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THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

MARCH/APRIL 2010



Associate Member Profile The SAV Transportation Group

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...SAV Transportation continued on page 10



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THE MINNESOTA RECYCLER

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ARM's 2010 Board of Directors

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THE MINNESOTA RECYCLER

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ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting December 16, 2009 – Holiday Inn Select, Bloomington, MN

A team from the 3M Automotive Aftermarket Division, headed by Teresa Paetznick, gave the ARM board a presentation. Major points of the presentation were working with 3M on: potential to improve profitability on body parts through two main avenues a) yards selling 3M product to their customers and b) products for the industry; discussion of 3M produced “How To” videos – web based and linked; use of 3M products to improve dismantling productivity; using 3M products to improve worker safety.

3M wrapped up their presentation at 7:15 p.m. The ARM board and guest Kevin Strandberg (CARS of WI) then took a tour of the Holiday Inn Select – the site for the 2010 Upper Midwest Auto & Truck Recyclers Convention & Trade Show.

MINUTES

Call to Order: The Board of Directors meeting was called to order at 7:58 p.m. by ARM President, Carl Genz. **Board present:** Chris Bickmann, Dan Brekke, Randy Davis, Jesse Faust, Carl Genz, Mark Hortman, Paul Lang, Rick Lemke, Dave Marofsky, Shane Rudd, & Terry Stenglein. **Board Absent:** Patrick Garrity. **Staff Present:** Kelly Lynch-Salseg.

Guest: Kevin Strandberg (CARS of WI Board Member).

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

Lemke requested that the E.D. contact the accountant to see if he has any recommendations regarding financials in order to minimize any tax liability for ARM for this fiscal year. **Lynch-Salseg will contact accountant.**

Executive Directors Report:

MN CAR: Kendziorski has requested a conference call/meeting with the ARM board to discuss MN CAR. **Lynch-Salseg will set up a conference call with Kendziorski, Lemke, Garrity, Rudd and Genz for December 22 at 5:15 p.m.**

2010 Convention: Volunteers were requested to host the “Host/No Host Dinners” on April 8 as part of the 2010 convention program. **Board members Rudd, Marofsky, Hortman, Lemke, Faust, and Bickmann all volunteered.**

Suggestions for On Your Own Yard Tours were requested and the following list of yards was compiled: Sharp, Action, AAA, Viking, U Pull R Parts & Metro.

2010 ARM Board Officers: 2010 President – Dave Marofsky, Immediate Past President – Carl Genz, Vice President – Mark Hortman. **Brekke nominated Rudd as 2010 Secretary/Treasurer; Hortman**



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ARM NEWS

seconded. Genz nominated Bickmann as 2010 Secretary/Treasurer; Stenglein seconded. A vote was taken via secret ballot. Rudd voted in as 2010 Secretary/Treasurer.

Genz reported that he has had discussions with Steve Tretter/East Central Salvage (Brook Park) about joining the ARM board and Tretter is amenable. *Marofsky nominated Tretter to the ARM board; Faust seconded. Nomination carried. Lynch-Salseg will contact Tretter and send him a board packet.*

The written proposal from SAV was reviewed. After some discussion on ARM policy, *Marofsky motioned ARM sign no written contract with SAV; Brekke seconded. Motion carried. Lynch-Salseg will draft a letter to SAV outlining our position and will send to SAV after board review.*

An ARM member requested that the board consider giving the Century College Automotive Dismantling program a free 2010 ARM Associate

membership. *Lemke motioned that the Century College program be offered a free 2010 ARM Associate membership; Stenglein seconded. Motion carried.*

President's Report:

Genz updated the board on the status of the Cash for Clunkers Extension.

Genz reported that he has been contacted by Mike James Environmental regarding managing the MN CAR program. The board discussed the status of the MN CAR program and the current program manager and determined that no change in management is desired and will decline a meeting with James.

Date & Location of next meeting: Saturday, January 30, 10 a.m., McQuoid's Resort, Isle, MN.

