



# THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

JULY/AUGUST 2009

## Associate Member Profile R J McClellan, Inc.

R J McClellan, Inc. is one of those companies that started out as one thing and evolved into another. In 1992 the company started as an independent sales company by Ron McClellan working within the automotive industry.

While researching where he should spend his advertising dollars, Ron started checking with the customers he was calling on to find what publications they liked to read. What Ron discovered was the publications that were out there didn't give the readers what they wanted. In the end, he started his own publication, The Auto Body Journal, for the automotive collision industry in the five state region of Minnesota, Wisconsin, Iowa, North and South Dakota.

Six months later The Auto Repair Journal was started for the automotive repair/service industry. The company is now in its 17th year of publishing. However, the story doesn't end there.

In about 2002 the Auto Recyclers of Minnesota asked Ron if R J McClellan, Inc. would be interested in publishing the association's bi-monthly newsletter. Ron worked up a program with the association in order to publish the newsletter and it has worked out very well.



In the fall of 2007 the Iowa Automotive Recyclers asked R J McClellan, Inc. if they would publish a newsletter for their association as well. The company agreed and the first issue was mailed in December of 2007. In November 2008 Cars of Wisconsin also inquired about R J McClellan publishing a newsletter for them as well and their first issue was mailed in February of 2009. In February of 2009 the Auto & Truck Recyclers of Illinois also asked if R J McClellan, Inc. would also publish their newsletter. The company happily accepted and their first issue was mailed April 1st. This past May, R J McClellan agreed to develop a newsletter for the Automotive Recyclers of Indiana as well.

Ron McClellan, the president of R J McClellan is semi-retired and focuses just on the marketing for the company. Sheila Cain, the vice president of R J McClellan, Inc. does the layout and design of the newsletters as well as oversees the operation of the business. "Our company has grown more in the last two years with Ron out of the office and focusing his efforts on sales and marketing," says Sheila.

*RJMC... continued on page 28*

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# ARM NEWS



**THE  
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RECYCLER**

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

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly 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.

Advertising rates (Contact Publisher for Advertising.)

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### PUBLISHING STAFF

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

Call any staff member,

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

Phone 651-458-0089

Toll Free 877-525-4589

Fax 651-458-0125

<b>Ron McClellan</b>	President
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Contact:

**Kelly Lynch-Salseg**

ARM Executive Director

3333 Skycroft Circle

Minneapolis, MN 55418

Phone: 612-781-5555

Fax: 612-781-7052

Email: autorecyclersmn@bitstream.net

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Email: chrisb88@qwest.net

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# ARM NEWS

## Message From The President

By Carl Genz

I hope that everyone is enjoying the summer. Hopefully you were able to get out and enjoy your hobbies and interests like motor boating, traveling and fishing.

I turned 50 on June 27th and I am taking a motor-

cycle trip to the Black Hills to celebrate. I need to do this before I am too old. I heard it was all downhill from now on. I hope to use a slower gear to make it last.

Well we all thought we saw the last of the Cash for Clunkers program, but it has breathed new life again. Please contact your Senators and Representatives to voice your opinions that this program would not benefit our industry or the economy. I think the government has bailed out the automakers enough. We need to let lawmakers know that it will hurt our recycling industry if they pass this legislation.

In this newsletter you will find an article about NMVTIS and the state of Minnesota. Bob Kaplan – an ARM associate member (and ISRI member), ARM board members Mark Hortman (John's Auto Parts) and myself had a meeting with the MN Department of Public Safety staff in regards to NMVTIS and the future. Although we won't see immediate results, it was beneficial for the ARM association to open dialogue with the state to be able give our input on the state of Minnesota NMVTIS software they are planning for 2012. This will help with future NMVTIS reporting. Another example of your association looking out for and working for you!

I would like to close by inviting everyone to the ARM Summer Outing planned at Canterbury Downs for Sunday, August 23, 2009. This will be a fun environment for us all to get together and enjoy a summer Sunday visiting and maybe win the long shot on a horse! I look forward to seeing everyone there!



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## From the Executive Director's Desk

By Kelly Lynch-Salseg

The Upper Midwest Convention & Trade Show is done and over and it was a great weekend and a great show. The Trade Show featured almost 50 exhibitors, we had close to 300 attendees, the featured speakers and educational seminars all got rave reviews, and the live and silent auction may have broken a record for the amount of money being raised. All that's left now are the memories and some very brightly colored bowling shirts. Make sure to check the special convention pull out section of this newsletter for further details and pictures. Planning for the 2010 convention has already commenced and ARM is very excited to announce that we will be hosting the 2010 convention.

The Date: April 10 & 11, 2010

The Location: Holiday Inn Select

3 Appletree Square, Bloomington, MN

### MARK YOUR CALENDARS NOW MINNESOTA!

Until then – what's the next big gathering for ARM?



### A DAY AT THE RACES

**Sunday, August 23, 2009, 12 Noon  
Canterbury Park, Shakopee MN**

### Sponsored by Northern Metal Recycling Trissel Graham & Toole Viking Auto Salvage

\$25 covers parking, admittance, lunch, entry into special drawings and group betting.

This is truly an event for all ages and we cordially invite all ARM members, their family, and friends to gather with us on Sunday, August 23rd (12 Noon.) at Canterbury Park (Shakopee, MN) for Family Day.

ARM has reserved a private area – Wild Horse Saloon – for our group to gather for drawings, a hot meal, group and individual betting, a sponsored race and many more fun activities. In addition, there will be pony rides, face painting, a Rainbow Play System, gift bags and more planned for the little ones. Cost for adults (18 and older) will be \$25, and \$5 for children (5 and under free). The cost covers parking, admission and meal.

We invite you to participate in two ways. First, mark your calendars and plan on attending. If you have not already received your registration materials please contact Kelly at the ARM office (612-781-5555 or [autorecyclersmn@bitstream.net](mailto:autorecyclersmn@bitstream.net)) or



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visit our web site Calendar page ([www.autorecyclersmn.net](http://www.autorecyclersmn.net)).

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**(612) 529-9221**

St. Cloud & West Area

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this event. General Sponsorship cost is \$150.00. In return for your generous sponsorship, your company's name will be publicized in event literature, event signage, on the ARM web site, and in the ARM newsletter. The \$150.00 will also include 2 complimentary entries for your company to the event.

We hope you will consider supporting ARM by becoming a sponsor. In order to become a sponsor, simply fill out the sponsorship form in this newsletter and return to the ARM office with your payment. Please feel free to contact me with questions. Hope to see you on Sunday, August 23 for A DAY AT THE RACES!

