



THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

JANUARY/FEBRUARY 2010

Viking Auto Salvage Named Business of the Year

In November, Viking Auto Salvage was named “Business of the Year” by Epic Enterprises, a local company employing adults with developmental disabilities which Viking Auto has hired as a cleaning crew for the past ten years. Arriving early each morning and staying until noon five days a week, an Epic job coach and a small group of workers sweep, mop, take out trash and clean wherever needed. Although they are employed by Epic Enterprises they interact with Viking Auto Salvage employees like fellow co-workers. Everybody is on a first name basis with the Epic crew and makes sure to chat with them as they go about their duties, which is one of the reasons Epic Enterprises Executive Director Linda Hibbard says Viking Auto Salvage was selected for the award because

her clients feel welcome and part of the business. “Connecting with people is so important for everyone and a lot of times people with developmental disabilities feel isolated living in group homes, so providing job opportunities gives them a way to feel like they are being productive, contributing to society and getting involved in their community,” Hibbard said. Viking Auto’s excellent communication with the Epic staff was another reason for the selection. “Viking letting us know what they need in a constructive way is helpful to us,” said Hibbard. But according to Hibbard the biggest reason Viking Auto Salvage stands out to the Epic crew is much simpler. “The clients love donut day! We hear about that often because they really look forward to it,” she said.

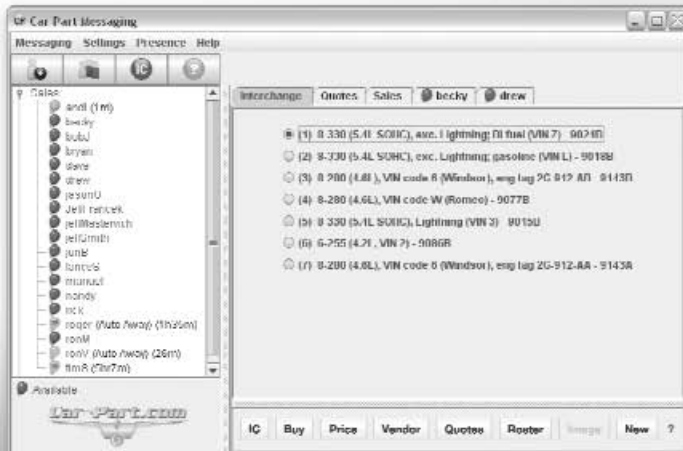


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THE MINNESOTA RECYCLER

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. 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.

ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting

October 7, 2009 – Manheim's Mpls. Auto Auction, Maple Grove, MN

A tour of Manheim's facility and a presentation by SAV Transportation Group preceded the meeting.

MINUTES

Call to Order: The Board of Directors meeting was called to order at 7:00 p.m. by ARM President, Carl Genz. **Board present:** Chris Bickmann, Randy Davis, Jesse Faust, Carl Genz, Mark Hortman, Paul Lang, Dave Marofsky, Shane Rudd, & Terry Stenglein. **Board Absent:** Dan Brekke, Patrick Garrity, Rick Lemke. **Staff**

Present: Kelly Lynch-Salseg.

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

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

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

Executive Directors Report:

Membership: It was reported that ARM has 2 new associate members: LSB Financial/Petersen-Hill Insurance (Cedar Falls, IA) & Universal Core Supply (Buffalo); and 2 new direct members: Classic Towing & Recycling (Duluth) & Loren's Collision Plus (Foley).

MN CAR: The 14 MN CAR members that passed the audit in 2008 will be conducting self audits for 2009. Paper work is due to StormTech November 15, 2009. The 3 MN CAR members that had deficiencies in 2008 have all been audited and will be certified for 2009.

A MN CAR recruitment mailing will be done in 2010 and each MN CAR member will be asked to make one phone call to attempt to recruit new MN CAR members.

2010 Convention: Save The Date post cards were created and mailed to approximately 330 potential vendors. A budget has been created and is waiting for committee approval.

Summer & Winter Outings: ARM had 125 registered attendees for the Summer Outing held in August, and a net profit was made. The facil-

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ity for the Winter Outing, scheduled for January 29 & 30, 2010, has been secured. A sponsorship mailing has gone out and 3 sponsors (Northern Metal Recycling, Adolph's Converters & Cores, & AAA Auto Salvage) have been secured thus far.

Advertisers for the ARM newsletter were discussed. *Stenglein motioned that all advertisers for the ARM newsletter must be current ARM members; Marofsky seconded. Motion carried.*

President's Report:

Genz updated the board on 2010 Upper Midwest Auto & Truck Recyclers Convention. Genz reported the convention will have a baseball theme. There will be a Baseball Tail Gate Party Challenge where participants will make an item that could be used for a baseball tail gate party – out of car parts. Items will be on public display and everyone will have an opportunity to cast their

vote for “Most Unique” and winner will be announced prior to the live auction that evening with the winner and other entries being entered into the auction. Proceeds will be split 50/50 between the Convention and winner(s).

Government Relations Report (Hortman): Hortman reported that he has been active in pushing legislators for an extension on disposal date for Cash for Clunkers. Towards this effort he has sample letters for legislators that he will share.