There being no further business, *Marofsky motioned to adjourn the meeting at 9:29 p.m.; Davis seconded the motion. Motion carried.*



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Message from the President

By: Dave Marofsky

First, I would like to thank Carl Genz for his great work as the 2009 ARM Board President. Carl is ARM's chairman of the Upper Midwest

Auto & Truck Recyclers Convention & Trade Show and has worked very hard to make it one of our best ever! Please plan on attending this year's convention as I believe we have some outstanding seminars, interesting auction items, and a large and varied Trade Show with great vendors.

Second I would like to touch upon ARM's MNCAR Program. As an owner of a small yard, I

was at first afraid of ARM's MN CAR Program. I signed up to find out how far out of compliance I might be. Turns out all we had were a few issues to take care of. Dave Kendziorski, MN CAR Program Manager, was easy to work with and we had all the deficiencies taken care of on our re-inspection. This program will also help you when it comes time for our storm water permit. As I write this, Minnesota is working on the new permit so NOW is a good time to enroll in the MN CAR Program. You will find a MN CAR application in this issue of the newsletter.

Lastly - I just got back from the 4th Annual Winter Outing. It was another great winter gathering of ARM members. I met new people and had a great time.

Hope to see you all at the convention and trade show in April!

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WELCOME TO ARM'S NEW MEMBERS

ASSOCIATE MEMBERS

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Contact: Tony Waldner
NE Metro District 916
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White Bear Lake, MN 55110

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Email: Tony.waldner@nemetrometro.k12.mn.us

ARM NEWS



From the Executive Director's Desk

By Kelly Lynch-Salseg

A new year – a new ARM board. Once again I'd like to thank all of the great individuals on the ARM board for their willingness to dedicate time, energy, talent and passion to the ARM association and the automotive recycling industry. This is a hard working and fun group of people to work with and I am always grateful for their support.

Meet your 2010 Board of Directors

President – Dave Marofsky,

MARCO Auto Recycling, Red Wing

Dave is President of MARCO Auto Recycling. Dave starts his 2nd term on the ARM board as ARM board President. Dave has served as ARM board Secretary/Treasurer and Vice President, chaired the Education/Events and Finance committees and served on the Membership committee. Dave is married with two daughters, ages 27 & 24. Dave's past times is street rods.

Immediate Past President - Carl Genz,

U Pull R Parts, Rosemount

Carl is Manager of U Pull R Parts (Rosemount) and has been with the company for 6 years. Carl finished his term as ARM board President on December 31, having served as Vice President and Secretary/Treasurer as well. Carl has served on the Convention and Finance Committees, and chaired the Membership & Education & Events committees. Carl has two sons, Carl Gerald (23) and Alexander (21). Carl's past times are motorcycling, snowmobiling, and NASCAR.

Vice President - Mark Hortman,
John's Auto Parts, Blaine

Mark is COO of John's Auto Parts. This year Mark starts his 2nd term on the ARM board. Last year Mark served as the ARM board Secretary/Treasurer. He has chaired the Website committee and served on the Government Relations committee. Mark originally joined the board "to get to know other recyclers better and because I felt I have insight in the industry that would be helpful for other recyclers." When asked about goals for ARM Hortman stated, "ARM should continue its goal of taking the work that we all have to do and centralize it into one location, and continue to provide networking opportunities with other recyclers and with important vendors and service providers that we all share." Mark is married to Melissa Hortman, with two children, Colin (14) and Sophie (12). Mark's past times are scuba diving, golfing, and pheasant hunting with his family in South Dakota.

Secretary/Treasurer - Shane Rudd,

Elite Auto, Long Lake

Shane is Manager of Elite Auto. This year Shane starts his 2nd term on the ARM board and was elected by his fellow board members to serve as Secretary/Treasurer. Shane has served on the



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Membership & MN-CAR committees. Shane is married to wife, Kris, and has two children, Rachel (11) and Ryan (6). Shane's past times are hunting, fishing, boating, travel and work.

Chris Bickmann, R & R Auto & Metal Salvage, Inc.

Chris is co-owner of R & R Auto & Metal Salvage. 2010 will be Chris's 3rd year on the board. Chris has served on the Education & Events committee. Prior to owning R & R, Chris worked in the metal fab industry. Chris joined the board because he felt "it was a good way to network and get involved in the organization. I'd like to see ARM enhance the opportunities and benefits it presents to our members." Chris also sits on the board of his local Lions Club. Chris is single, with one son, Bradley (10 years old). In his spare time Chris enjoys softball, bowling, fishing motorcycling, snowmobiling and traveling.