## Scrap Commodities Market Report June 2009

### Approximate Pricing

Crushed Cars	80.00 NT
Prepared Iron	90.00 NT
Motor Blocks	90.00 NT
Aluminum Rims	0.40/LB
Aluminum Condensers	0.30/LB
Copper Radiators	1.00/LB
Aluminum Case	
Transmissions	0.06/LB
Dirty Aluminum	0.10/LB
Batteries	0.07/LB
Lead Wheel Weights	0.20/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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## AUTOMOTIVE RECYCLERS OF MINNESOTA ANNUAL SUMMER OUTING "A DAY AT THE RACES" SPONSORSHIP FORM Sunday, August 23, 2009 – 12 Noon

### General Event Sponsor...\$150

(Your company's name will be publicized in event literature, event signage, on the ARM web site and in the ARM newsletter; two complimentary entries for your company to the event)

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## **AND THANK YOU FOR SUPPORTING THE AUTOMOTIVE RECYCLERS OF MINNESOTA!!!**

# ARM NEWS

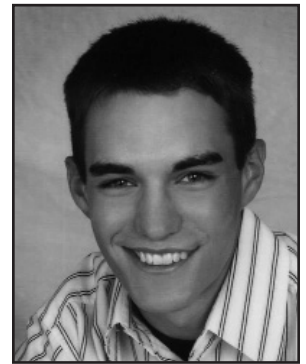
## ARM Foundation Awards \$5,000 In Scholarships for 2009

The Scholarship Selection Committee for 2009 was made up of a panel of teachers from Independent School District 282. ARM would like to thank the following teachers for their time: Sue Haugerud, Gail Beall, Carol Gordon, and Andrea Wyatt.

The Selection Committee chose the following 5 individuals to each receive a \$1,000 scholarship. ARM congratulates the following individuals on their scholarship awards and wishes all applicants the best of luck in their academic endeavors.

**Joseph Bretschneider.** Joseph is an employee

at Doug's Auto Parts in Marshall, MN. Joseph is a senior at Minneota High School and will graduate in May of 2009. In the fall, Joseph will be attending South Dakota State University (Brookings), where he intends to enter a pre-med program and major in biology. Joseph would like to become a physician working in the area



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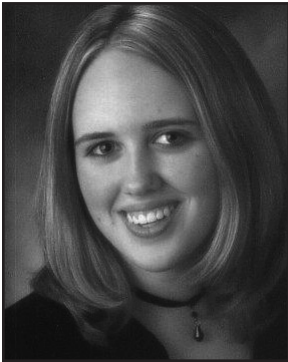
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# ARM NEWS

of cardiology.

**Michelle Buckley.** Michelle’s father, Mike Buckley, is company President/Owner of Jerry’s Auto Salvage, Inc. located in Big Lake, Minnesota. This is the fifth scholarship Michelle has been awarded through the ARM Foundation. In the fall of 2009, Michelle will be in the master’s program in counseling psychology at the



University of St. Thomas. She intends to complete her master’s degree in counseling and either obtain a post-MA degree certificate program in family psychology or continue at St. Thomas for a Doctorate of Psychology.

**Tegan Buckley.** Tegan Buckley is also the daughter of Mike Buckley of Jerry’s Auto Salvage. This is the third scholarship Tegan has received from the ARM Foundation. Tegan is currently attending North Dakota State University (Fargo), where she is working towards finishing her pre-pharmacy undergraduate studies. Tegan



is also active in volunteer work, and on her to-do list is to volunteer at the veteran’s hospital in the pharmacy and go on a week-long Pay-It –Forward or Habitat for Humanity tour.

**Rebecca Huesers.** Rebecca’s father, Pat Hueser’s, is owner of PAM’s Auto, Inc. in St. Cloud, MN. Rebecca is a senior at Apollo High School and will graduate in May of 2009. In the fall, Rebecca will be attending College of St. Benedict (St. Joseph, MN), where she intends to study nursing. In addition to her academic achievements Rebecca is involved as a volunteer with Camp Needlepoint/Daypoint, working with children with diabetes.



**Lacey Reese.** (Photo not available) Lacey’s mother, Julie Stahly, has been an employee of Kabele Truck & Auto Parts (Spirit Lake) since 2002. Lacey is currently in the nursing program at Iowa Lakes Community College (Emmetsburg, IA). Lacey chose nursing because she enjoys helping others in their time of need and finds it rewarding to know how much people appreciate what you do for them. In addition to her studies, Lacey also works as a Certified Nursing Assistant and has a young daughter.

*“The secret of success is constancy to its purpose.”*

*Benjamin Disraeli  
Day by Day*



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# ARM NEWS

## How Unlicensed and Illegal Dismantlers Hurt the Auto Recycling Industry

By David Kendziorski  
MN-CAR Program Manager

You have probably heard that automobiles are the most recycled product in the United States. True. Most people assume that almost all End of Life Vehicles (ELVs) are properly and comprehensively dismantled and recycled by legitimate licensed recycling operations. Not true.

Illegal and unlicensed operators throughout Minnesota and elsewhere purchase enormous numbers of sal-



vage vehicles, dismantle those vehicles, sell parts, and dispose of the vehicle hulks. Other times, they improperly export or repair the salvage vehicles. These operators typically avoid reporting income and paying taxes, fail to collect sales taxes, pollute the environment, ignore environmental regulations, create unsafe working conditions, and damage the image and reputation of the auto recycling industry.

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The combined effect of heavy regulation of the licensed auto recycling industry and the unfair financial advantages of unlicensed operators has forced legitimate recyclers out of business and made many others feel like they are being punished for doing the right thing.

Salvage vehicle costs have skyrocketed because salvage is now sold through online auctions to buyers all over the world. The Internet has enabled unlicensed operators to easily market their vehicles and parts through EBAY and Craig's List. Depressed economic areas attract illegal, cash-based operators and cash-paying customers, creating unfair competition and associated crimes and liabilities.

Licensed recyclers face high Worker's Compensation insurance rates, high liability insurance costs, a complex and costly set of regulatory and licensing requirements, and tax burdens. This is the cost of doing business – but these legitimate businesses should not need to compete with a large number of unlicensed operators who avoid costs

and yet are able to purchase a significant portion of the salvage inventory.

For years, Automotive Recyclers of Minnesota has worked with legislators, government agencies, auction companies, scrap processors, and others to:

- Discourage illegitimate businesses
- Consistently enforce regulations
- Stop rewarding operators for bad practices
- Support licensed recyclers who follow the laws
- Create economic incentives for being a responsible business
- Continue to build a professional recycling industry

You can help solve this problem by being an active member of ARM and supporting its efforts on your behalf. Your membership and support can help your association implement a pro-active legislative and regulatory agenda. Join MN-CAR and raise the collective performance of the professional recycling industry. Take advantage of networking opportunities with your peers by attending the association conventions and training programs. Finally, let's all take this problem seriously: identify and report unlicensed and illegal activity to the proper authorities. Agencies such as MPCA cannot take enforcement action if they don't know where the illegal activity is. You can remain anonymous if you wish. If you're still not comfortable, just drop me a note at [dave@stormtech1.com](mailto:dave@stormtech1.com) or 920-533-5271, and I'll forward the information.

## 2009 MN-CAR Members

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

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

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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.*

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# 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 lists 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 types of losses that have occurred and the steps that can be taken to prevent or control them in the future.

The Minnesota Recycler featured #10 best practices for removal of gasoline and gasoline tanks from salvage vehicles, #9 keeping dogs out

of customer areas, #8 Tire Storage in Salvage Yards, and #7 Waste Oil Heaters. In true top 10 fashion, here's #6 on the list of the most important loss control best practices for auto salvage recyclers ...