Genz requested that E.D. follow up with SAV Transportation group to request a written proposal and report on ARM activity so far.

Date & Tentative Location of next meeting:
Wednesday, December 9, 6 p.m.,
Casper's/Cherokee Sirloin Room in Eagan.

There being no further business, *Marofsky motioned to adjourn the meeting at 7:52 p.m.; Davis seconded the motion. Motion carried.*



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ARM NEWS

Message from the Past President

By: Carl Genz

Well the cold is upon us again. I hope everyone is keeping warm. I am writing my last message as your ARM President. I want to thank everyone involved with ARM for their support during the past year. I have enjoyed serving as your president - getting to meet the ARM members, their employees, other state associations and their members.



Usually at the beginning of a New Year we look back at the past year and what was accomplished. We had a very successful Upper Midwest Convention in April in Eau Claire. I would encourage everyone to attend the convention in Bloomington, MN this April (2010). There will be a lot of good educational seminars to attend and vendors to meet with. Make sure to register early!

We survived the Cash for Clunkers program, the ups and downs of the Mercury Switch Recovery Program, the big drop of steel prices from the previous year and the Storm Water

Program. The Mercury Switch and Storm Water Programs are good programs to continue on for our environment. In all it has been an eventful year which seemed to go by way to fast.

As I leave I would hope that everyone continues to support the ARM Association, incoming president Dave Marofsky, and the ARM board of directors. I feel that the ARM organization is a good organization to be involved with in these environmentally greener times.

In closing I want thank Kelly Lynch-Salseg, ARM's Executive Director, for keeping me on task and on time with the duties which come with the president position. If you get the chance give her a call to say hi!

Scrap Commodities Market Report

December 2009

Approximate Pricing

Crushed Cars	130.00 NT
Prepared Iron	170.00 NT
Motor Blocks	130.00 NT
Aluminum Rims	0.60/LB
Aluminum Condensers	0.50/LB
Copper Radiators	1.25/LB
Aluminum Case Transmissions	0.11/LB
Dirty Aluminum	0.13/LB
Batteries	0.17/LB
Lead Wheel Weights	0.35/LB

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

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ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

Members of the Automotive Recyclers of Minnesota & Concerned Auto Recycles of Wisconsin have been working very hard over the past several months to pull together one of the best conventions and trade shows in years. We've secured one of the finest hotels in the Twin Cities in a not to be beat location, strategized on how to best serve our trade show vendors to maximize their involvement, and are setting up speakers and seminars on e-commerce, marketing, web site functionality, User Group Meetings, effective leadership, and great presentations from Louie Nelson, Craig Van Battenburg, John Graci and more! We aim to address the educational and training needs for owners/managers – sales – clerical – and yard/shop staff.



Attending the Upper Midwest Convention & Trade Show will provide you an opportunity to see the latest industry equipment, software and services provided by top notch vendors.

If you haven't attended the Upper Midwest Auto & Truck Recyclers Convention & Trade Show – this is the year to do it! We've brought it close to home so that our members may attend with a minimum of travel and time.

This is a great educational experience and an opportunity to make an investment in your business! You must be there to learn firsthand. You will grow your business from what you see, hear and take back to your business with you!

You can't afford not to attend. Read on for further details!

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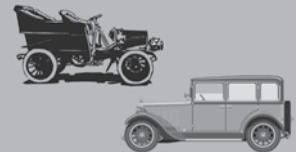
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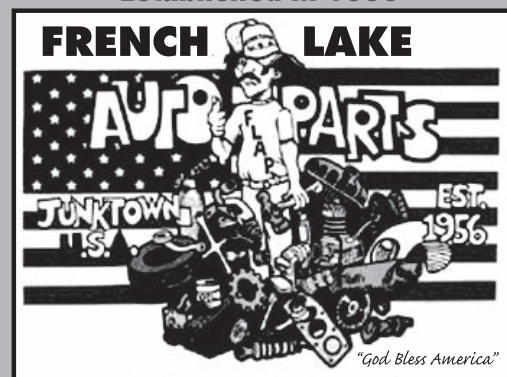


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All of their guest rooms were remodeled in 2008 and feature 37" LCD Flat Screen TV's, microwaves and refrigerators. Features: The hotel offers free high-speed wireless Internet in all guestrooms. A fitness room (free to in-house guests - over 17) allows you to stay on that fitness plan, or relax while traveling. Everyone enjoys their Junior Olympic sized pool. The concierge level offers evening hors d'oeuvres and drinks, morning breakfast Monday evening - Friday morning. Location: For your convenience, they are located off of I-494 and 34th Avenue at the intersection of E. American Blvd & 34th Avenue with free parking.

CUT-OFF DATE

The "cut-off date" for accepting reservations into the convention room block is **Thursday, March 18, 2010**. Reservations requests received after the cut-off date will be accepted on a space and rate availability basis.

Rates

King - \$99 King Suite - \$119;
Double - \$99 Double Suite - \$119
King Bed w/Sofa Pull Out - \$99

Reservations made by calling hotel directly at 952-854-9000 or toll-free at 1-800-465-4329 and referencing Automotive Recyclers of Minnesota (ARM).

