



THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

NOVEMBER/DECEMBER 2009

Family Day at the Horse Races ARM'S Annual Summer Outing

This year the ARM Summer Outing took place on Sunday, August 23rd at Canterbury Park Horse Track in Shakopee, Minnesota. We could not have pre-ordered more perfect weather with azure skies, lots of sunshine, a cool gentle breeze and temperatures in the high 70's.

This was a family oriented event and we had 125 guests of all ages. We were delighted to see so many little ones at the Outing and were able to keep them happy and occupied with specialty kiddie bags provided compliments of Trissel Graham & Toole.

The event started at noon in the open air Wild Horse Saloon provided compliments of Northern Metal Recycling and specially reserved for ARM guests only. The Wild Horse Saloon was a perfect spot for our gathering – with an

open air set up, roofing for relief from the sun and a huge deck right up against the track to view all the action.

People had time to place a few bets and take in a few races before a Sunday country style meal, sponsored by Northern Metal Recycling, was served. One word – delicious!

After lunch ARM Board President Carl Genz and Board Member Chris Bickmann presided over the drawings for door prizes where a variety of board games and tickets to sporting events were given away. All of the prizes were provided by Trissel Graham & Toole.

Canterbury Park provided our group with a \$200 betting voucher, and our ever-wily Board was able to parlay that into \$78

*Summer Outing
continued on page 12*



"The Automotive Recyclers of Minnesota Derby"

August 23, 2009

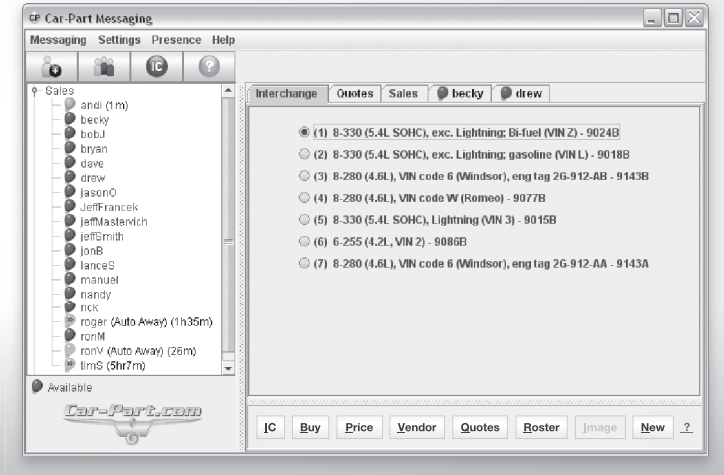


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ARM NEWS



**THE
MINNESOTA
RECYCLER**

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

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

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

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Email: terrys@aaaparts.com



ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting August 12, 2009 – Lord Fletcher's, Spring Park, MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 6:06 p.m. by ARM President, Carl Genz. **Board present:** Dan Brekke, Chris Bickmann, Patrick Garrity, Carl Genz, Mark Hortman, Rick Lemke, Dave Marofsky & Shane Rudd. Jesse Faust arrived at 6:30 p.m. **Board Absent:** Randy Davis, Paul Lang, Terry Stenglein. **Staff Present:** Kelly Lynch-Salseg. **Guests:** Derek Iverson & Guest from Waddell & Reed.

Brekke informed the board that Jesse Faust (Viking Auto Salvage) has agreed to join the ARM Board effective immediately upon board approval. Faust's 1st term would end December 31, 2012. **Brekke motioned to approve Faust as a new board member; Lemke seconded. Motion carried.**

June 2009 board meeting minutes were reviewed. **Brekke motioned to approve the minutes; Marofsky seconded. Motion carried.**

Presentation by Derek Iverson of Waddell & Reed regarding ARM Association and Foundation investment portfolio, as well as an overview of developments in the market over the past several months.

ARM Association: Iverson recommended the following changes to the Association Portfolio: Liquidate Ivy Real Estate Fund and transfer to Global Natural Resources (GNR); transfer \$2500 from Adv Bond Fund to GNR & \$2500 to Science & Technology Fund; transfer \$1250 from Core Investment Fund to Pacific Opportunities Fund and \$1250 to Micro Cap Fund; transfer \$2500 from Adv Div Inc Fund to Capital Apprec. Fund; transfer \$1250 from Accumulative Fund to Pacific Opportunities & \$1250 to Micro Cap.

ARM Foundation: Iverson recommended the following changes to the Foundation portfolio: Remove \$5,000 from Cash Management Fund and place \$1,000 into each of the following funds – Science & Technology, Micro Cap, Pacific Opportunities, Capital Apprec. & GNR; transfer \$2500 from Adv Bond Fund to GNR and \$2500 to Science & Technology; transfer \$1250 from Core Inv. to Cap. Apprec.; transfer \$1250 from Accumulative A to Capital Apprec.; transfer \$2500 from High Income Fund to Pacific Oppor.and \$2500 to Micro Cap; Liquidate Ivy Real Estate Fund and transfer to GNR.

Hortman motioned to adopt Iverson's recommendations for Association and Foundation portfolios; Bickmann seconded. Motion carried.

Paper work to complete such transfers was completed.

Association and Foundation Financials were presented by Hortman and reviewed by board.

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

Executive Directors Report:

Membership: It was reported that ARM has 4 new associate members: Bumper Warehouse (St Paul); David Ruberg Repair Service (Winona); SAV Transportation Group (Coon Rapids); Zurich (Edina).

MN CAR: Lemke will contact Kendziorski to get 2009 MN CAR audits rolling.

2009 Convention: We have received the proceeds from the 2009 convention and they will be deposited soon.

2010 Convention: It was reported that the

ARM NEWS

committee work between Wisconsin and Minnesota associations has been split up and ARM committee chairs were determined and committee assignments were made.