### Best Practice #6: Hot Work Hazards, Welding, Torch Work, Grinding

Welding, torch work and grinding is a common hazard in many salvage yards. Parts are often cut with oxy-acetylene torches, parts are grinded on to smooth out sharp edges, and welded to fashion the parts for an intended purpose.

Hot work on auto salvage and or in or near buildings can significantly add to the fire potential as auto salvage, and buildings may have flammable or combustible materials present. In addition the building may be constructed of combustible materials.

Important hazards and controls to consider for hot work are:

- Flammable materials or flammable vapors present
- Combustible materials in the area or building components
- Ventilation in area
- Electrical hazards from building and equipment
- Compressed gases present
- Proper personal protective equipment
- Fire extinguishers and fire watch

As a result of the health hazards and fire loss potential related to hot work in salvage yards, and as a measure to keep losses and insurance premiums to a minimum, here is best practices recommendation #6.

When performing hot work operations, personnel should consider the flammability or combustibility of the materials in the area and or

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# ARM NEWS

product they are working on. Is there adequate ventilation, adequate fire extinguishers present, personnel trained in fire extinguisher use, adequate personal protective equipment, protection of other employees exposed? Is the building electrical system and welding/grinding equipment used adequate for electric welding and or grinding; are there flashback arrestors on the regulator and tank side of all oxy-acetylene welding systems/carts? Are welding gas cylinders properly protected from accidental tip over? Additionally to ensure the fire hazards are properly controlled when work is completed, the personnel should stay in the area for at least 30 minutes after hot work.

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 #5.

For nearly 30 years, Harleysville Insurance has helped to 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 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.

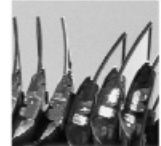
More information on Harleysville Insurance products can be obtained by contacting Lowell Faa, vice president, at 952.830.3000 or Valentina

Plinte, account executive, at Wells Fargo Insurance Services via phone: 952.830.3048; or e-mail: Valentina.Plinte@wellsfargo.com.



## Protect Your Business From Loss With Exclusive Risk Purchasing Group Insurance For Auto Recycling, Dismantling, And Salvage Firms

Wells Fargo Insurance Services has created an affordable, customized insurance solution for industry-related companies with a history of positive financial performance, safety awareness, and a favorable loss control record. The exclusive Auto Recycling, Dismantling, and Salvage Risk Purchasing Group can offer participants preferred coverage, pricing, service and market terms. Participants "own" the Risk Purchasing Group and there is not risk sharing or bearing by the Risk Purchasing Group or its participants.



### Standard General Liability Coverages

- \$1,000,000 per occurrence limit
- \$2,000,000 general aggregate limit (annual general total per master policy)

### Standard Excess Umbrella Coverages

- \$1,000,000 per occurrence limit
- \$1,000,000 per location aggregate limit (higher limits available, if needed)

### Standard Property Policy Coverages

- |   |  |
|---|--|
| ■ Replacement cost coverage on all buildings and contents | ■ Equipment coverage for forklifts, crushers, etc. |
| ■ \$1,000 property deductible per loss                    | ■ Loss of business income with no deductible       |
| ■ Equipment breakdown coverage                            | ■ No capital charge                                |
|   | ■ No access fees                                   |

### Optional Policy Coverages

- |                                       |  |
|---------------------------------------|--|
| ■ Auto                                | ■ Worker's Compensation                |
| ■ Employee Benefits (medical, dental) | ■ Life Insurance (buy-sell agreements) |

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*Aesop, Day by Day*

**Wells Fargo Insurance Services**

# ARM NEWS

## Thank You Upper Midwest Auto & Truck Recyclers Convention & Trade Show

By: Ron McClellan

On May 1st and 2nd my wife and I and Sheila Cain had the pleasure of attending the 2009 Upper Midwest Auto & Truck Recyclers Convention and Trade Show. It was held this year in Eau Claire, Wisconsin, and I would like to thank all of the convention committee and boards of the five states represented at the convention.

We had a great time for the two days. It was nice to see all the recyclers again that I have known for so many years as well as meeting many new friends. It was also a real pleasure hearing all the

great comments about the newsletters we are publishing for the state associations. We also had a number of people tell us they really enjoy our other publications, The Auto Body Journal and The Auto Repair Journal. In fact a couple of people told us our Journals are the only publication they get that they actually open and read other than the association newsletters.

Thank you again and we are looking forward to next year's convention.



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Midwest

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to the



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## 2009 Upper Midwest Auto and Truck Recyclers Convention & Trade Show

May 1 & 2, 2009

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Exposition Center  
Eau Claire, WI

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Concerned Auto Recyclers of Wisconsin,  
Automotive Recyclers of Minnesota,  
Auto and Truck Recyclers of Illinois,  
Automotive Recyclers of Indiana,  
& Iowa Automotive Recyclers



# Convention Highlights



# Our Sincere Thanks and Appreciation

If you ask people why they think the 2009 Upper Midwest Auto & Truck Recycler's Convention and Trade Show was a great success, you would get a lot of different answers. Some would say it was because of the vendors in the trade show. Others would say it was because of the informative speakers. Maybe the generous auction bidders? Was it the sponsors, so we could keep our registration at an affordable fee? Or was it the donations that we receive that help keep costs down? There really is not one particular reason, it is the combination of many, many people working together to provide our industry with such a beneficial weekend. And without "you" the attendee, there would be no reason to have an event at all. So our appreciation goes out to each and every one of you who collectively made this weekend what it was.

## An extra thanks goes to:

- **This year's convention committee.** It was made up of representatives from all 5 states.
- Representing **Wisconsin**, the host state, was **Jim Wieland** Convention Chairperson, **Sandy Dumke** Convention Executive Secretary, **Mark House** as Convention Treasurer, and President **Deanna Hart**.
- **Minnesota's** representatives were President **Carl Genz** along with **Dan Brekke** and **Rick Lemke**.
- Representing **Illinois** were President **Dave Anderson** and **Joe Watson**.
- The **Indiana** representative was **Katrina Kerlin**.
- **Iowa's** representatives were President **Mike Swift**, **Tom Snyder** and **Jodi Kunde**.
- The board members, who not only served on the many sub-committees, but lended helpful hands when needed.
- The **Iowa Automotive Recyclers Association** for joining us this year. Not only did they assist throughout the planning of the event, they provided us with some very artistic and creative donations. Their members found the time to not only fully participate in our many events but also offered their assistance as well.
- **Sue Eiler** for organizing the Valve Cover Races, **Pete Krumenauer** for being our "local area" liaison and organizing the Street Rod Display, Executive Director **Michelle Lechner** for chairing the golf outing, Executive Director **Kelly Lynch-Salseg** for chairing the auctions and participating with her states responsibilities.
- **Adam Sedlacek**, **Paul Oman**, **Jerry Conrad**, and **Dewayne Krumenauer** for taking the time and effort to bring their pride and joy Street Rods for us to see.
- There were many volunteers who gave their time as well. **Donna Rowin** - Dependable Auto Parts, **Ron Holmes** - Holmes Automotive Recycling, **Bill Morrison** - Morrison's Auto, **Cindy Radtke** - Rhinelander Auto Salvage, **Gail & Nicole Kratzke** and **Pete & Kim Dumke**.
- The director of the **Eau Claire Exposition Center**, **Rolf Utegaard** who was always there to lend a hand and make sure all of our needs were met.
- The group of men and women who call themselves "**The Friends of the Fair**" who worked so hard to keep us well fed all weekend with their delicious and plentiful meals.