All rates are subject to 13.9% tax (subject to change) Check-in is 3PM, Check-out is 12NOON

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Watch for more details coming soon!

ENTERTAINMENT

Thursday, April 8 HOST/NO-HOST DINNER OUTING

Are you arriving Thursday night? Do you like networking and interesting dinner conversation? Are you tired of the same old fast foods chains? Would you like to go to one of the great area restaurants that usually only the locals know about? Then the Thursday night Host/No Host Dinner Outing is for you – don't miss out on the unique opportunity!

No need to pre-register. If you'd like to take part, just meet us in the hotel lobby Thursday night at 6 p.m., hear your dining options (Mexican, Asian, Seafood, Steak House, Italian & Rib Joint) - and proceed with the party you choose (which ever sounds tastiest) to your dining destination.

Each party will be "hosted" by an Automotive Recyclers of Minnesota board member or direct member who is familiar with the area. You will be responsible for the cost of your meal and transportation. All pre-selected restaurants will be located within close proximity to the Holiday Inn Select, and a lot of car pooling will be taking place, so if you didn't drive you can still participate.

Friday, April 9 Baseball Tailgate Party Challenge

What: Out of car parts, make the most unique item you can that could be used for a Baseball Tail Gating Party.

Where: The Upper Midwest Auto & Truck Recyclers Convention & Trade Show – Bloomington, Minnesota

When: Items will be on public display all day Friday, April 9. Everyone will have an opportunity to cast their vote for "Most Unique" and winner will be announced prior to the live auction that evening with the winner and other entries being entered into the auction. If your entry is auctioned off – the proceeds will be split 50/50 between the Convention and you!

How: Recycle your used auto and truck parts to make an item, such as a table, a grill, or a chair, etc. Anything that someone would use when they were tailgating at a baseball game. Enter as many items as you wish.

Why: To WIN CASH! And bragging rights of course.

Friday, April 9 Valve Cover Races

THE RACE:

- Friday, April 9
- Cars will be run in heats of two cars each
- The first car to cross the finish line wins the heat, if neither car makes it to the finish line; the car going the furthest in its lane wins the heat
- Cars winning their heat will advance to the next round
- The track has two side by side lanes and cars are gravity driven – think "pinewood derby"
- Entry fee only \$10 per car

THE CARS:

12" maximum width; 30" maximum length; 10" maximum height; 10 lbs maximum weight; one valve cover per chassis; no switching chassis or cover; automotive valve cover with stock gasket surface; no engines or propulsions of any kind; nothing can be mounted forward of either the valve cover or the chassis; no moving or movable weight. Specifics for cars will be enforced!

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ARM NEWS

It Takes a Village By David Kendziorski MN-CAR Program Manager

Owning and managing an auto recycling facility that protects the environment and worker safety takes a village...and more. It takes enlightened leadership, dedicated employees, industry advocates (like ARM and ARA), problem-solving non-profit organizations (such as the Minnesota Environmental Initiative), fair minded regulators, and smart policy-makers. Successful recyclers will learn how to work with all of these stakeholders to develop innovative, consensus-based solutions to our industry's most pressing problems. Innovation can sometimes lead to faster, cleaner, and better

solutions that actually are less costly than conventional practices.

Given today's fast-paced marketplace and complex technical issues facing the recycling industry, coupled with many companies simply struggling to survive, it is more important than ever that the recycling industry reach outside its walls and work collaboratively with stakeholders. Issues such as storm water permitting, airbags, CFCs, and mercury switches will challenge both large recycler corporations and mom-and-pop shops. Companies will grapple with how to comply with

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ARM NEWS

ever-increasing regulations without shifting too much focus away from the core profitability of the business. How do you invite fresh thinking and new ideas without legitimizing objectives that might be in direct conflict with ours?

The answer is by connecting and creating partnerships that are committed to solving shared fair and reasonable solutions.

The Minnesota Certified Automotive Recycler (MN-CAR) program will bring the village together. It provides the organization, credibility, and technical expertise needed to open doors, share information, persuasively present our industry's position, explore other options, and ultimately craft practical solutions that are widely-accepted. Consider joining the MN-CAR program. For an annual fee of \$350, each MN-CAR participant receives compliance assistance, the MN-CAR Guidance Manual, help in meeting 26 industry-leading safety and environmental standards, certification verified by on-site audits, a MN-CAR certificate and sign, and the annual report. Most

important, you will receive professional guidance that is specific to your facility, you will have the opportunity to closely interact with Minnesota's best recyclers, and you can help build the village.

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Business Name: _____

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

Street Address: _____

City: _____ State: _____

Mailing Address (if different): _____

Zip Code: _____

Phone: _____ Fax: _____

E-mail: _____

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

I agree to meet the MN-CAR standards.

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

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

I have enclosed my 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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TOTAL DUE				_____

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

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ARM NEWS

What's New With You?

AAA AUTO SALVAGE:
HAPPY BIRTHDAY TO TERRY STEN-
GLEIN – who will be ringing in another year on
 February 14th!