E.D. recommended offering a 10% discount to all current ARM yards that attend the 2010 convention – on their 2011 membership. *Brekke motioned to accept recommendation; Garrity seconded. Motion carried.*

E.D. recommended ARM offer a free 2010 membership (April – Dec 31, 2010) to all MN yards (NON ARM members) that attend the 2010 convention. *Hortman motioned to accept recommendation; Marofsky seconded. Motion carried.*

Summer & Winter Outings: E.D. gave an update on the Summer Outing. It was determined that ARM will again hold the Winter Outing at McQuoid's and E.D. will contact McQuoid's to

look into available dates.

President's Report:

Genz updated the board on GM no longer funding mercury switch removal on GM cars & inquired as to yards progress and status on NMVTIS reporting.

Genz also reported on meetings between himself and ARM member Schulz (AAA) and two labs regarding storm water kits. Genz is looking into possible ARM member discount rates on these kits and other options that may be available.

Date & Tentative Location of next meeting:
Wednesday, October 7, 6 p.m., Manheim's in Maple Grove.

There being no further business, *Brekke motioned to adjourn the meeting at 8:31 p.m.; Marofsky seconded the motion. Motion carried.*

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ARM NEWS

Message from the President

By: Carl Genz

Here we are in another change of seasons. I am sure with fall here and the football season upon us everyone is getting their hotel reservations in Miami and tickets for the VIKINGS Super Bowl game with the addition of the savior Brett Favre. I am sure Wisconsin is green with envy.

On a more serious note the Storm Water monitoring has been delayed due to public hearings on the matter.

ARM will update you of any news in this matter.

For those who are not in the MN CAR program you may want to take a look at the program again - with the world trying to become more green. MN CAR will help you in establishing and maintaining a more environmentally friendly yard. If you have any questions regarding this or any other problems



related to our industry, contact Kelly at the ARM office. She will be able to help you get an answer or find someone who can help you.

I want to thank SAV Transportation Group for their presentation on shipping savings for recyclers. ARM will get information out to its members about SAV Transportation Group. I would also like to thank Minneapolis Auto Auction for their hospitality in

hosting our October Board meeting. We enjoyed the tour of their facility.

CARS of Wisconsin and ARM have been working hard on the UPPER MIDWEST AUTO & TRUCK RECYCLERS CONVENTION & TRADE SHOW. We have a lot of fun and informative programs for everyone. One of the items is

Salvage Yard Art with a Baseball Tailgating theme with items made from a salvage yard. It would consist of making something that could decorate, be functional, or sat upon at a tailgate party for a baseball game. This is your big chance to express your talent and be recognized in the world of art. Also back by popular demand is the high speed racing of the Valve Covers. Get your valve covers ready.

Enjoy the fall season and I look forward to seeing everyone at the ARM winter outing. Remember snow is just around the corner.

HIT A GRAND SLAM AT THE 2010 UPPER MIDWEST AUTO & TRUCK RECYCLERS CONVENTION & TRADE SHOW APRIL 9 & 10, 2010

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Concerned Auto Recyclers of Wisconsin*

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ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

All ARM Full members (scholarships not available to Associate members) will soon be mailed application materials from the ARM Foundation for 2010. These materials will also be posted on the ARM web site (www.autorecyclersmn.net) and in the January/February 2010 issue of this newsletter.

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, 2010. Any yard owner, yard owners' dependents, employees or dependents of your employees who will be attending college in 2010 qualify to apply. The deadline to apply for a scholarship is March 1, 2010. All applications must be complete and post-marked by that date or they cannot be considered. If you have any questions regarding the scholarship application process please feel free to contact me.

Also – please consider making a donation to the Automotive Recyclers of Minnesota (ARM) Foundation. The ARM Foundation is funded through the donations of ARM members, fund raisers, and investments. In 2009, the ARM Foundation was able to grant 5 - \$1,000 scholarships to some very worthy students. At this time in our country, support from foundations such as the ARM Foundation is at an all time high.

Colleges that do not have large endowments are cutting back on scholarships, grants and other forms of financial aid available to students. They have funding but at this time are not going to touch the principle but will most likely only dip into the interest, which is a problem. Because of the worldwide financial crises, colleges fear they will not be



able to meet the financial needs of students.

In addition, states are also experiencing a budget crisis. Most states are cutting funding to many programs with everything on the table. States rely on taxes for income. If businesses make less money, they pay less in taxes. If states cut funding to colleges in the form of state tuition grants, that is going to add yet another burden to students attending private colleges.

As more students are considering college as an option it's a shame that this worthy goal may be out of reach for so many.

If you are able, please consider supporting the ARM Foundation in what ever amount you are able, so that we can continue to play an important role in supporting the education of ARM member's children and the children of their employees.

Please be aware that your contribution is tax-deductible to the full extent of the law. Checks should be made payable to the "ARM Foundation" and mailed to ARM Foundation, 3333 Skycroft Circle, Minneapolis, MN 55418.

Thank you for your support!



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ARM NEWS

New Storm Water Regulations Both a Burden and an Opportunity

By
David Kendziorski
MN-CAR Program Manager

In early 2010, the new MPCA Industrial Storm Water Permit is expected to take effect. The new permit will require recyclers to revise their storm water pollution prevention plans (SWPPPs) and begin benchmark monitoring. Re-writing your SWPPP will be time-consuming and a bit complicated. But the benchmark monitoring will be the greatest burden, requiring that you:

- Make arrangements with an analytical laboratory for the sample equipment and procedures
- Collect storm water samples in accordance with the permit guidelines
- Compare your sample results to benchmark limits set by MPCA
- Modify your management practices to help meet any benchmarks that are violated
- Meet any additional Total Maximum Daily Load (TMDL) requirements

The added expense, labor, and confusion are bad enough, but we should be most concerned about the unknowns: Will the storm water samples be representative of runoff from our facilities? What will the sampling data show? How will that data be used by MPCA? What changes to your management practices will MPCA expect if the benchmarks are violated? Are facilities vulnerable to third-party lawsuits if the benchmarks are violated? What additional requirements might be imposed by the TMDLs?