## Thank You to ALL of Our Vendors!

The Upper Midwest Auto & Truck Recyclers Convention Committee and all five participating states wish to thank the following vendors for participating in our show.

We had a very nice representation from a wide variety of businesses that serve the recycling industry.

We hope that your efforts over the busy weekend result in additional business success.

Al-Jon Manufacturing	Induction Systems	Rebuilders Automotive Supply
ARA	Isoft Data Systems	Recycled Parts Plus
Auto Data Direct Inc	Job Machinery Inc	R.J. McClellan
Bauman Associates	LSB Century 21	R.M. Johnson
Behr Iron & Steel Inc	Lamb, Little & Co./JG Sullivan	Rogers Group
Brock Supply	The Locator	David Ruberg Repair
Buddy Automotive Innovations	Manheim Minneapolis Auction	S.A.S. Forks
Car-Part.com	MCI Cores	SEDA Environmental
Checkmate	Mike French & Co	Trissel Graham & Toole Inc.
Commercial Forms	Northern Light Refinishing, Inc.	The Connection
Derson Clean Burn	Nu-Parts Automotive Products	Unishippers
Fast Parts	Power Plus Products	URG/Pinnacle
Hollander A Solera Company	QCSA	Ward Enterprises
I Buy Converters Too	Quality Replacement Parts	Wells Fargo Insurance Services

We also wish to thank the following vendors who participated in the giveaway drawings that added much to the fun and excitement of both days:

Bauman Associates	Manheim Minneapolis Auction	Power Parts Products
Brock Supply	Northern Light Refinishing, Inc.	Quality Replacement Parts
David Ruberg Repair	Nu-Parts Automotive Products	Recycled Parts Plus
Hollander A Solera Company	URG/Pinnacle	Unishippers

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## Thank You to Our Convention Sponsors!

Behr Iron & Steel Inc.	Friday Breakfast	Miller Compressing	Valve Cover Races
Car-Part.com	Saturday Beer Truck	Recycled Parts Plus	Saturday Breakfast
Global Parts Solution	Friday Lunch	R.J. McClellan, Inc.	Convention Handout
Hollander A Solera Co	Friday Dinner	Sadoff Iron & Metal Co.	Saturday Lunch
Lamb, Little & Company	Golf Outing	URG/Pinnacle	Friday Beer Truck



# Golf Outing

**Sponsored by  
Lamb, Little and Co/ JG  
Sullivan, Insurance for  
Recyclers**

This was the first year that a golf outing was held and it was a huge success. Despite the chilly temperature and partly sunny skies, 43 golfers arrived ready to play. The golf outing was held at Wild Ridge Golf Course in Eau Claire on Friday morning. The main sponsor was **Lamb, Little and Co/ JG Sullivan, Insurance for Recyclers.**

First place was a tie and cash prizes went to Eric & Amy Schultz, Bill Velin, Patrick McKinney, Don Miller, Joe Voit, Katie Olson, and Dale Saunders. Closest to the pin was Jake Dunworth, and the longest drive went to Andrew Morrison. There was a twist on Hole Number 11 when each golfer had to use a putter made from a Ford Explorer caliper bracket welded to a torsion bar and attached to a couple of horns at the handle. Believe it or not, Micah Mouser one-putted with the custom putter so he was also awarded a prize.

Once again, thanks to **Lamb, Little & Co/JC Sullivan,** our main sponsor, all 18 hole sponsors listed below, and, of course, our golfers.

### Golf Hole Sponsors:

- Bauman Associates
- Car-Part (2 holes)
- Nu-Parts Automotive Products
- Rebuilders Automotive Supply
- URG/Pinnacle
- Chicago Industrial Catalytic
- Recyclers Power Source
- Wheeler's Autobody Supply
- Wells Fargo Insurance Services
- QCSA
- Bid Buddy
- Auto & Truck Recyclers of Illinois
- Automotive Recyclers of Indiana
- Concerned Auto Recyclers of Wisconsin
- Automotive Recyclers of Minnesota
- Iowa Auto Recyclers
- Northend Wrecking, Inc



# Valve Sp Miller Con I Alli M

The stands were p  
pits were filled wit  
But Saturday night  
by everyone. We h  
ence. There were  
entered by lowe  
Wisconsin. Even t  
entries, apparent  
them better.

Thanks to all the p  
creative engineer

- Sandy Dumke
- Jeff Ogrezovic
- Steve Har
- Deanna Ha
- Katie Olson
- Ron Holmes - H
- Tom Losse
- Andrew M
- Scott Kunde
- Kory Gayer
- Chris Kurse - I
- Randy Sessio
- Rick Lemk

- Pat Dowd - B
- Sandy Dumke
- Pete Kr
- Jim Weiland
- Dean Bellin
- Mike
- Mike
- Cindy LaV
- Shanon Holmes
- Justin Lebah
- Kent Bahr

The event ended

The Show N' Shine  
Erin Johnson - Mo

The top winner b  
Auto Salvage, MN

In the spirit of Wis  
auctioned off, whi  
valve cover car e  
to Sandy Dumke,  
cation to our orga

# Cover Races

**Sponsored by:**  
**Compressing Company**  
**Hosted by:**  
**Jason Heisler & Mary Krecak**

packed, the crowds were roaring, the  
 h drivers and crew. Well, maybe not.  
 t was very entertaining and enjoyed  
 had racers from all ages and experie  
 e a total of 31 very unique cars  
 a, Minnesota, South Dakota and  
 hough Wisconsin had many more  
 ly Minnesota knows how to build

participants for all your hard work and  
 ing.

## STOCK CLASS

e - Bay Auto Parts & Salvage, WI  
 h - B&M Auto Sales & Salvage, WI  
 t - Newville Auto Salvage, WI  
 art - Newville Auto Salvage, WI  
 n - Newville Auto Salvage, WI  
 Holmes Automotive Recycling, WI  
 - Northend Auto Wrecking, IA  
 Morrison - Morrison's Auto, WI  
 e - Northend Auto Wrecking, IA  
 - Nordstrom's Automotive, SD  
 B & R Auto & Truck Salvage, MN  
 ons - Conrad's Auto Salvage, WI  
 ke - Metro Auto Salvage, MN

## CUSTOM CLASS

B & M Auto Sales & Salvage, WI  
 e - Bay Auto Parts & Salvage, WI  
 umenauer - Kadinger's, WI  
 d - Choice Auto Recyclers, WI  
 - Bay Auto Parts & Salvage, WI  
 Kadinger - Kadinger's, WI  
 Kadinger - Kadinger's, WI  
 esser - Recycled Parts Plus, WI  
 - Holmes Automotive Recycling, WI  
 n - Nordstrom's Automotive, SD  
 - Conrad's Auto Salvage, WI

with 3 cars being auctioned off.

car was purchased by  
 Morrison's Auto, WI.

between the two classes was purchased by Rick Lemke - Metro

consin's 50th Anniversary, Morrison's Auto donated their car to be  
 ch they purchased through an auction years ago. It was the first  
 ver built. CARS Of Wisconsin purchased it and presented it back  
 the original builder/owner, in appreciation of her years of dedi-  
 cation.