QRP:
 QRP marketing coordinator, Bob Hoffmann,
 celebrated his 65th birthday on Nov 23rd. Having
 started his full time employment in auto related
 businesses at age 15, this birthday also marks 50
 years of working in various segments of the auto
 industry, the last 25 of which have been devoted to
 auto recycling. **HAPPY 65th BOB!**

R & R AUTO & METAL
SALVAGE, LLC:

R & R is currently expanding their operations,
 putting an 80 X 100 building up to expand tear
 down and add warehouse space along with expand-
 ing yard another 10 acres.

*“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 occa-
 sions 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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"A Clean Burn waste oil furnace or boiler will
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Bill Elliott
 Bill Elliott, 44 time NASCAR Winner

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



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ARM NEWS

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319-233-7310

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Alter Metal Recycling
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American Solutions for Bus.
651-322-4222

AMG Alliance, LLC
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Bayside Recycling Corp.
218-628-3109

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651-644-3456

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This publication is mailed free of charge to automotive recyclers in Minnesota.
The newsletter is supported by the Advertisers. Please thank them through your patronage.

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, #5 Housekeeping Salvage Yards Inside and Outside of buildings, #4: Public Protection, Customer Hazards . In true top 10 fashion, here's #3 on the list of the most important loss control best practices for auto salvage recyclers ...

Best Practice #3: Product Liability

Product liability provides your business protection from consumer injury, injury of others and property damage arising from the new and used products sold to and used by the consumer. Written quality control programs are used by business to manage the procedure to inspect, verify, document and maintain records on the quality of a product they sell.

To further protect your business from Product Liability losses the below items should be investigated and considered by management:

Products Liability

- Are parts sold “AS IS” stated on the sales

invoice? Consult your attorney for proper disclaimer wording on your sales invoice.

- Is the experience and training level of the mechanic inspecting used parts adequate?
- Does the inspecting mechanic have ASE or other mechanical certifications, training, or considerable mechanical experience?
- Is the inspection of specific parts documented?
- Are there duplicate parts inspection records maintained on and offsite to avoid loss of documentation?
- Is there a warranty with a specific time frame noted on the sales invoice?
- What testing equipment is used, testing equipment condition, maintenance and or calibration if applicable?
- Lighting levels should be very good when visually inspecting parts for wear and flaws.
- If new parts are sold what is the reputation of the suppliers/manufacturers parts?
- Are new parts suppliers willing to provide vendors certificates of insurance?
- New after market auto parts that are directly imported by the auto salvage yard should be avoided unless the auto salvage yard can ensure that the supplier/manufacture provides evidence of product liability insurance from a reputable insurance carrier and the supplier has international recognized certification of their auto parts. It still may be difficult to pass the product liability back to foreign manufacturers or suppliers if a consumer is injured, the product causes injuries to others or property is damaged as the result of an auto part failure.

As a result of the loss potential related to product liability and in an effort to keep the insurance

ARM NEWS

premiums to a minimum, here are best practices recommendations #3.

Develop a comprehensive written quality control program to inspect and document inspection of auto parts sold, installed and or repaired.

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 #2.

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.

2010 ARM Foundation Application

In this newsletter you will find ARM Foundation application materials for scholarships to be awarded in 2010.

The deadline to apply for a scholarship is March 1, 2010. All applications must be complete and postmarked by that date or they cannot be considered.

Please provide copies of this letter, along with a blank application, 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 of your employees, your dependents or dependents of your employees who will be attending college in 2010/2011 qualify to apply.

All checks will be made out to the College, Technical School or University the student will be attending. If no school has been selected it is the sole responsibility of the scholarship recipient to inform the ARM Foundation of the College, Technical School or University to be attended no later than August 31, 2010, or the scholarship will be forfeited.

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

Kelly Lynch-Salseg, Executive Director
ARM Foundation
3333 Skycroft Circle
Minneapolis, MN 55418
Phone: 612-781-5555
autorecyclersmn@bitstream.net

Thank you and good luck!

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Automotive Recyclers of Minnesota Foundation

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

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

High School Students Only – PLEASE READ

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

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

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

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

1. Request that your high school or college send a transcript of your academic record to the ARM Foundation office. The transcript must include grades for the 2009 fall term.
2. Complete the enclosed “Application Form” and the “Profile Sheet.”
3. Obtain a letter of verification from your parent’s employer indicating the starting date of employment with the firm. Your parent must have been or will be employed with a full member of the Automotive Recyclers of Minnesota for at least one year prior to January 1, 2010.
4. Ask your parent to complete the enclosed “Certification Form.”

_____-_____-_____
Social Security #

_____/_____/_____
Date of Application

Name of Applicant



ARM Foundation Scholarship Application

1. Full Name (please print): _____
First Middle Last

2. Home Address: _____
Number and Street City

_____ *State Zip Code Home Phone*

3. Date of Birth: _____ / _____ / _____

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

5. Name of High School/College now attending: _____

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

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

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

8. Parent's occupation: _____ Employment start date: ____ / ____ / ____

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

_____ *(address)*

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

APPLICATION MUST BE POSTMARKED NO LATER THAN MARCH 1, 2010.