Fortunately, ARM is well positioned to help members comply with the permit and reduce the risk of an enforcement action. Here's why:

1. Eric Schulz from AAA Auto Salvage is a member of the industrial storm water permit workgroup which has been working on the permit over the past three years. Eric can help us understand MPCA's intent and expectations, and he serves as an important point of contact for MPCA.
2. The MN-CAR program offers professional expert storm water assistance. Members will receive help with their SWPPP, sampling guidance, and review of their sampling results at no additional cost.
3. In the September/October 2008 issue of The Minnesota Recycler, Eric discussed the possibility of coordinating the laboratory analysis for ARM members. Other suggestions might include compiling and interpreting the sampling data as a group, tracking the data over time to document improvements, and developing new management



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practices that are acceptable to MPCA.

The storm water permit provides an opportunity to help auto recyclers achieve a high level of compliance and reduce their risks. This will further improve the credibility of ARM as an organization

that represents responsible and professional auto recyclers. It may also allow us to develop a positive working relationship with MPCA that will be helpful as members address a variety of environmental issues.

2009 MN-CAR Members

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Jerry's Auto Salvage
John's Auto Parts
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D.B.A. (if applicable): _____

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City: _____ State: _____

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Phone: _____ Fax: _____

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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

... Summer Outing continued from cover

in winnings which was donated to the ARM Scholarship Foundation.

The 6th race of the day was an ARM sponsored race, and ARM members were able to have their picture taken in the Winner's Circle (see picture on front cover).

This was the first time ARM has held an event at Canterbury Park and it was a terrific time! We would like to thank all of you that attended – and our sponsors! We would not be able to hold such events without the support of our members.

**THANK YOU TO
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Summer Outing 2009 in Pictures



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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, #7 Waste Oil Heaters, #6 Hot Work Controls, and #5 Housekeeping Salvage Yards Inside and Outside of buildings. In true top 10 fashion, here's #4 on the list of the most important loss control best practices for auto salvage recyclers ...

Best Practice #4: Public Protection, Customer Hazards

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from costly law suits and bad publicity. Things to consider when protecting the public in your business from hazards are customers in unattended areas, and injuries resulting from handling the stock. Customers arrive at your business in the parking lot with potential hazards to their vehicles. As they walk the parking lot and through the front door to your customer counter they need good lighting and walking surfaces free of trip hazards. Customer and production work areas should be segregated and the signs should direct your customer if not obvious to the counter for help. When customers need to see salvage vehicles or parts in the yard they should be escorted by key personnel in a well organized and illuminated yard areas. Allowing customers to remove parts from salvage not only potentially damages other good parts on a salvage vehicle but may allow the customer to injure themselves on your property.

As a result of the potential customer injuries, and as a measure to keep losses and insurance premiums to a minimum, here is best practices recommendation #5.

Provide a safe environment for your customers. Parking lots should have level surfaces, free of pot holes and trip hazards with well marked parking spaces, parking bumpers and good lighting. Customer access areas should be limited and signs should be posted to keep customers out of the shop and production areas. Always provide competent personnel to escort customers to the yard area. The yard area should be well organized and free of trip hazards. Only trained employees should remove parts from salvage vehicles to reduce the potential for customer injuries on your premises. Scrap piles and stacked salvage waiting for the crusher

should be stored away from customer areas. Stacked salvage should be in stable piles no more than two cars high to prevent accidental tip over or unstable piles.

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 #3.

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@wellsfargois.com.

*"You can do everything
you ought to do."*

Anonymous, Day by Day



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ARM NEWS

What's New With You?

DYKE'S AUTO SALVAGE: HAPPY BIRTHDAY TO JIM WOLTERSTORFF (November 21) *"Youth is a circumstance you can't do anything about. The trick is to grow up without getting old."* ~ Frank Lloyd Wright

ELITE AUTO: Shane Rudd is celebrating another birthday on November 21st. *"Age is strictly a case of mind over matter. If you don't mind, it doesn't matter."* ~ Jack Benny

HUTCH AUTO & TRUCK PARTS: BIRTHDAY GREETINGS GO OUT TO ROBBIE BAJARI who will be celebrating another year on December 13th. *"We are always the same age inside."* ~ Gertrude Stein

JOHN'S AUTO PARTS: HAPPY BIRTHDAY TO MARK HORTMAN – celebrating another year on November 30th. *"Wrinkles should merely indicate where smiles have been."* ~Mark Twain

MARCO AUTO RECYCLING: Join the ARM Board and staff in wishing DAVE MAROF-SKY a HAPPY BIRTHDAY (November 27). *"To me, old age is always fifteen years older than I am."* ~ Bernard M. Baruch

SCHAEFER AUTO: Schaefer Auto is happy to report they are now selling quality used parts and late model repairables.

URG: URG asks you to join them in welcoming new staff to the URG team: **Andrea Schleissinger**, Administrator & Program Assistant. Andrea joined URG on August 21st. Andrea's primary focus will be the new Salvage Acquisition Program. She will be marketing & working on all follow up with this program. Andrea is familiarizing herself with all URG Programs to assist URG members with their benefits.