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

Randy is owner and President of B & R Auto & Truck Salvage. This is Randy's 3rd year on the board. Randy has served on the Convention & Education & Events committees. Randy is married with two children, ages 23 & 20. Randy likes to ride his Harley and tinker with cars.

Jesse Faust, Viking Auto Salvage, Northfield

Newly elected to the 2010 ARM board, Jesse is Safety and Quality Control Manager with Viking Auto salvage, a family owned business. He has held this position for the past year, and was in sales at Viking for the previous 10 years. Jesse was asked and agreed to serve on the ARM board because he felt it would "be a great way to stay up to date on what's going on in the industry and get more involved." He would like to see ARM membership continue to grow and have more yards involved. Jesse is married and has 2 sons, and loves to hunt, fish, golf and play softball.

Patrick Garrity, Sharp Auto Parts LLC, Stillwater

Patrick joined the ARM board in 2009. Patrick is Owner of Sharp Auto Parts, LLC. Patrick sits on the ARM board MN CAR and Convention committees. Patrick also serves on the URG board of



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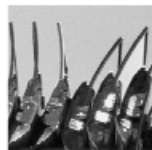
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ARM NEWS

directors. Patrick is single with no children.

Paul Lang,

Southside Auto Salvage, New Ulm

Paul joined the ARM board in 2009. Paul serves on the Education/Events and Convention Committees. Paul is married with children.

Rick Lemke,

Metro Auto Salvage, Lakeville

Rick is co-owner of Metro Auto Salvage. This is Rick's second time serving on the ARM board. Rick has served as ARM Secretary/Treasurer (1998), Vice-President (1999), President (2000) and Immediate Past President (2001). Rick is currently in his 2nd year of his 2nd term. Rick chairs the Newsletter, MN CAR and Convention committees. Rick is married with children. Rick enjoys hunting and telling long and winding hunting stories.

Terry Steinglein,

AAA Auto Salvage, Rosemount

Terry joined the board in 2009. Terry is General Manager at AAA, where he has been employed for the past 4 years. Terry serves on the Membership, Education/Events and Convention Committees. Terry is married and has 3 daughters, Tabatha (32), Candi (30), Angela (23), and one son, Tony (22). Terry's hobbies are camping and Muscle Cars.

Steve Tretter,

East Central Salvage, Brook Park

This is Steve's first year on the ARM board. Steve is owner of East Central Salvage in Brook Park, MN. He became an ARM member a few years back and has been an active and vital member from the get go. Steve is married to wife Trisha. We are delighted to have Steve joining the ARM board.

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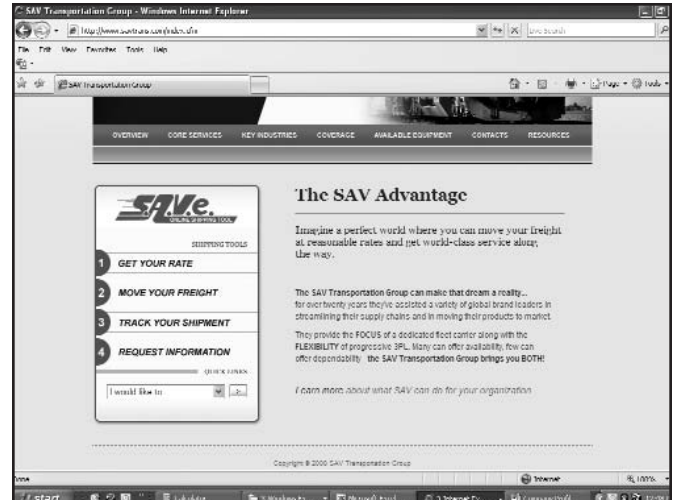
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...SAV Transportation continued from cover



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Does Your Facility Have Red Flags?