Profile Sheet

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

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

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

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

4. List your high school/college activities:

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

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

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

NEWSPAPER

ADDRESS

CITY/STATE/ZIP

APPLICATION MUST BE POSTMARKED NO LATER THAN MARCH 1, 2010.

CERTIFICATION

(To be completed by the parent-employee)

I certify the following to be true and correct:

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

Signature: _____

Name (please print): _____

Date: _____

APPLICATION MUST BE POSTMARKED NO LATER THAN MARCH 1, 2010.

FULL APPLICATION SHOULD BE RETURNED TO:

**ARM FOUNDATION
ATTN: 2010 SCHOLARSHIP
3333 SKYCROFT CIRCLE
MINNEAPOLIS, MN 55418**

Phone: 612-781-5555

Fax: 612-781-7052

Email: autorecyclersmn@bitstream.net

www.autorecyclersmn.net



ARM NEWS

Our changing industry

By Bob Hoffmann

Everyone working in our industry is acutely aware of the fact that changes continually take place. Vehicles change, Processes change, Technology changes, Laws change, Customers attitudes and needs change, but most importantly, the people change.

Back in 1984, when I first accepted employment in our Auto Recycling industry, it seemed like many of the old “industry leaders” were leaving, and many new leaders were coming forward. As time passed I came to realize that this is an ongoing situation, and perfectly normal. There are always some folks who seem to have been involved at state and national association levels “forever” that are leaving, and that is generally noticed. At the same time, and often less noticeably, other individuals begin to get involved and work with those that have not “been around forever”, but are no longer completely new to leadership positions.

This process has served auto recyclers well for many years, and our industry has been blessed with an abundance of very dedicated individuals who have worked to help all of us survive a vast array of changes.

Now, as it is my time to leave, it’s good to see a lot of young men and women who are coming forward to lead the auto recycling industry into the future.

I began my career in auto recycling after 25 years of working in new car dealerships, and so, got a late start as compared to the many second and third generation auto recyclers that I’ve met along the way. Even so, I’ve witnessed and adapted to a multitude of changes in our industry over the past 25 years. Some folks have even said that I caused or affected some of those changes. I take that as a compliment.



With all of the changes, I am glad to be able to say that one of the very first things that I realized about auto recyclers has not changed. It is the fact that while they are competitors in the marketplace, for the most part they still tend to help each other through the sharing of knowledge gained from experience. This is most evident at state association meetings and at the annual ARA convention, but it happens everyday as well.

Personally, I’ve been fortunate enough to have attended many state, regional, and national conven-

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ARM NEWS

tions and seminars, and also to have had the privilege of serving numerous terms on the Board of directors of CARS of WI. What I know today about our industry and its relationships with the auto

repair and insurance industries is little more than the accumulation of bits of information gathered over the years from industry leaders and combined with the results of some of my own experiences. I've always tried to share this with others in our industry, and, if I was successful, I trust that they will share their accumulated knowledge with the young people who will be leading auto recycling into the future.

I've never been a salvage yard owner, just an employee, but I've always made it a point to try to associate with the people who were leading the industry, both locally and nationally. I've often wondered why I was welcomed by these leaders, but I can honestly say that I would never have been able to accomplish most of what I have over these past years if it weren't for the support and the friendship of all of those people.

In leaving I can only suggest one last time to all business owners that you take advantage of what your state association and ARA offer, and that you make it a priority to get your key employees involved in the industry, not just employed at a salvage yard.

My "retirement present" from the auto recycling industry is; the people I've met, the knowledge I've gained, the friendships that have developed with great people all across the country, and a wealth of great memories.

My immediate plans include "unwinding" in Lake Havasu City, Arizona, Dec through April, and a 3-4 month "camping trip" in Alaska next summer.

After that I may decide to try to establish a way to again work with auto recyclers in some fashion, but I'm reasonably certain it will not involve full time employment.

In the future I can be reached at 715-356-5941, just leave a message and I'll return your call when I get off the golf course, back from fishing, or home from whatever trip I might be on when you call.

I wish you all good health, happiness, and prosperity,

Bob Hoffmann



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.

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Standard Property Policy Coverages

- Replacement cost coverage on all buildings and contents
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- Equipment breakdown coverage
- Equipment coverage for forklifts, crushers, etc.
- Loss of business income with no deductible
- No capital charge
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Optional Policy Coverages

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Wells Fargo Insurance Services

ARM NEWS

Memorials

Carl John Genz

Carl John Genz, father of ARM Board President Carl Genz, passed away on October 26. Carl was a loving husband, proud father, grandfather and great grandfather, devoted Christian, humble leader, and loyal friend. Carl was born on January 27, 1930 in Rosemount, MN to Carl F. and Mathilda Genz. He was a dedicated businessman who held many board positions. Most importantly, Carl loved his family. He cherished every moment he spent with his wife, children, grandchildren and great grandchildren. He enjoyed sharing their stories. He will be greatly missed. Carl is preceded in death by his father Carl,

mother Mathilda, first wife Veronica M. He is survived by wife Joanne; sons Greg (Kathi), Gary (Toni), Carl-Billy, Kevin; daughters Geraldine (Mike), Veronica D. (Jeff); grandchildren Lori (Shaun), Lisa, Cassie (Josh), Dani (Brian), Eric, Carl G, Brandon, Niki, Alex, Justine, Grace and Sophie. Great grandchildren Wally and Parker. Sisters, Corrine and Karlo, brothers, Martine, Clarence (Kathi), George (Linda), along with many loved nieces, nephews, extended family and friends. Memorials preferred to family.