Kristin Sutherland, Bookkeeper. Kristin joined URG in May. Kristin's primary focus will be on the Accounts Receivable & Payables. Kristin has been assisting with the software load for NMVTIS and taking Coop orders.

RJ McCLELLAN, INC. – The company president & founder, Ron McClellan is celebrating his 47th wedding anniversary with his wife, Michele, on November 2. They are celebrating their anniversary in Las Vegas while attending the SEMA, AAPEX, NACE, and CARS Shows.

In addition, the company is also celebrating in December the 17th Anniversary of their publication, The Auto Body Journal. The Auto Body Journal is mailed to body/collision repair shops in Iowa, Minnesota, Wisconsin, North and South Dakota.

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

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QUALITY USED AUTO PARTS



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320-763-4231

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NATIONWIDE:
800-450-6500

www.BudgetofAlex.com

ARM HAS YOUR BAGS!!

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

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

	ARM MEMBER	NON-MEMBER	Qty.	Price
Plastic bags:				
18 x 24 – 250/pkg. 3 MIL Thickness	\$35.00 + tax	\$40.00 + tax	_____ X _____	
Subtotal				_____
Minnesota & Hennepin Cty. Sales Tax 7.125%				_____
Shipping (\$10.00 per package)				_____
TOTAL DUE				_____

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

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

MEMBER **NONMEMBER**

Shipping Address:

Name _____
 Company: _____
 Address _____
 City, State, Zip _____
 Phone _____ Fax _____

Billling Address (if different):

Name _____
 Company: _____
 Address _____
 City, State, Zip _____
 Phone _____ Fax _____

Payment Method:

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

Amount _____

Credit Card# _____ Exp. Date _____

Name on Card _____

Authorized Signature _____ Date _____

Mail To:

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

ARM NEWS

2010 ARM MEMBERSHIP RENEWAL

YOU SHOULD ALREADY HAVE RECEIVED YOUR 2010 ARM MEMBERSHIP RENEWAL NOTICE. IF YOU HAVE NOT ALREADY RETURNED YOUR RENEWAL FORM, PLEASE DO SO AS SOON AS POSSIBLE. PLEASE MAKE SURE TO REVIEW ALL OF THE INFORMATION VERY CAREFULLY, MAKING ANY UPDATES OR CORRECTIONS NECESSARY, AS THIS INFORMATION WILL BE THE BASIS FOR YOUR LISTING ON THE ARM WEBSITE AND 2010 ARM MEMBERSHIP DIRECTORY. YOUR PROMPT RESPONSE TO YOUR RENEWAL NOTICE WILL SAVE YOUR ASSOCIATION TIME AND MONEY.

THANK YOU FOR YOUR COOPERATION!!!

Dear ARM members:

Automotive Recyclers of Minnesota (ARM) is pleased to announce our 4TH ANNUAL WINTER OUTING scheduled for Friday & Saturday, January 29 & 30, 2010. The Winter Outing will again be held at McQuoid's Inn (www.mcquoidsinn.com) on Lake Mille Lacs in Isle, Minnesota.

This event is designed for ARM members to gather in a fun and relaxing environment in order to socialize, converse and learn more about their fellow recyclers and ARM's associate members.

As in years past, the weekend will feature a Hospitality Suite Condo (food and beer provided), The Northern Metal Recycling Ice Fishing Contest, and the ever-popular Saturday night Adolph's Catalytic Converters & Cores Chili Cook Off Competition. Winners of the Northern Metal Recycling Ice Fishing Contest & the Adolph's Catalytic Converters & Cores Chili Cook Off will receive generous cash prizes. In addition, we will also have a meeting room at the resort designated for sponsors to display literature and other promotional materials. Attendance at the Winter Outing has grown year after year and has become our most popular gathering and a tradition for all.

ARM asks that you consider partnering in this event as a sponsor.

In return for your generous sponsorship, your company's name will be publicized in Winter Outing materials, in the ARM newsletter – The Minnesota Recycler, on the ARM web site and in signage at the event. As a sponsor you will also be free to display your literature and promotional materials in the Vendor Area. **DISPLAY OF MATERIALS IS STRICTLY LIMITED TO SPONSORS!**

We hope you will be able to support ARM by becoming a sponsor of this event. In order to become a sponsor, simply fill out the sponsorship form in this newsletter and return to the ARM office with your payment, or call Kelly Lynch-Salseg directly at (612) 781-5555.

Thank you for your support!

Sincerely,

Kelly Lynch-Salseg

Executive Director

Carl Genz

Board President



Automotive Recyclers of Minnesota 4th Annual Winter Outing - Sponsorship Application Friday & Saturday, January 29 & 30, 2010

Hospitality Suite...Sole Sponsorship - \$1500... Shared Sponsorship (2) - \$750

Your company's name will be publicized in event literature, event signage, on the ARM web site and in the ARM newsletter - The Minnesota Recycler. We have also reserved a Vendor Room where your company may display materials, promotional items, etc. This room is reserved for display by event sponsors only.

Vendor Room ...\$500

Your company's name will be publicized in event literature, event signage, on the ARM web site and in the ARM newsletter - The Minnesota Recycler. You will receive sole signage in the Vendor Room where sponsors may display materials, promotional items, etc. This room is reserved for display by event sponsors only.

General Event Sponsor...\$300

Your company's name will be publicized in event literature, event signage, on the ARM web site and in the ARM newsletter - The Minnesota Recycler. We have also reserved a Vendor Room where your company may display materials, promotional items, etc. This room is reserved for display by event sponsors only.

Firm Name & Contact Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

Payment Method:

I have enclosed a check made payable to "ARM" in the amount of \$ _____

For Credit card payment, please complete the information below. We accept Visa and master Card.