By David Kendziorski
MN-CAR Program Manager

The best part of my job is having the opportunity to visit hundreds of recyclers each year to check and verify their compliance with certification program standards. Typically, I'll first enter the office, meet with the manager or owner, and then walk through the operation. I try to be careful to avoid rushing to judgment, but I can't help it: upon arrival, it usually takes me only minutes to determine whether the facility is a professional business that is committed to meeting industry standards, or whether it's a facility that is trying to

do as little as possible to stay out of trouble (and pass the audit). Contrary to popular belief, my experience is that the state of the economy, or even the financial success of the business, has little impact on the compliance status. Rather, the level of compliance seems to directly relate to the work culture set by the owner.

Here are the red flags that often provide an initial indication that the facility is struggling to comply with standards and regulations:

- *Nasty attitudes.* Owners and managers who



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ARM NEWS

constantly complain about government regulations, unfair competition, the economy, their industry, and even their own employees do not establish a workplace that promotes positive compliance. Their workers are often frustrated and frequently take shortcuts.

- *Poor customer service.* Rude telephone etiquette and unhelpful counter salesmen indicate trouble. Signs such as “No Returns – No Exceptions!”, “If You Decide You Don’t Want the Part, You Now Have a Spare”, and “KEEP OUT!” do not exactly welcome customers. Cramped and dirty retail sales areas are not customer friendly. Bad customer service often accompanies bad business practices.
- *Dirty workers.* You’ve seen the guys whose arms and clothes are totally covered in grease. Umm...let’s not shake hands. Messy workers = messy yard.
- *Oil stains.* Excessive oil stains on the

ground or pavement are an obvious indicator that too many fluids are being released, and the workers are not bothering to clean them up. This is the ultimate red flag, and potentially could lead to a spill violation or even worse, trigger an investigation and remediation order.

- *Badly leaking equipment.* Poor preventive maintenance leaves an oily trail that cannot be missed.
- *Open fluid containers.* Fluid containers without covers or caps are not only illegal, but they are accidents waiting to happen.
- *Mud!* Muddy shoes, roadways, vehicles, and equipment. Customers can find the yard by following the path of dirt.

Thankfully, certified auto recyclers are courteous, professional, and clean. Red flags are becoming rarer. Progress!

MN-CAR Members

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John's Auto Parts
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 succeed is to always try
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Thomas Edison
Attitude is Everything

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Minnesota Certified Automotive Recycler (MN-CAR) Application Form

Owner/Contact Name(s): _____

Business Name: _____

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

Street Address: _____

City: _____ State: _____

Mailing Address (if different): _____

Zip Code: _____

Phone: _____ Fax: _____

E-mail: _____

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

I agree to meet the MN-CAR standards.

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

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

I have enclosed my MN-CAR membership fee of \$350.00, made payable to "ARM".

I agree to comply with the following guidelines:

- Be a member of ARM, and meet the membership requirements.*
- Appropriately display applicable MN-CAR program identity and promotional materials. I agree to surrender the same if ARM membership is canceled or terminated.*
- Improve my effectiveness as a business person and professional automotive recycler through trainings and seminars offered by ARM.*
- To not knowingly purchase and/or sell automotive parts of questionable origin. A MN-CAR member should take pride in his industry and business, thereby enhancing quality, customer service and confidence.*

I understand that as the automotive recycling industry changes, the requirements to be a MN-CAR member may also change. I agree to incorporate any such changes in my business. If I fail to do so, my MN-CAR membership will be subject to termination.

Business Owner Signature: _____ Date: _____

Staff Use Only:

Date Received by ARM: _____

Disclaimer: Each automotive recycling facility participating in the MN-CAR program is responsible for complying with applicable local, state, and federal regulations. Meeting the MN-CAR standards does not guarantee compliance with all regulations that apply to the facility, nor does it provide against citizen or third party legal actions.

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ARM NEWS

Industrial Stormwater Program Update to Minnesota Auto Recyclers December 31, 2009

The MPCA public noticed for comment the Draft Multi-Sector General Permit for Industrial Stormwater between July 6th 2009 and September 4, 2009. MPCA has been organizing and working on responses to all comments (64 letters, over 700 comments) since. The MPCA will go in front of the MPCA Citizen Board on February 23, 2010 to provide an overview of the comments/permit changes and discuss next steps (issuing the permit). The permit will not be considered final until receiving the Citizen's Board approval and a signature from the MPCA Commissioner, Paul Eger. The Agency will contact Permittees when the new permit has been issued, and will let Permittees know when to apply for the new permit.