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ARM NEWS

Reuben Kaplan

Reuben Kaplan, long time scrapper and prior owner of Kaplan Metals, passed away November 3 at the age of 85. He is survived by his loving wife

of 63 years, Esther. He will be dearly missed by his children Harold, Molly, Garelick & Deborah; grandchildren Robert, James, Benjamin, Nancy, Alan, Lindsey, Aaron, Ross & Evan; and numerous grandchildren, nieces & nephews. Reuben was active in many organizations such as Talmud Torah of St Paul, Lions, Boy Scouts, Masons, VFW, and American Legion. Reuben also served on the board of Mid-America Insurance and ISRI. Memorials may be made to the Reuben & Esther Kaplan Music Fund at Talmud Torah of St Paul, the Reuben & Esther Kaplan Endowment Fund at the JCC of St Paul, The Temple of Aaron or the donor's favorite charity.



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Bob or Jerry
(651) 224-4877 (800) 798-2103

Minneapolis Area

2800 Pacific St. N, Minneapolis, MN 55411
All Grades of Scrap Metal

Jim or Kevin
(612) 529-9221

St. Cloud & West Area

NORTHERN METAL RECYCLING

119 Sixth Ave NE, St. Cloud, MN 56304
All Grades of Scrap Metal

Neil or Logan
(320) 251-5971 (800) 584-9231

Harlan J. "Harley" Pettipiece

Harlan J. "Harley" Pettipiece, age 85, of Faribault, died Friday, Nov. 13, 2009 at Abbott-Northwestern Hospital in Minneapolis as a result of a cardiac arrest. Harlan John Pettipiece was born July 20, 1924 to Edward and Louise (Pittman) Pettipiece in Faribault. One of seven children, he attended Immaculate Conception grade school and graduated from Faribault High School in 1943. He was very proud of where he came from and shared many memories of his childhood and his life with everyone who knew him. Harley met Gloria Kispert in 1942 at the Nerstrand roller rink. They were united in marriage on June 14, 1948 at the Immaculate Conception Catholic Church in Faribault and spent the next 61 years together, raising their five children and dancing up a storm! They had a magical life together surrounded by family and friends. Immediately after high school, Harley enlisted in the Navy and served in the Pacific Theater from 1943-1946. He achieved the rank of Motor Machinist Mate Third Class. After his discharge from the Navy, Harley worked for several auto repair shops in Faribault. In 1953, he opened his own business under the name Harley's Radiator and Repair Shop, now Harley's Auto Salvage and Recycling.

Harley was an exemplary citizen, volunteer and

ARM NEWS

leader. He was a member of the Faribault Aerie 1460 Fraternal Order of Eagles, American Legion Post 43, Faribault Knights of Columbus Council 889, Faribault Rotary Club, the Faribault Flyers Bike Club, and served several years on the Faribault City Council. Committed to his faith, he was an active member of Immaculate Conception Church and its Parish Council and continued serving his Lord at Divine Mercy Catholic Church.

Harley faced life head on. He was adventurous and enjoyed biking, traveling, and visiting with anyone he met. Even more, Harley enjoyed spending time with family, storytelling, dancing with Gloria, games of cribbage and his business. He was an avid outdoorsman. Harley had many early memories of hunting with his brother Francis. They hunted and fished together his entire life.

Harley was devoted to his family and his passing will leave a large empty seat at their gatherings. Always inclusive, never exclusive, Harley's children and grandchildren will cherish their memories and Harley will remain their inspiration and will be the subject of much lively conversation for generations to come.

He is survived by his wife, Gloria Pettipiece of Faribault; four children and their families, Chuck Pettipiece of Mankato, and his sons, Ryan (and Sara) and their daughter, Abby, and Adam (and Shannon) and their daughter, Peyton; Gary Pettipiece of Faribault and his children, Dena (and Tim) and their daughter, Hayden, Cody (and Sheri) and their daughter, Ava, and Kacie; Julie and Michael Karp of Mankato and their children, Tyler, Benjamin, Jonathan and Elizabeth; Jann and Steve Zabel and their sons, Brent and Paul; brother, Francis Pettipiece and sister, Charlotte Schwartz, both of Faribault; and other relatives and friends.

Billy Rosen

Billy Rosen, past owner of Atlas Auto Parts in St. Paul & long active in the Minnesota auto recy-

cling industry, passed away on October 13 at the age of 88. Billy was also a very active and cherished volunteer at the VA Medical Center. Billy is survived by his wife Bernice, children Arlene, Cindy, Stephanie, Jason, Brent and Shaun. Memorials are preferred to the Bill & Bernice Rosen Endowment Fund at the Jewish Community Center, St. Paul.