Name on card _____ Exp. Date _____

Credit Card Number _____ 3 Digit Security Code _____

Signature _____

**RETURN WITH PAYMENT TO: ARM, 3333 Skycroft Circle, Minneapolis, MN 55418.
Phone: (612) 781-5555 • Fax: (612) 781-7052 • Email: autorecyclersmn@bitstream.net**

Thank you to our sponsors:

**Northern Metal Recycling • Adolph's Catalytic Converters & Cores
AAA Auto Salvage**

Automotive Recyclers of MN 4th Annual Winter Outing

Friday & Saturday, January 29 & 30, 2010

FREE BEER! FREE FOOD! FREE FUN!

Northern Metal Recycling Ice Fishing Contest!

Adolph's Converters & Cores Chili Cook Off!

Cash Prizes! Trophies!

**Registration ONLY \$25
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 one of 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 \$25 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 \$50 for the weekend (the \$50 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.

*Registration materials also available on the ARM web site (www.autorecyclersmn.net)
Please call Kelly Lynch-Salseg at (612) 781-5555 with any questions.*

Hospitality Suite

Friday, January 29

OPENS at 5:00 PM

FREE beer and appetizers.

(Beer provided - you are free to BYOB)

Saturday, January 30

Reopens at 4PM

Free beer, taste & cast your vote for the best dang chili in Adolph's Converters & Cores Chili Cook Off!
Awarding of Cash prizes!



Adolph's Converters & Cores Chili Cook-Off \$200 Prize

Saturday, January 30, 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 \$200 cash prize!



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

Saturday, January 30 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 6 p.m. in Hospitality Suite.



Schedule of Events

Friday, January 29, 2010

3PM Northern Metal Recycling Deluxe Fish House Open for General Use
(One for serious fishing & one for not so serious fishing)

4PM ARM Board Meeting – Hospitality Suite

5PM Hospitality Suite Opens

Saturday, January 30, 2010

9AM–3PM Northern Metal Recycling Ice Fishing Contest

1PM Lunch, compliments of AAA Auto Salvage, available for pick up in the vendor area

4PM Hospitality Suite Opens

6PM Tasting, Judging, & Awarding of cash prizes for the 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 30, 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 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.

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

ARM NEWS

ARM 2010 WINTER OUTING REGISTRATION FORM

**REGISTRATION FORMS MUST BE RETURNED TO ARM OFFICE
NO LATER THAN FRIDAY, JANUARY 25, 2010.**

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 _____ (\$25.00)
- #2 Name _____ (\$25.00)
- #3 Name _____ (\$25.00)
- #4 Name _____ (\$25.00)
- #5 Name _____ (\$25.00)
- #6 Name _____ (\$25.00)
- #7 Name _____ (\$25.00)
- #8 Name _____ (\$25.00)

TOTAL \$ _____

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.

Name _____

Name _____

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

Company Name & Contact Person _____

Payment Method:

I have enclosed a check made payable to "ARM" in the amount of \$ _____

For Credit card payment, please complete the information below. We accept Visa and master Card.

Name on card _____

Credit Card Number _____

Exp. Date _____ 3 Digit Security Code _____

Signature _____

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

ARM NEWS

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!!

Save the Date!

April 9 & 10, 2010

2010 Upper Midwest Auto & Truck Recyclers Convention & Trade Show

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– bring the kids and make it a family get away!
We are arranging for discounted admissions to all of these national family attractions!
- ☆ **Lots of other exciting new features to make this the best regional show around!**
- ☆ **Additional information coming your way soon!**



Co-Hosted By: Automotive Recyclers of Minnesota
& Concerned Auto Recyclers of Wisconsin



For Additional Information Contact: Kelly Lynch-Salseg 612-781-5555

ARM NEWS

THE UN-COMFORT ZONE with Robert Wilson Thrown into the Driver's Seat

On June 29, 1863, a 23 year old First Lieutenant received an unexpected promotion. The freckle faced, strawberry blonde, who graduated at the bottom of his class at West Point, was elevated directly to the rank of Brigadier General in the Union Army. He completely skipped over the traditional ranks in between of Captain, Major, and Colonel. As you can imagine such a promotion was met with skepticism, dismay, and envy by his former peers and superiors. Especially at a time when the South was winning against the North during the American Civil War.

Major General Alfred Pleasonton, who promoted the boy, saw his gamble put to the test just four days later in the Battle of Gettysburg. The young general was put in charge of the Michigan Cavalry and tasked with keeping Confederate General Jeb Stuart from attacking the Union Army's rear.

Was he up to the task? Could he keep that dubious star on his shoulder that so many wanted removed? Motivated by the desire to prove himself, George Armstrong Custer, his gleaming saber outstretched in front of him, led the cavalry charge

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IGI is Integrity -- Expertise -- Responsiveness - Innovation - Respect

ARM NEWS

and held the Union line. His successful leadership served as a crucial contribution to the battle that was the turning point in the North winning the war.

When leadership is thrust upon us, many of us are motivated to rise to the occasion. Sometimes, however, leadership must rise in a vacuum. What motivates us to become leaders when there are none?

A few years ago, five friends and I went white water rafting for the very first time. We went on the upper Ocoee River in Tennessee where the rapids are rated Class Four. Not exactly the best choice for beginners, but we had a competent guide, who gave us plenty of instructions on when and how to paddle. He was so good that we were the only rafters in a group of ten rafts that did not capsize and get soaked.