**1st Place Custom**  
 Jim Wolterstorff  
 Dykes Auto Salvage, MN



**1st Place Stock**  
 Jim Wolterstorff  
 Dykes Auto Salvage, MN



**2nd Place Custom**  
 Jerry Conrad  
 Conrad's Auto Salvage, WI



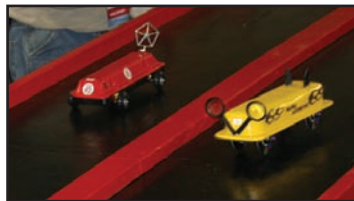
**2nd Place Stock**  
 Cindy LaVesser  
 Recycled Parts Plus, WI



**3rd Place Custom**  
 Donica & Dorisa Duellman  
 Elmer's Auto Salvage, WI



**3rd Place Stock**  
 Jesse Rodriguez  
 Roz Auto Salvage, WI



**Show N' Shine**  
 Roger Losinski  
 Centerville Auto Salvage, WI  
 Custom Class



## Education Providers & Speakers

The Five-State Convention Committee wishes to thank the following for their outstanding contribution to the education and training of our members at this convention.

**Bill Klein:** Developer of management and leadership training programs who for over 25 years has provided motivational and inspirational lectures, seminars and break-out sessions on business and organizational matters.

**Bernadette Hull:** A manager and business consultant professional with Bauman Associates, Ltd., Bernie has had 27 plus years of public accounting experience. Her industry expertise includes the automotive industry with particular emphasis working with auto recyclers.

**John Harshaw:** John and Kathy are owners of Nu-Parts Automotive Products located in Tempe, Arizona and conduct Air Bag Shipping training and certification courses throughout the country.

**Dave Kendziorski:** As president of Stormtech, Inc., Dave specializes in certification and storm water compliance services for the automotive and scrap recycling industries. He has extensive experience implementing compliance programs throughout the country.

**Dr. Dean Russell:** Holding various degrees in management, human resources development and international business focusing on Quality Systems, Dr. Russell has designed a program to train all employees in current business etiquette.

**Joe Watson:** ARA University's Forklift Trainer for the Upper Midwest Convention. Joe has worked in the automotive recycling industry for over 30 years and currently is the Operations Manager of ABC Auto Parts. Joseph oversees the department managers behind the scenes, while also taking on the position of Vice President of the Auto and Truck Recycler of Illinois.

We also want to thank **Linda Pitman and Michael Wilson of ARA, Al Utizig of WACTAL, Laurie Woods of Hollander, Don Davis and Michelle Alexander of URG, and Roger Schroder of Car-Part.com.**

## Yard Tours

We would like to thank the yards for the generous donation of their time and effort for allowing yard tours at their facilities during the five-state Upper Midwest Auto & Truck Recycling Convention. We know there is a lot of planning and manpower that goes into readying a facility for these tours, and we want you all to know how much it is appreciated!

### Alter Metal Recycling

Eau Claire, WI

### Cadott Auto Recyclers, Inc.

Cadott, WI

### Kadinger's Inc.

Downing, WI

### Remington Salvage Yard

Eau Claire, WI

### Randy's Auto Salvage City

Eau Claire, WI



## Live & Silent Auctions

Once again this year, both a live and a silent auction were held as part of the convention. Historically the live auction has taken place on Saturday evening, but this year it was held Friday evening and we had a great crowd. Bidding was hot and heavy with Billy Morrison volunteering his services as auctioneer. The state baskets were hot



items but the hottest item was the "Tractor Seat" art work donated by Trail's End of Des Moines. The silent auction bidding ran through Saturday afternoon with a wide variety of items. This was one of our most successful auction combos ever and we were able to raise a

lot of money for the state associations.

A special thank you to all the generous folks who donated items for the auctions: Accurate Auto, Commercial Forms, The Connection, Sandy Dumke, Holmes Automotive, Hurst Salvage, Kirchayn Auto Parts, Manheim's Minneapolis Auto Auction, Miller Compressing, Morrison's, Newville Auto Salvage, Norb's Auto Salvage, North End Auto Wrecking, Nu Parts, S & L, Total Resource Auction, Trail's End Auto & Truck Salvage, and Craig Van Batenberg. Also many thanks to Sarah Davis, Marla Wolterstorff, Mark & Donna House, and Billy Morrison for their assistance!



**Thank you to ALL our Attendees!**

**WISCONSIN**

- Accurate Auto Parts
- Alter Metal
- B & M Auto Sales & Salvage
- Bay Auto Parts
- Badger Motors
- Bruno's Auto Salvage
- CARS of WI
- Centerville Auto Salvage
- Choice Auto Recyclers
- Conrad's Auto Salvage
- Cousineau Auto
- DeFaut Auto Salvage
- Dependable Auto Parts
- East Troy Auto Recyclers
- Eleva Auto Salvage
- Elmer's Auto Inc
- Gauger & Son Salvage Inc
- Global Parts Solutions
- Grandpa John's
- H & H Auto Parts
- Hillside Salvage
- Holmes Automotive Recycling
- Kadinger Auto - Barron
- Kadinger Auto - Cadot
- Kadinger Auto - Downing
- Kirchhayn Auto Parts
- Lima Auto Enterprises
- LKQ Smart Parts
- LKQ Star
- Miller Compressing
- Morrison's Auto
- Newville Auto Salvage
- Niks Auto Parts
- Norb's Salvage
- Oak Leaf Auto Salvage
- Randy's Auto Sales
- Remington Auto Salvage
- Rhineland Auto Salvage
- Roz Auto Salvage
- Sadoff Iron & Metal
- Speedway Salvage
- St. Francis Auto Wreckers
- Strandberg's Auto
- TJ's Auto

- Toy's Scrap
- Wally's U Pull It Inc
- Yaeger Auto

**ILLINOIS**

- Auto Recyclers of Illinois
- ABC
- Auto Parts City
- Big Top Auto
- Chicago Industrial Catalytic
- City Auto Wreckers
- Crash1
- I-55 Auto Salvage
- Rhodes Auto Salvage
- Route 12 Auto Parts
- Speedway Auto Salvage
- Wittaker Salvage
- Zurich Insurance

**INDIANA**

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- Car Recyclers Inc.
- Crossroads Auto Parts
- Northlake Auto Recyclers
- Ray's Auto Parts and Sales
- Veldmans Auto Parts