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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.

Crow Wing 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 Crow Wing Recycling 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 Crow Wing Recycling 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)

5PM Crow Wing Recycling Hospitality Suite Opens

Saturday, January 30, 2010

9AM–3PM Northern Metal Recycling Ice Fishing Contest

10AM ARM Board Meeting

– Crow Wing Recycling Hospitality Suite

1PM Lunch, compliments of AAA Auto

Salvage, available for pick up in

Crow Wing Recycling Hospitality Suite

4PM Crow Wing Recycling 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 in Crow Wing Recycling Hospitality Suite

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.

Thank you to our Sponsors:
Northern Metal Recycling **Crow Wing Recycling**
Adolph's Converters & Cores **AAA Auto Salvage**
Recycled Parts Plus

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



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 FOR 2009:

199.00* Full Membership

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

150.00* Associate Member

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

Rates are based on annual membership.

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

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- ➔ We sell parts via www.PartsHotlines.com

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INDUSTRY NEWS

The Un-Comfort Zone with Robert Wilson

The Examined Life

“Hola!”

“Hola. ¿Que´ tal?”

“Bien. ¿y tu?”

“Bien.”

Paul and I were sixteen years old and had taken high school Spanish for a year. We called each other every night on the phone and spoke to each other in our new language. More than anything we wanted to test our skill with a real Spanish speaking person, but we did not know any. Then we got the idea to have dinner at a Mexican restaurant. For two boys who had never dined out without their parents, this was a big adventure. We were so motivated that when we made reservations, we asked to be seated with a waiter who could not speak English.

What motivated us? Knowledge. We made the same discovery that led Sir Francis Bacon to make his famous quote in 1597, “Knowledge is power.” We were empowered by what we had learned, and it gave us the confidence to take a risk we would never have taken before.

By the end of dinner we found out we didn’t know nearly as much as we thought we did, but the

important thing was that our knowledge, albeit meager, moved us to action.

It is the same reason that we find seminars and lectures so motivating — because we acquire new insights in a relatively brief period of time that we can act on right away. If the information is good, we can’t wait to put it to work making our lives better and our jobs easier.

Knowledge also motivates us because it enables us to be more inventive. Many new innovations are the result of two or more existing ideas synthesized into a new one. Creative thinkers regularly expose themselves to new learning experiences, and to different viewpoints. With each new experience, they create new synapses — electrical connections between the nerve cells — in their brains. This gives them more data to draw from when they are looking for solutions.

My son recently asked me why his school required him to learn to play a musical instrument. I explained to him that it was stimulating parts of his brain he would not have used otherwise. I told him that even if he chose not to continue playing the instrument as an adult, that the knowledge he acquired today may serve him in the future in some way that is presently unknown to him.

Innovators are known for their ability to think outside of the box, but more than anything it is their broad-based knowledge that gives them the courage to challenge accepted beliefs. The most successful innovators are those who make the acquisition of knowledge part of their lifestyle.

Greek philosopher Socrates fully understood that learning is a lifelong process. When he was found guilty of teaching his students to question authority, he was given a choice of punishment:

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INDUSTRY NEWS

death or exile. He chose death, stating, "The unexamined life is not worth living."

Knowledge, however, is more than just the accumulation of information. It has to be used, applied, and manipulated in some fashion. Automobile manufacturing innovator, Henry Ford, illustrated this point during a civil trial in which he sued a Chicago newspaper for libel. The paper had referred to him as an "ignorant pacifist." At the trial, the defendant's lawyer asked Ford a series of questions designed to prove that he was indeed ignorant. Questions such as "When was the American Revolutionary War?" and "How many soldiers did the British employ?"

Eventually Ford became irritated by the questions and remarked, "I can summon to my aid men who can answer any question I desire to ask concerning the business to which I am devoting most of my efforts. Why should I clutter up my mind

with general knowledge."

Seek out knowledge that empowers you, and let it give you the confidence and courage to be more and do more.

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 .



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INDUSTRY NEWS

Education Session at NACE by ARM Members Eric Schulz and Shawn Collins

Of great interest at NACE was a session given by Eric Schulz of AAA Auto Salvage, MN and Shawn Collins of AAA Auto Salvage, I-CAR Instructor, entitled **Salvage Yard Misconceptions Addressed - Making the Most of Recycled Parts**. The session addressed the fact that insurance companies have begun to ask shops to use more salvage parts, leading to more and more interaction between the collision and salvage industry. Because of this, Shawn stated, they (shops) have started to expect higher quality parts and better service. However, because collision shops don't understand how modern salvage yards operate, conflicts and misunderstandings crop up.

Therefore, this session was aimed at providing a better understanding to our collision shop counterparts, by letting them know that the salvage industry is governed by standards established primarily by the Automotive Recyclers Association (ARA). The ARA also instituted two other programs, Certified Automotive Recyclers (CAR) and Gold Seal, which measure business practices, yard performance, customer service and other parameters. As they voiced, "A lot of shops just don't realize ..." that there are certain rules that all recy-

clers should be following.