Then halfway through our trip, we went over a small waterfall. When our rubber raft hit the bottom it bent in the middle and folded up like a book. When it sprung back apart our guide was catapulted from the boat and landed several feet behind us. As our leaderless raft sped forward, getting further and further away from our guide, five of us thought, "Uh, oh, what are we going to do!" Before we could panic, my friend Bill started barking commands, "Left side four strokes! Right side two strokes!" With great relief we followed his orders and within minutes he had us safely out of the rushing white water and into the calmer water by the river bank where our guide was able to catch up to us.

A leadership role can jump start motivation. When you have the responsibility of guiding others, it forces you to guide yourself first. I have found that volunteering for leadership roles at work and for non-profit organizations to be self-motivating. Back in the early 1990's, I had a particularly bad year. My mother passed away, a business venture failed, and I had a falling out with my best friend. Needless to say, I was in a funk, and seriously needed something to move me out it.

That's when I learned that my community association needed a new President. It was a huge job with a two year commitment that required fund raising, event planning, managing several committees, and supervising dozens of volunteers. It consumed tons of my time, but it also taught me that I could do more in a day than I ever knew. During that same two year period, I launched two new businesses both of which became success stories.

As a manager, you can motivate your employees (or your volunteers) by giving them a mantle of leadership. Suddenly he or she will no longer be just another disaffected cog in the wheel. But with a position of responsibility, those persons will be empowered to do more and be more. Sure, it may require a greater effort on your part, but you will challenge their minds, expand their abilities, and imbue them with a sense of accomplishment.

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



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ARM NEWS

Scrap Commodities Market Report Sept/Oct 2009 Approximate Pricing

Crushed Cars	145.00 NT
Prepared Iron	200.00 NT
Motor Blocks	110.00 NT
Aluminum Rims	0.50/LB
Aluminum Condensers	0.45/LB
Copper Radiators	1.10/LB
Aluminum Case Transmissions	0.10/LB
Dirty Aluminum	0.12/LB
Batteries	0.12/LB
Lead Wheel Weights	0.23/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.

"It's almost impossible to smile on the outside without feeling better on the inside."

*Anonymous
Day by Day*

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325 Sheridan Road
Foley, MN 56329
Phone: 320-968-4505
Fax: 320-968-4506

E-mail: loren@lorenscollisionplus.com
www.lorenscollisionplus.com

ASSOCIATE MEMBERS

LSB FINANCIAL – PETERSEN-HILL INSURANCE

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219 Main Street
Cedar Falls, Iowa 50613
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Toll Free: 800-907-4242
Fax: 319-268-4211
Email: adamb@mylsb.com
www.mylsb.com

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Buffalo, MN 55313
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Fax: 763-682-0213
Email: hlonder@aol.com



REASONS TO JOIN AUTOMOTIVE RECYCLERS OF MINNESOTA

Newsletter

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

Membership Directory

- **Over 3,500 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 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:

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.*

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ASK ABOUT OUR "NO MONEY DOWN" SETUP OPTION



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- Automatically calculates warranty prices
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Advanced Management Reports

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<http://products.Car-Part.com>

Car-Part.com



ARM NEWS

Roth 401(K)

Some employers offer 401(k) plan participants the opportunity to make Roth 401(k) contributions.



If you're lucky enough to work for an employer who offers this option, Roth contributions could play an important role in maximizing your retirement income.

What is a Roth 401(k)?

A Roth 401(k) is simply a traditional 401(k) plan that accepts Roth 401(k) contributions. Roth 401(k) contributions are made on an after-tax basis, just like Roth IRA contributions. This means there's no up-front tax benefit, but if certain condi-

tions are met, your Roth 401(k) contributions and all accumulated investment earnings on those contributions are free from federal income tax when distributed from the plan. (403(b) plans can also allow Roth contributions.)

Who can contribute?

Unlike Roth IRAs, where individuals who earn more than a certain dollar amount aren't allowed to contribute, you can make Roth contributions, regardless of your salary level, as soon as you're eligible to participate in the plan. And while a 401(k) plan can require employees to wait up to one year before they become eligible to contribute, many plans allow you to contribute beginning with your first paycheck.

How much can I contribute?

There's an overall cap on your combined pretax and Roth 401(k) contributions. In 2009, you can contribute up to \$16,500 of your pay (\$22,000 if you're age 50 or older) to a 401(k) plan. You can split your contribution any way you wish. For example, you can make \$9,500 of Roth contributions and \$7,000 of pretax 401(k) contributions. It's up to you.

But keep in mind that if you also contribute to another employer's 401(k), 403(b), SIMPLE, or SAR-SEP plan, your total contributions to all of these plans--both pretax and Roth--can't exceed \$16,500 in 2009 (\$22,000 if you're age 50 or older). It's your responsibility to make sure you don't exceed these limits if you contribute to plans of more than one employer.

Can I also contribute to a Roth IRA?

Yes. Your participation in a Roth 401(k) plan has no impact on your ability to contribute to a Roth IRA. You can contribute to both if you wish

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(assuming you meet the Roth IRA income limits). You can contribute up to \$5,000 to a Roth IRA in 2009, \$6,000 if you're age 50 or older (or, if less, 100% of your taxable compensation).

Should I make pretax or Roth 401(k) contributions?

When you make pretax 401(k) contributions, you don't pay current income taxes on those dollars (which means more take-home pay compared to an after-tax Roth contribution of the same amount). But your contributions and investment earnings are fully taxable when you receive a distribution from the plan. In contrast, Roth 401(k) contributions are subject to income taxes up front, but qualified distributions of your contributions and earnings are entirely free from federal income tax.