While the permit is still draft, existing permittees must comply with the currently expired Industrial Stormwater Permit. No requirements of the "new" permit need to be followed until the permit is issued.

MPCA is aware that some facilities requiring Industrial Stormwater Permit Coverage are proactively reviewing the future monitoring requirements. Again, because these requirements have

not been finalized, no facility covered under the expired Industrial Stormwater Permit is required to conduct monitoring (when the permit is issued, monitoring requirements begin in the second year of the 5-year permit cycle).

MPCA is working on providing guidance (webcast, videos, a manual, fact sheets or other types of guidance) on sampling, including how to conduct winter sampling. All of these materials will be on the website. Visit: www.pca.state.mn.us/water/stormwater/stormwater-i.html to find out the latest about the Industrial Stormwater Permit.

MPCA is pleased to announce that an Industrial Stormwater staff will be presenting an Industrial Stormwater update at the annual 2010 Upper Midwest Auto & Truck Recyclers Convention & Trade Show, held at the Holiday Inn in Bloomington on April 9 & 10, 2010.

Anyone with questions may contact Melissa Wenzel at: melissa.wenzel@state.mn.us or 651-757-2816 or visit: www.pca.state.mn.us/water/stormwater/stormwater-i.html

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FOR MAXIMUM NETWORKING**

Friday, April 9th
3:30 PM - 6:30 PM

Saturday, April 10th
Noon - 3:00 PM



The Annual Upper Midwest Auto & Truck Recyclers Convention & Trade Show is the ideal opportunity for automotive recyclers, industry leaders & vendors to meet & exchange ideas & information. We have invited several hundred companies, employees & vendors to attend this *not-to-be-missed* event. Exhibitors & sponsors will have ample time to interact with attendees & will be featured in all forthcoming promotional materials.

COMING TO:

BLOOMINGTON, MN

Friday & Saturday

April 9 & 10, 2010

HOLIDAY INN SELECT MPLS

EXHIBITOR AND SPONSOR INFO

SPONSORSHIP

Grand Slam Package only \$1200

The Grand Slam Package includes three (3) conference registrations (meals included). Trade Show booth with 8' exhibitor table & 2 chairs, electrical outlet & wireless internet, skirting & signage, preferential Grand Slam Package name badges, complimentary 2010 ARM & CARS Associate Membership (\$300 VALUE), profile of your company in ARM & CARS newsletters, recognition page in ARM & CARS newsletters & listing in Program Booklet, 1/4 page ad in Program Booklet, recognition & link on our Official 2010 Upper Midwest Convention web site, special event signage, custom designed e-mail ad blast designed by you to potential attendees, ARM & CARS Membership Directories & two sets of ARM & CARS mailing labels.

Home Run Package only \$900

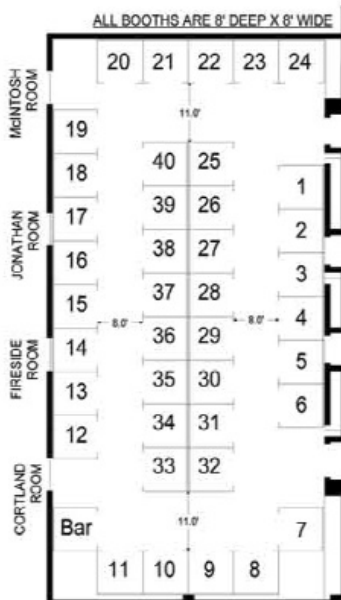
The Home Run Package includes two (2) conference registrations (meals included). Trade Show booth with 8' exhibitor table & 2 chairs, electrical outlet & wireless internet, skirting & signage, preferential Home Run Package name badges, recognition page in ARM & CARS newsletters & listing in Program Booklet, recognition & link on our Official 2010 Upper Midwest Convention web site, inclusion in group e-mail promotional blasts, ARM & CARS Membership Directories, 1 set of ARM & CARS mailing labels.