On OEM parts, they explained how, economically, the used part has an advantage - when you buy a used assembly it's got everything with it, whereas with OEM you have to buy each part individually, thus costing much more. They iterated that, for shops to work effectively, they shouldn't order parts until they're sure those parts are needed and make returns in a timely manner.

Eric and Shawn spent the second part of their presentation focusing on helping shops make the best use of used parts. They discussed OEM techniques that are impacting salvage parts, like new adhesives and laser welding; running into issues with the new higher strength steels that have more heat sensitivity and can't be sectioned in certain areas. They addressed issues often missed by body shops when they do an estimate: manufacturing inserts or sleeves, trim time, dealing with new foams, repairing damage caused by removing newer adhesives.

Jamie Jacobs, an instructional designer for I-CAR (Inter-Industry Conference On Auto Collision Repair), has chosen Shawn to assist in the design of their new, used parts class for I-CAR, and become the pilot instructor for that program. He will be working closely with Shawn and Eric and has expressed interest in producing a training video on recycled parts. More on that as it develops ...

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INDUSTRY NEWS

Very Important Mercury Switch Information

Work is being done to get the incentive program back in place. Salvagers need to continue to send their buckets in as they will get reimbursed for them if the incentives are put in place in the future. If they do not send them in, they could be in violation of the hazardous waste rules (Universal Rules) and they would have to wait for all the past contributors to get paid first. The ELVS program is keeping track of contributors.

Four important reminders:

1. ELVS IS continuing to collect GM switches without interruption and GM is paying incentive payments in the legislated states, though payments may be delayed. The national program is operating to its full extent, except for national incentive payments from the Implementation Fund that ran out in July 2009.
2. Participants should continue to send in buckets as they are filled and not hold anything back in anticipation of new incentive money. People who send in switches get into the queue for any incentive money that may become available. If switches are held back, that participant is at the end of the line for new money.
3. Send full buckets in because ELVS is in a bucket crunch for three reasons: participants are holding back due to point 2 above, cash for clunkers brought in new participants who wanted buckets, and the GM snafu created a cash flow problem for ELVS and they couldn't buy more buckets. When participants are sending in full buckets and ELVS has a flow going, then ELVS can send out buckets automatically again, which we all want.
4. We want to see ABS modules (as well as convenience lighting switches) coming out of Cash for Clunkers. Very significant numbers of Ford and Jeep vehicles with mercury ABS modules were traded in under Cash for Clunkers. Very few NVSMRP participants are removing ABS modules. The Fords are easy, even when the vehicle is crushed. Explorer and Mazda Navajo, Ranger and Mazda B series pickups, Expedition/Excursion models through MY 2001. (many yards are ignoring trunk switches also)

“If you never accept a challenge, you will never feel the excitement of victory.”

*Anonymous
Attitude is Everything*



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INDUSTRY NEWS

Ford Seatbelts

The following outlines an updated position statement on repair and replacement of safety belt assemblies, issued by Ford Motor Company during this past summer:

Since safety belts were first introduced (by Ford) in the 1950's, new technologies such as adaptive load-limiting retractors and pretensioners have been added. Load-limiting simply reduces the force on the user's chest from the belt during a high-severity crash by allowing controlled webbing from the retractor. Pretensioners in the safety belt system can tighten on the driver- and front seat passenger-belts, thus providing overall protection.

The statement reads, "Ford recommends replacement of all safety belt assemblies in use at the time a vehicle is involved in an accident. However, if the collision was minor, Ford Motor Company describes recommended functional testing procedures for both shoulder harnesses and lap belts and retractors in Ford factory service manuals. If a qualified technician finds that the safety

belt assemblies do not show damage and continue to operate properly per these functional test procedures, they do not need to be replaced. Safety belt assemblies not in use during a collision should also be inspected and replaced if either damaged or improper operation is noted".

Continuing, the statement says, "Before installing a new safety belt assembly, the safety belt attaching areas must be inspected for damage and/or distortion. If the attaching points are damaged or distorted, the sheet metal must be reworked to its original shape and structural integrity. In addition, be sure that if new safety belt service parts are needed, they are intended specifically for the vehicle in which they are being installed".

And here is the kicker, "... Ford Motor Company does not approve the use of restraint system modules, safety belts, buckles or retractors, from pre-owned, salvage or damaged vehicles", and closes the statement by saying that use of such parts could lead to serious injury.

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NHTSA Action to Extend Crushing Deadline for Clunker Vehicles

Today the National Highway and Traffic Safety Administration (NHTSA) announced a proposed rule which would allow automotive recyclers an additional 90 days, for a total of 270 days, to crush vehicles traded in under the Consumer Assistance to Recycle and Save (CARS) program, commonly referred to as the Cash for Clunkers program. The proposed rule would amend regulations implementing the CARS

program, initially published on July 29, 2009.

This additional time would allow the public to benefit from the availability of lower cost used vehicle parts from vehicles traded in under the CARS program and would provide disposal facilities with an opportunity to derive more revenue from those vehicles prior to crushing or shredding.



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