Which is the better option depends upon your personal situation. If you think you'll be in a similar or higher tax bracket when you retire, Roth 401(k) contributions may be more appealing, since you'll effectively lock in today's lower tax rates. However, if you think you'll be in a lower tax bracket when you retire, pretax 401(k) contributions may be more appropriate. Your investment horizon and projected investment results are also important factors. A financial professional can help you determine which course is best for you.

Are distributions really tax free?

Because your Roth 401(k) contributions are

made on an after-tax basis, they're always free from federal income tax when distributed from the plan. But the investment earnings on your Roth contributions are tax free only if you meet the requirements for a "qualified distribution."

In general, a distribution is qualified only if it satisfies both of the following:

- It's made after the end of a five-year waiting period
- The payment is made after you turn 59½, become disabled, or die

The five-year waiting period for qualified distributions starts with the year you make your first Roth contribution to your employer's 401(k) plan. For example, if you make your first Roth contribution to the plan in December 2009, then the first year of your five-year waiting period is 2009, and your waiting period ends on December 31, 2013.

But if you change employers and roll over your

Roth 401(k) account from your prior employer's plan to your new employer's plan (assuming the new plan accepts Roth rollovers), the five-year waiting period for the new plan starts instead with the year you made your first contribution to the earlier plan.

If your distribution isn't qualified (for example, if you receive a payout before the five-year waiting period has elapsed), the portion of your distribution that represents investment earnings on your Roth contributions will be taxable, and will be subject to a 10% early distribution penalty unless

	Roth 401(k)	Roth IRA
Maximum contribution (2009)	Lesser of \$16,500 or 100% of compensation	Lesser of \$5,000 or 100% of compensation
Age 50 catch-up (2009)	\$5,500	\$1,000
Who can contribute?	Any eligible employee	Only if under income limit
Age 70½ required distributions?	Yes	No
Potential matching contributions?	Yes	No
Potential loans?	Yes	No
Tax-free qualified distributions?	Yes, 5-year waiting period plus either 59½, disability, or death	Same, plus first time homebuyer expenses (up to \$10,000 lifetime)
Nonqualified distributions	Pro-rata distribution of tax-free contributions and taxable earnings	Tax-free contributions distributed first, then taxable earnings
Investment choices	Limited to plan options	Virtually unlimited
Bankruptcy protection	Unlimited	At least \$1,095,000 (total of all IRAs)

ARM NEWS

you're 59? or another exception applies.

You can generally avoid taxation by rolling your distribution over into a Roth IRA or into another employer's Roth 401(k) or 403(b) plan, if that plan accepts Roth rollovers. (State income tax treatment of Roth 401(k) contributions may differ from the federal rules.)

What about employer contributions?

While employers don't have to contribute to 401(k) plans, many will match all or part of your contributions. Your employer can match your Roth contributions, your pretax contributions, or both. But your employer contributions are always made on a pretax basis, even if they match your Roth contributions. That is, your employer's contributions, and investment earnings on those contributions, are taxed when you receive a distribution from the plan.

What else do I need to know?

Like pretax 401(k) contributions, your Roth 401(k) contributions and investment earnings can be paid from the plan only after you terminate employment, incur a financial hardship, attain age 59?, become disabled, or die.

Also, unlike Roth IRAs, you must begin taking distributions from a Roth 401(k) plan after you reach age 70 1/2 (or in some cases, after you retire). But this isn't as significant as it might seem, since you can generally roll over your Roth

401(k) dollars into a Roth IRA if you don't need or want the lifetime distributions. (Note: The Worker, Retiree and Employer Recovery Act of 2008 waives required minimum distributions for the 2009 calendar year.) Employers aren't required to make Roth contributions available in their 401(k) plans. So be sure to ask if your employer is considering adding this exciting feature to your 401(k) plan.

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URG and Lonegan Snow LLC Launch 'URG Auction', A New Joint Venture

September 14, 2009 2009 – Centennial, Colorado – United Recyclers Group has announced the launch of 'URG Auction,' a new online auto salvage auction service that is user-friendly, and designed to help the auto insurance industry improve profitability. URG Auction creates a new source of high quality salvage vehicles and best of all, nationwide coverage is being provided so all insurers and URG members can participate. URG Auction is being created in a joint venture between URG and Lonegan Snow LLC, operators of the successful Auto Bid Services program. The URG Auction website will be powered by Dakabi Software LLC.

"URG Auction is unique for a couple of reasons," says Michelle Alexander, URG Executive Director, who led the effort to make this deal happen. "First of all, URG actually makes the payment directly to the insurer on behalf of our members in order to guarantee prompt payment and ensure customer satisfaction. Second, since there is no buyer's fee or other charges — as are found in most other salvage pools — our members can use the money they are saving in fees, to then bid higher in the auction. Of course what that means is higher net recovery for insurance companies. Insurers participating in URG Auction can expect higher returns!"

Michelle adds that: "We are always looking for mutually beneficial ways to help URG members. She notes that the URG Auction differs from all competitors because of the role United Recyclers Group takes in the process. "Because URG handles all collections, it makes us a single point of contact for the auction, and that eliminates the insurer's need to chase the money from the winning bidders. Life of a vehicle file is now shorter – averaging just 30-40 days. Plus, report-



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ing capabilities are enhanced in the URG Auction software. The bottom line is that we are taking the high-priced middleman out of the picture, shortening the cycle times, and eliminating storage because the cars go right from the insurance company to the recycler." This streamlined process dramatically reduces cost to our member recyclers and enhances returns to the insurer.

"When URG approached us with this opportunity I immediately realized it was an idea whose time had come, that it was a win for insurers, a win for URG and their members, and win for us and our customers," says Rudy Lehman, managing member of Dakabi LLC. "URG Auction also fits nicely with our other product offerings by creating yet another user-friendly solution for our clients." Lonegan Snow LLC will be marketing URG Auction under both their Auto Bid Services and

Dakabi brands to auto insurance carriers, fleet managers, rental car companies, corporations, and dealerships.