**IOWA**

- Action Auto Parts
- Hawkeye Auto Salvage
- Hurst Salvage
- Jeff Smid Auto Salvage
- Northend Auto Wrecking
- Sam's Riverside
- Schauls Consulting
- Swift Auto Parts
- Trails End Auto & Truck Salvage

**MINNESOTA**

- 4X4 Truck & Auto
- AAA Auto Salvage
- A-ABCO Fridley AP
- Aazzee's Auto Salvage
- Ace Auto Parts
- Action Auto Parts
- All Parts Pickup
- Atlas Auto
- B & R Auto & Truck Salvage
- Coldwell Banker
- Crossroads Auto Recyclers
- Dyke's Auto Salvage
- Elite Auto
- Far North Auto
- Jellison Auto
- Jerry's Auto Salvage
- Joe's Auto
- John's Auto Parts
- Lucken Motorsports
- MARCO Auto Recycling
- Metro Auto Salvage
- Misgen Auto Parts
- Osseo Salvage
- R & R Auto & Metal
- S & L Auto Parts
- Sharp Auto Parts
- U Pull R Parts
- Viking Auto Salvage Inc
- Windy Hill Auto Parts

**CALIFORNIA**

- Allied Auto Salvage

**SOUTH DAKOTA**

- Nordstrom's Auto

**TEXAS**

- Dulaney Auto & Truck

*Pre-registered listing of attendees. We apologize for anyone we missed.*

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[Live Chat](#)

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	ARM MEMBER	NON-MEMBER	Qty.	Price
Plastic bags: 18 x 24 – 250/pkg. 3 MIL Thickness	\$35.00 + tax	\$40.00 + tax	_____ X _____	_____
Subtotal				_____
Minnesota & Hennepin Cty. Sales Tax 6.9%				_____
Shipping (\$10.00 per package)				_____
<b>TOTAL DUE</b>				_____

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

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

**MEMBER**     **NONMEMBER**

**Shipping Address:**

Name \_\_\_\_\_  
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 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Billing Address (if different):**

Name \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
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- 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 \_\_\_\_\_

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**Mail To:**

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

# ARM NEWS

## ARM Board Meets With State Officials Regarding NMVTIS

On Thursday May 21, Carl Genz, ARM President, Mark Hortman, ARM Treasurer, and Bob Kaplan, ISRI Past President, met with Patricia McCormack, the Director of Department of Public Safety-Driver and Vehicle Services, Roxanne LaDoucer, the Interim Vehicle Services Program Director, and Linda Long, Support Services Program Director for the Department of Public Services. The purpose of the meeting was to keep ARM and ISRI abreast of recent changes with regards to NMVTIS and to express our desire to work closely with the DPS for future projects.

The Department of Public Services is not a part of MnDot. The Driver and Vehicle Services is the section that is in charge of Drivers Licenses and Titles. ARM requested a meeting so that we could understand what the short term and long term goals for the DVS in regards to the Titling processes and NMVTIS compliance are going to be. The NMVTIS law currently says that if the correct information is reported to NMVTIS from the state that salvage yards do not have to report the information to both entities. Currently there is only 1 state that actually meets this requirement. So for the foreseeable future salvage yards will have to continue to report information to the state of MN and will also have to start complying with NMVTIS by also reporting the data to one of the data consolidators.

ARM was hoping that we could meet with the state and see if they could change the way they collect information and streamline the process so that salvage yards only had to report the information to one entity instead of two. It turns out that the system that the DVS uses right now is in the process of being scrapped. The technology that the DVS system is written on is ancient with a capitol A. They are rewriting the whole system and it is scheduled to be completed in 2012. Until that

time they cannot modify the existing system to streamline this process without great expense. The new system rewrite, however, is just getting started on trying to get feedback from the users of the system so that they can figure out what features they need to incorporate into the new system. Starting in 4 to 6 months, DVS is hoping to start having stakeholders meetings. These stakeholders meetings are part of the government's attempt to get input from the people that input data, receive data, and rely on the systems that the DVS uses.

Rest assured that ARM will represent Minnesota automotive recyclers interests in trying to get features into the new system that all recyclers need in order to efficiently run their businesses. Patricia McCormack will be overseeing the new project and insisted that the new system was going to be designed to have a maximum amount of flexibility to be able to exchange data from other systems. As the new system is being designed ARM will keep its members up to date with the latest information available.

Mark Hortman

John's Auto Parts

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# ARM NEWS

## *RJMC... continued from cover*

Ron is fond of saying that now he can work *ON* his business instead of *IN* his business.

Both Ron and Sheila believe that “publishing of the newsletters has given us a new focus in addition to our Journal publishing.” Sheila also added, “We enjoy doing the newsletters and are looking forward to finding more niches for our publishing business. The printing of the newsletters is supported solely by the advertisers in it. It is our hope that the readers of the newsletters will support the advertisers, as they support the association. We also have to thank the automotive recycling associations for giving us this opportunity.” If you are interested in placing an ad in the newsletters, feel free to contact Ron or Sheila.

“The newsletters have fit nicely into our publishing efforts and utilize more of our resources. We can support the auto recycler associations and it has allowed us to branch out into another part of the automotive industry.”

One other aspect of the company is the ability to act as a print broker. Because of the relationships they have developed with printers and manufacturers, they are able to offer printing services to their customers. “We are able to provide line cards, flyers, brochures, business cards, envelopes or any other printing needs you may have. We have some of the best prices out there on envelopes and business cards,” says Sheila. If you are in need of any

of these products, give them a call. Ron and Sheila will be very happy to give you a quote!

## AAA Auto Salvage to Host 2nd Annual Rods & Wrecks Car Show

On July 25, 2009, in conjunction with the city of Rosemount's Leprechaun Days celebration, AAA Auto Salvage will host the 2nd annual Rods & Wrecks classic and custom car show. All the proceeds will be donated to the Rosemount Police Department to fund the conversion kits for portable theft alarms. After Dakota County converted to the countywide call center these alarms were not compatible. These conversion kits will make the alarms functional again to help Rosemount PD, keep our community safer.



*Demonstration from the  
2008 Rods & Wrecks Show*

In addition to the car show, Rosemount Fire Department will be on site for an air bag demonstration, Rosemount Police Department will be on site for car seat installation instruction, and tours of AAA Auto Salvage and U-Pull-R-Parts, including the car crusher.

In 2008, Rods & Wrecks raised nearly \$7,500 through donations and registration fees, to purchase 2 sets of Res-Q-Jacks for the Rosemount Fire Department. Check out [www.aaparts.com](http://www.aaparts.com) for registration information and pictures of last years show.

**R.J. McClellan, Inc.**

### **The Minnesota Recycler**

*Newsletter for Automotive Recyclers of Minnesota*

### **The Iowa Automotive Recyclers News**

*Newsletter for Iowa Automotive Recyclers*

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### **The ATRI News**

*Newsletter for Auto & Truck Recyclers of Illinois*

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# ARM NEWS

## Overhaul 2009

### “Stolen” truck gets tricked out with a little help from friends

Friendship. Deception. Elbow grease. Conniving. Mechanical skills. Lies.

All those things came into play in order to give Jim Wolterstorff of Worthington the surprise of a life time.

