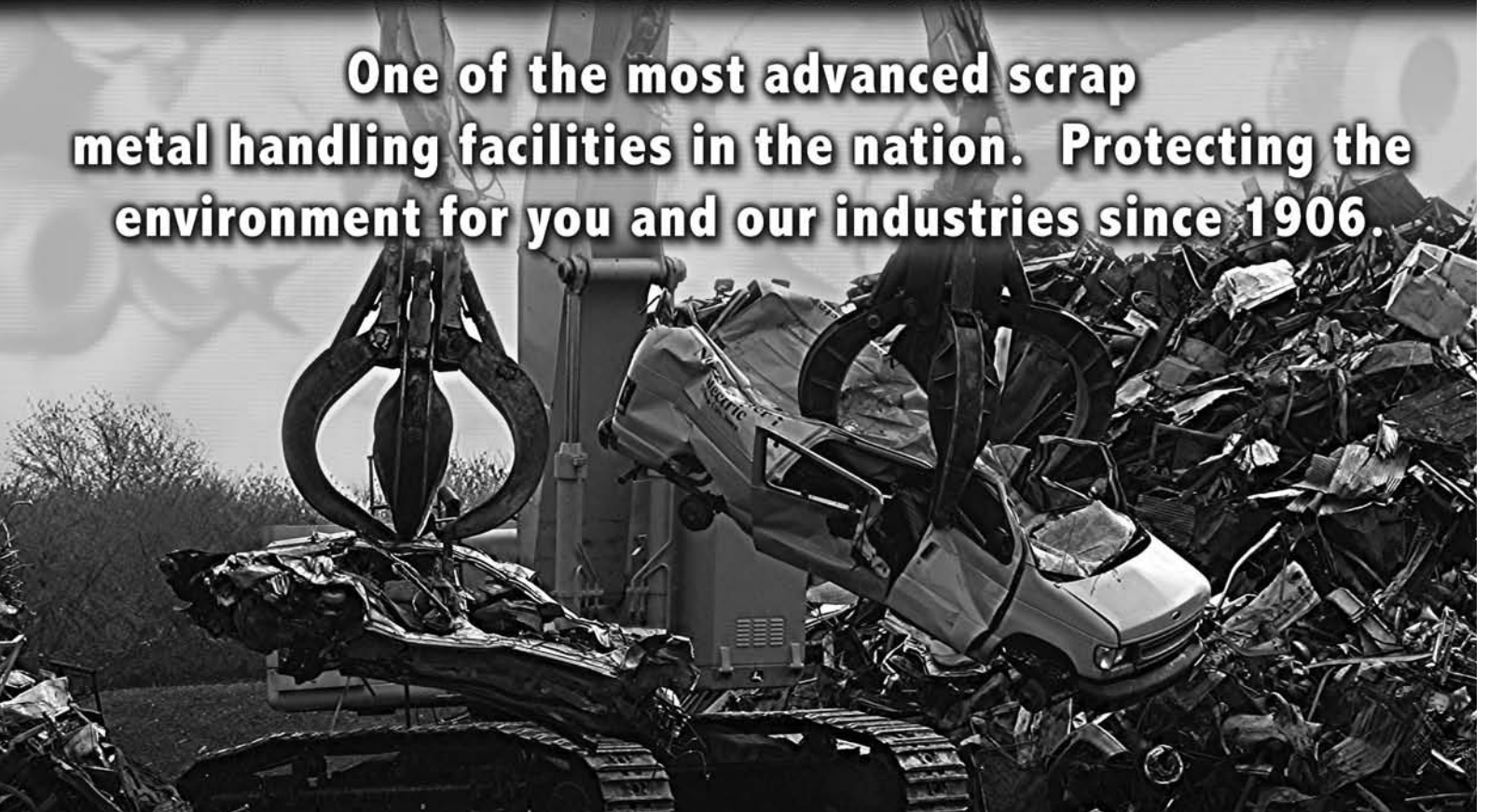


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