Lonegan Snow LLC is a management company with holdings in the following companies; ClaimSolution Inc., ClaimsNexus LLC, Dakabi LLC, and Auto Bid Services. For more information please visit their website at www.lonegansnow.com.

United Recyclers Group, LLC is a partnership of over 330 industry leading auto recyclers that work together to improve and modernize the automotive recycling industry. Changes they have made include developing their own inventory management system, Pinnacle and Pinnacle Pro; creating a buying cooperative; and offering group marketing options. For more information, go to the United Recyclers Group website at www.u-r-g.com or call 303-367-4391.



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INDUSTRY NEWS

Bill Would Curb Scrap Metal Theft, Klobuchar Says

AXcess News (MN) (07/30/09) Sinhababu, Supriya

U.S. Sen. Amy Klobuchar (D-Minn.) recently chaired a hearing of the Senate Judiciary Committee to examine the problem of metal theft and how to prevent it. Klobuchar and Sen. Orrin Hatch (R-Utah) introduced the 2009 Secondary Metal Theft Protection Act in February, which calls for scrap metal recyclers to retain records of their transactions and bars the sale of certain metal items to recyclers. The proposed legislation requires metal recyclers to record sellers' identification card numbers, license plate numbers, and descriptions of the metal sold, while cash payments to sellers would be limited to no more than \$75 in a 48-hour period. Mark Lewon of Utah

Metal Works (Salt Lake City), speaking on behalf of ISRI, said he preferred the use of higher fines and other preventive measures rather than more documentation. "Laws requiring recordkeeping, while ignoring prevention, have been largely ineffective in fighting materials theft," Lewon said. He noted that the bill could impose fines of up to \$10,000 on metal recyclers, but that criminals face no additional penalties. He said this places a greater responsibility on the scrap metal industry to prevent theft. "We would like to see the penalties enhanced against the thieves, who are the ones causing the problems."

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Clunker Recycling Boosts Scrap Business

Recyclers and other firms are experiencing an increase in business as a result of the U.S. government's Cash for Clunkers program. Recyclers expect to see a constant supply of vehicles for months because dealers are releasing the clunkers only after they receive federal vouchers worth \$3,500 and \$4,500. After the clunkers are towed from dealers' lots, recyclers remove fluids, tires, batteries, and catalytic converters. Scrap steel is currently selling for \$150 to \$160 per ton, so a small utility vehicle can bring in as much as \$300, while the scrap from a full-size pickup could sell for at least \$400. Most profits derive from the value of the parts taken out. Recyclers say the front end of a mid-size SUV, which includes the bumper, hood, headlights, grille, and radiator, can be worth several hundred dollars. Aluminum wheels bring in about \$13 each, says Michael Thompson, owner of American & Import Auto Parts. The additional business is prompting employees at some companies to work overtime, while some companies are hiring new people. "I've been surprised at how many 2002 and 2003 models we're picking up," says Doug Cortellini, district manager for LKQ of Michigan.

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Appliances Get Their Own Recycled Clunkers Programs

Older energy-intensive refrigerators and freezers qualify for recycling and cash from more than 60 utilities across the United States, and consumers could get rebates of \$50 to \$200 for new, more energy-efficient appliances later this year in a federal government program. The U.S. Department of Energy is providing states with \$300 million as part of President Obama's \$787 billion stimulus plan. Consumers taking advantage of the rebate program won't need to trade in their old refrigerators to get the benefit of buying a new one with an Energy Star seal designating it as efficient. Utilities in many states offer to pick up and recycle old refrigerators and freezers and give the customer a rebate of up to \$50. "It's an excellent win-win-win situation," says John Hargrove of NV Energy in Nevada, which has had a refrigerator-recycling program for five years. "There are environmental benefits, energy-efficiency benefits, and benefits for customers who have a hard time dealing with that old refrigerator holding a six-pack of water in the garage." In Michigan, where 2008 energy legislation required utilities to cut electricity production by 5 percent a year, the program is exceeding expectations. Detroit Edison collected more than 3,300 appliances since starting the recycling program at the end of June. It offers \$50 per refrigerator or freezer and \$20 for old window air-conditioner units. "Today's appliances consume three times less than old appliances," says Detroit Edison president Steven Kurmas. "We're hoping to get rid of 30,000 by 2011."

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Scientists Aim for 100 Percent Recyclable Cars

More than 90 percent of a vehicle may eventually be recycled—up from about 80 percent today—through research by University of Windsor scientists. The researchers are part of a national research initiative that aims to boost the amount of recyclable materials in vehicles through the employment of a cradle-to-grave strategy. “By and large the salvage industry does a very good job as a whole, and the more commercially viable we can make the process, the better they will do in the future,” says University of Windsor engineer Susan Sawyer-Beaulieu. Fellow researcher Noor-A-Faiza Barsha recently completed a paper studying the breakdown and separation of different types of plastics used in the auto manufacturing process to ease recycling. Barsha’s proposal is to pre-treat the plastics to make their separation easier. “Fuel-efficient vehicles means more ‘lightweighting,’ and that generally means more use of lighter materials such as plastics,” Barsha says. “Liberating these materials during recycling will require selective and intelligent methods.” University of Windsor professor Edwin Tam says that manufacturing more easily recyclable vehicles may not raise the cost of fabrication, as “you might be adding a design step in the process but not necessarily a manufacturing step.” Tam and

colleagues hope to determine how to contend with materials left over from recycling in a more environmentally friendly way using a process known as life-cycle assessment.

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