On March 11, Jim’s project truck, a 1982 GMC pickup, was stealthily removed from its storage space at Dyke’s Auto Salvage. Believing it stolen, Jim reported it as such to the Nobles County Sheriff’s Department. Ten days later, on March 21, the truck was delivered to his driveway – all fixed up and sporting license plates that read “Exhibit #1” and “Overhauled 2009.”

Fans of the TLC TV program “Overhaulin’” recognize the scenario: A junker vehicle is taken from its unsuspecting owner and transformed into a radical ride by a team of professional mechanics and technicians. But in this case, the caper wasn’t pulled off by a “dream team” led by renowned car designer Chip Foose. The perpetrators were a bunch of local guys – and a few gals – who decided to pull a fast one on their good friend Jim.

The idea was born during a car-related function in Spencer, Iowa, when somebody in this group of car aficionados and longtime friends commented that they could have done an “Overhaulin’” type show.

“We knew that Jim had this pickup, and we all wanted to go on this trip this summer, and there was no way he was going to have it ready by then,” explained Duane Rogers.

“The moral of this story is never leave a party early,” injected Jim, who had no clue that his truck became the topic of conversation after he left the



*Marla & Jim Wolterstorff pose with the 1982 GMC pickup truck.*

Spencer event.

Rogers, a retired sheriff’s detective, facilitated the “stealing” of Jim’s pickup in the middle of a snowstorm and used a trailer to haul it down to buddy Bob Yeske’s auto body shop in Milford, Iowa. Jim had already removed the motor and was having it rehabbed at Arnolds Motor Supply.

“The day after the vehicle was “stolen.” Jim called me on the phone, just as I was taking it down to Bob’s, Roger recalled. “I had just crossed the Iowa line, and he said, “Duane, somebody stole my truck, and I think it’s heading “south of the border.” The truck was right behind me on the trailer. I told him; “I think you’re right.”

From the moment the truck arrived at Bob’s shop, the push was on to get the necessary parts, complete the work and return the vehicle – finished and running – within the 10-day deadline they had set and without tipping Jim off in the process.

The guys admit it was an “intense” build, even though they didn’t hit any major snags.

“Most trucks that age are rusty, but this one was remarkably well preserved,” remarked accom-

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# ARM NEWS

plice Dave Thompson. “the bolts all came apart pretty easily.”

“It really went amazingly smooth,” added Yeske, who devoted his whole shop to the project. “When you get that many people together and do something that fast, you could expect poor quality auto body work, but with the expertise of John Thompson, Bort Auto Body and Bob’s Auto Body and the teamwork, it came out great.”

“Pretty much all the things we did to it were the things we had talked about,” Rogers remarked. “People have said it must have been fun to do, but it was work.”

“But it was rewarding to see what we can do if we put our minds to it,” reflected Thompson.

Meanwhile, Jim was preoccupied with trying to solve the “crime”.

“I went all over the country looking for this pickup,” Jim recalled. “...The sheriff’s office played right along with it until the end. I thought I was the world’s greatest detective. I found some pop cans (at the scene of the crime), so I got out my ‘CSI’ pencil, picked up a can with it and put it in a plastic bag and brought it into the sheriff’s office. I thought they could get some pretty good prints off it.”

“We should have written down everything he said and did that week,” Marla said. “He’d leave the house, and I’d crack up laughing.”

While Jim’s reaction was humorous to someone who was in on the project, Marla found that

deceiving her husband was tough on her – mentally and physically.

“I never get sick, but I was sick the whole time,” she said. “I think it was from the stress.”

Although Jim began to wonder why his friends were avoiding him, he never had a clue that they were all involved in the truck “heist”.

On the day the surprise was launched, March 21, Jim was working on a project in his garage and was oblivious as people carried trays of food into the house and his tricked-out truck was pulled into place.

“I didn’t know whether to cry or what to say,” said Jim, still at a loss for words over the enormity of what his friends accomplished on his behalf. “I think I had the deer-in-the-headlight look. They did an awesome job,” he added. “For the next week I had to keep going into the garage to see it was real.”

In addition to Rogers, Thompson and Yeske, the following people and businesses played a role in overhauling Jim’s truck: Bort Auto Body in South Sioux City, Neb., Barb Schumacher, John Thompson, Doug Vandermuelen, Dan Vandermuelen, Sibley Auto, Derrik Pederson, Nadeen Pederson, Bob Clark, Marie Rogers, Summer Rogers, Mark Hibma, Arnolds Motor Supply, Napa Auto Parts, Mark Langstraat, Lynn Brunk and Tammy Brunk.

“I want to thank everyone, who worked on the project,” stressed Jim. “It’s a humbling experience. In today’s chaos and everything else, it’s good to have friends. ...There are a lot of people who’d like to be in my shoes, to have friends like me.”

*This article first appeared in the Worthington Daily Globe, April 18, 2009. Story by Beth Rickers and photo by Brian Korthals. Reprinted with the permission of the Worthington Daily Globe, Worthington, MN.*

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

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

## *Upper Midwest Automotive Recyclers Convention & Trade Show*

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin, 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

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Address \_\_\_\_\_

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

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

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

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**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.*

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

# ARM NEWS

## What's New With You?

**JOHN'S AUTO PARTS:** Welcome to our new hires – Todd Gloe (Inventory), Lucas Hefnider (Parts Runner) & William Kensy (Dismantler).

**JOHNSON AUTO SALVAGE:** Happy Birthday to Keith Johnson (July 11). Growing old is mandatory; growing up is optional. ~ *Chili Davis* ~

**NORDSTROM'S AUTOMOTIVE INC.:** Nordstrom's Automotive Inc. had a very exciting EARTH DAY celebration on Wednesday the 22nd of April. To Celebrate Earth Day, Nordstrom's made a donation to the local chapter of the MDA in the form of purchasing one ticket for the "RESURRECTED RIDE" ([www.resurrectedride.com](http://www.resurrectedride.com)) for each invoice totaling \$35.00 or more. The earth day event totaled well over 100 tickets. Nordstrom's Employee's also cleaned over 7 Miles of Highway road ditches on Wednesday Evening in Honor of Earth Day! Nordstrom's Automotive is the Areas only Gold Seal, Certified Auto Recycler, and we are working hard to do our part to create a Greener world; one Green part at a time!

**RJ MCCLELLAN:** RJ McClellan has moved down the road to new offices. We now have an office where the roof doesn't leak, there's hot running water and we have lots of windows to the world. It's sort of like crawling out of a tomb! We are very excited. Same phone numbers and email for now.