Triple Hit Package only \$750

The Triple Hit Package includes one (1) conference registration (meals included). Trade Show booth with 8' exhibitor table & 2 chairs, electrical outlet & wireless internet, skirting & signage, preferential Triple Hit Package name badges, recognition page in ARM & CARS newsletters & listing in Program Booklet, recognition & link on our Official 2010 Upper Midwest Convention web site, inclusion in group e-mail promotional blasts, ARM & CARS Membership Directories.

Cost for each additional exhibitor over the number specified in your package of choice is \$150/person.
Cost for additional booth(s) over your package of choice \$500.

INFO you should know



Items that the Upper Midwest Convention & Trade Show will provide: 8'x8' booth, table, 2 chairs, skirting, signage, waste basket, wireless internet service & electricity. The cost for the hotel to provide an extension cord & power strip is \$40 or you may supply your own. PLEASE NOTIFY US OF ANY OTHER EQUIPMENT THAT YOU WILL BE BRINGING THAT WE WILL NEED TO CONSIDER, FOR EXAMPLE: FORKLIFTS, TRUCKS, CAR CRUSHERS, ETC., AS WE HAVE RESERVED OUTDOOR SPACE FOR LARGE EQUIPMENT DEMOS.

Trade Show Commercial:

During Trade Show hours, you will have the opportunity for your very own commercial spot. Register for a commercial spot & you will be given a date & time for your ad at the Trade Show. Our DJ host will come to your booth where he will broadcast your personalized "on air advertisement" produced by you. The DJ will ask attendees to come to your booth & then announce a baseball related trivia question. The first attendee to come to your booth & provide the correct answer will receive one of your best promotional products that you will provide. Spots are limited so sign up today.

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Friday Educational Sponsor.....

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Friday Lunch Sponsor.....

Saturday Lunch Sponsor.....

Friday Dinner Sponsor.....

Thursday Hospitality Suite Sponsor.....

Friday Hospitality Suite Sponsor.....

Saturday Hospitality Suite Sponsor.....

Registration Sponsor.....

Registration sponsor will have signage & a literature table during the entire event & may also provide any materials

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Front Inside Cover, 4.5" w x 7.5" h.....

Back Inside Cover, 4.5" w x 7.5" h.....

Back Outside Cover, 4.5" w x 7.5" h.....

Instructions for your app This app will make sure to mark the appropriate line(s) for your program ad space. Once you complete this step, turn the reverse side & finish up the application with the app. Remove this middle portion & mail it in to us!

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\$500
\$500
\$500
\$750
\$750
\$1000
\$1000
\$1000
\$1000
\$1000

As a sponsor of the Upper Midwest Auto & Truck Recyclers Convention, you will receive recognition in the ARM & CARS newsletters as well as the Convention Program Booklet, recognition & link on the official 2010 Upper Midwest Convention web site, preferential booth signage & name badges, signage at your portion of the event & recognition on the hotel electronic message boards.

at the Registration Office
 if they so desire for the registration packets.

.....\$1500
 on their determination to appear on all room key cards.

Space Entry Fee...\$10/car entered

ad will appear in the on-site program.
 ready artwork & be submitted, via e-mail
 than March 15th, 2010.

.....\$75
\$100
\$150
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\$200
\$250

THE SHOW PROGRAM AD SPACE

is the backside of your application. Please
 your sponsorship package selection & the show
 side, add the dollar(\$) amount to the TOTAL on
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 Don't forget to add your entry fee for the Valve Cover Race!

RECYCLERS CONVENTION & TRADE SHOW
www.recyclersconvention.com

HOTEL INFORMATION

Holiday Inn Select MPLS/St. Paul Intl. Airport

Three Appletree Square, Bloomington MN 55425
952-854-9000 www.himspairport.com

The Holiday Inn Select Mpls/St. Paul Intl. Airport is conveniently located just minutes from the Mall of America & MSP International Airport. The Holiday Inn Select is 15 minutes from either downtowns, Minneapolis & St. Paul in the heart of Bloomington, MN. A choice location for exploring several Twin Cities attractions, including the Mall of America, Nickelodeon Universe, Water Park of America, MN Zoo, Historic Fort Snelling & more! All of their guestrooms were remodeled in '08 & feature 37" LCD Flat Screen TV's, Microwaves, Refrigerators & High-Speed Wireless Internet in all guestrooms.