Our new address is:  
445 Broadway Avenue, Suite 500  
St. Paul Park, MN 55071  
651-458-0089  
800-525-4589  
[journal@backback.net](mailto:journal@backback.net)

**SHARP AUTO PARTS:** Belated Birthday greetings to Patrick Garrity (June 16)

A birthday is just the first day of another 365-day journey around the sun. Enjoy the trip. ~ *Author Unknown* ~

**U PULL R PARTS – ROSEMOUNT:** Happy Belated Birthday to Carl Genz (June 27) The older the fiddler, the sweeter the tune. ~ *Pope Paul VI* ~

## WELCOME TO ARM'S NEW MEMBERS

### FULL MEMBER ST. FRANCIS AUTO PARTS, INC.

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# ARM NEWS

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**Behr Mason City, LLC**  
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**Big Lake Auto Repairable**  
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**Car-Part.com**  
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**Chiefs Towing**  
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**Coldwell Banker Burnet**  
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# INDUSTRY NEWS

## Steel Demand Pick Up Seen Sluggish at Best in 2009

Reuters (04/29/09) Vaporean, Carole

Analysts at ISRI's recent annual convention in Las Vegas projected a sluggish increase in demand for steel in late 2009. CRU analyst Gavin Montgomery warned that "conditions could become so severe that we could see permanent removal of steelmaking capacity in some higher-cost areas." CRU anticipated a 22 percent decline in global demand for steel sheet products in 2009, totaling 300 million tons versus 380 million tons last year. Montgomery forecast that absolute consumption levels will not return to 2007 and 2008 levels until 2012, noting that "any upturn in price will be limited as demand recovery is expected to

be quite gradual and overcapacity is a problem throughout the industry." Analyst Chuck Bradford noted that 30 percent of steel is used in construction and infrastructure building, arguing that minimills should be aided by government stimulus money, which will start taking effect sometime in the second half of 2009 and into 2010. He said he was expecting a pickup in steel inventories, or at least no reduction in steel inventories, during the next several months. "You can't liquidate inventories forever," Bradford said at the convention.

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# INDUSTRY NEWS

## NVMSRP Update: Turn in Your Buckets Soon as Funding Will Expire

The National Vehicle Mercury Switch Recovery Program (NVMSRP) budget, which funds the incentive portion of the program, is on pace to run out this summer. The End-of-Life-Vehicle (ELV) program will continue accepting switches through 2012 and ARA will continue to seek alternative funding sources to ensure you get the most for your efforts.

As a result of the tremendous effort you have played by pulling mercury-containing convenience light switches, we have prevented over five thousand pounds of mercury from entering the environment. More than seven thousand automotive recyclers have turned in over 2.3 million switches to date.

Recovering mercury-containing convenience light switches from vehicles being dismantled is

both an economical and environmentally sound business decision. Receive \$4 for each and every mercury light switch you collect and turn in. The program is making great strides because of ARA recyclers who invest the time and effort in this program.

NVMSRP is a voluntary system by which auto manufacturers, steelmakers, auto dismantlers/recyclers, scrap recyclers, environmental groups, state environmental agencies, and the U.S. Environmental Protection Agency (EPA) work together cooperatively to remove mercury that might otherwise be emitted into the environment.

To find out more about the NVMSRP and how you can get involved, contact ELVS Solutions at 1-877-225-2587 or visit [www.elvsolutions.org](http://www.elvsolutions.org).

*Reprinted with permission of ARA.*

## eBay Motors and Hollander to Unlock Used Auto Parts Inventory with Exclusive Online Deal

SAN JOSE, Calif. (May 19, 2009) - eBay Motors ([www.ebaymotors.com](http://www.ebaymotors.com)) (Nasdaq:EBAY), the #1 online automotive marketplace worldwide,

announced an exclusive agreement with Hollander, a Solera company (NYSE: SLH) and the leading provider of auto recycling and parts yard management solutions in the U.S. and Canada, to provide access to over \$2.7 billion in retail value of used parts inventory on eBay Motors. Hollander's inventory represents nearly 60 percent of the available used parts market and marks the first time their more than 3,000 auto recyclers, rebuilders and collectors will have the ability to list items online-reaching nearly 12 million unique monthly visitors on the eBay Motors site.

Hollander's enterprise resource tool will power the listings which will then feed directly on to eBay

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# INDUSTRY NEWS

Motors. The launch is expected to take place by year end 2009. Our goal is to connect buyers and sellers in a global marketplace with the largest selection of great deals,” said Rob Chesney, vice president, eBay Motors, Marketplaces. “Working with Hollander essentially doubles the eBay Motors selection—already the largest parts inventory on the web—and reinforces our position as a leading automotive destination online with access to the best inventory in the used, refurbished and liquidation automotive parts and accessories space.”

“Hollander has been helping auto recyclers sell parts effectively and efficiently for more than 70 years,” said Tony Aquila, founder, chairman and chief executive officer of Solera. “With eBay Motors we are unlocking an unprecedented number of recycled parts new to ecommerce and creating a cost-

effective and value driven solution for both auto recyclers and eBay Motors users.” By exposing millions of what are often described as used or recycled parts and accessories for the first time on the eBay Motors’ automotive marketplace, buyers have even broader access to an extensive selection of great deals on a national scale. This includes many hard to find, used original equipment manufacturer (OEM) or oftentimes refurbished items previously only available through catalogs or recycling yards.

*“A journey of a thousand miles must begin with a single step.”*

*Lao-tzu  
Day by Day*



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# INDUSTRY NEWS

## Time Warping Automotive Recycling

What do high-speed cameras, “Time Warp” and automotive recycling all have in common? ARA member Nissenbaum’s Auto Parts, Inc. in Somerville, MA has become the setting of yet another television show; bringing to life the secret world of automotive recycling as they slow things down, or should we say speed things up?

High-speed imaging cameras, once only used in a scientific setting to record such events as automobile crash tests, have now moved into the world of entertainment. Recording such events as the beating of humming bird wings and a water droplet as it gently drops into a puddle, the camera has opened up a new world of perception for television viewers, while unlocking incredible scientific discovery.

On television, videos are broadcast at a frame rate of 30 frames per second. These frames of spliced images come together to create an animat-

ed motion that is comfortable to our human eyes. The high-speed camera is capable of recording up to 325,000 frames per second, which would then create a three hour segment out of just one second. When the cameras are working that fast, high-powered lighting is needed, and the crew members have to use oven mitts to focus the lens. Imagine the detail and wonder that is captured during just one high-speed recorded second!

Discovery Channel’s “Time Warp” television program features high-speed filming as the focal plot of its show. Now, after visiting Nissenbaum’s Auto Parts, Inc., they will soon be featuring a high-speed imaging segment on automotive recycling. Look for the segment to be aired on the Discovery Channel in approximately 6 weeks.

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(For instance, submit items for the Sept / Oct newsletter by August 10th.)

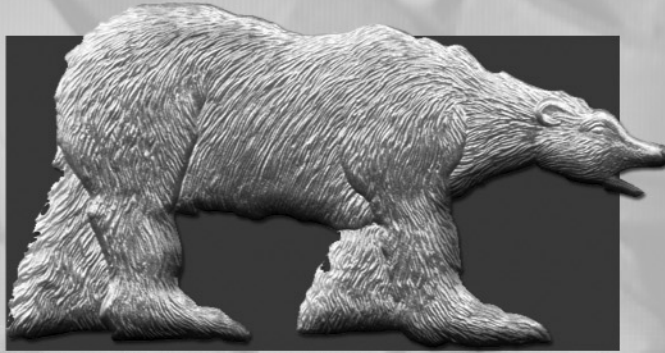
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