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King - \$99
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 Double Suite - \$119
 King Bed with Sofa Pull-Out - \$99

The concierge level offers evening hors d'oeuvres & drinks, morning breakfast Monday evening - Friday morning.
 Other Hotel Features include a fitness room & Jr. Olympic sized Pool!

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

The cut-off date for accepting reservations for the convention room block is Thursday, March 18th, '10. Reservation requests received after the cut-off date will be accepted on a space & rate availability basis.

All rates subject to 13.9% tax (subject to change). Check-in is 3pm, check-out is Noon.

Educational INFO

Educational seminars include E-commerce, Marketing, Leadership Training, User Group Meetings, Excel & Outlook, Successful Web Sites and renowned speakers such as John Graci, Craig Van Battenburg, Louie Nelson, Duane Hoversten, Steve Gasser, Chad Oederkerk and more!



2010

UPPER MIDWEST AUTO & TRUCK

RECYCLERS

Convention & Tradeshow

See page 21
for registration information.

For questions please feel free to contact
Kelly Lynch-Salseg at 612-781-5555
or autorecyclersmn@bitstream.net

ENTERTAINMENT

Thursday, April 8 ~ HOST/NO HOST Dinner Outing

Are you arriving Thursday night? Do you like networking & interesting dinner conversation? Are you tired of the same 'ol fast food chains? Would you like to hit up one of the great restaurants that only the locals know about? Then our Thursday night HOST/NO HOST Dinner Outing is for you! Don't miss out on this unique opportunity! No need to pre-register. If you'd like to take part, just meet us in the hotel lobby @ 6pm, hear your dining options (Mexican, Asian, Seafood, Steak &/or Rib joint & Italian) & proceed with the party you choose to your dining destination. Each dinner party will be "hosted" by an Auto Recyclers of MN board member or direct member who is familiar with the area. You will be responsible for your own costs & transportation. Car pooling will be taking place, so if you didn't drive you can still participate!

Friday, April 9 ~ Baseball Tailgate Party Challenge

WHAT: From car parts, create a unique item that could be used for tailgating.
WHERE: The Upper Midwest Auto & Truck Recyclers Convention & Trade Show
WHEN: Items will be on public display all day Friday. Everyone will have an opportunity to cast their vote for "MOST UNIQUE" & the winner will be announced prior to the live auction that evening with the winner & 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 & truck parts to make an item, such as a table, grill, chair, etc. Anything that someone would use when they are tailgating at a ball game. Enter as many items as you wish.
WHY: TO WIN \$! ... and bragging rights of course.

Miller Compressing Co. Valve Cover Races

Sponsored by : Miller Compressing Co.

THE RACE

ENTRY FEE: \$10/per car

Cars will be run in heats of 2 cars

1st car to finish wins the heat, if no car finishes then the car that goes the furthest in its lane will win the heat. Cars that win will advance to the next round.

The track has 2 side by side lanes & cars are gravity driven ~ think "pinewood derby"

THE CARS: 12" max width; 30" max. length; 10" max. height; 10lbs. max. weight; ONE valve cover per chassis; no switching chassis or cover

Must be made with Auto valve cover with stock gasket surface. NO engines or propulsions of any kind & nothing can be mounted forward of either the valve or chassis. NO moving or movable weight. SPECIFICS WILL BE ENFORCED!!

THE CLASSES:

STOCK CLASS: Stock auto valve cover, no cutting & no add'l holes or mods of any kind.

CUSTOM: Anything goes, either stock or aftermarket valve cover, but must retain stock gasket surface

THE REASON: Do you actually need a reason to build a valve cover "race" car? Cash prizes will be handed out!!

ARM NEWS

Registration Information

The Upper Midwest Auto & Truck
Recyclers Convention & Trade Show

By Phone
612.781.5555
(call Kelly Lynch-Salseg)

By E-Mail
autorecyclersmn@bitstream.net

By Fax
612.781.7052

By Mail ARM
3333 Skycroft Circle, MPLS MN 55418

Please remit
application and
payment to:

Application Requirements

Full booth payment is required & must be received with the application & insurance form. Space will not be held without payment & forms. We reserve the right to reject any application we deem inappropriate in nature. If an application is rejected, payment will be refunded. After acceptance of an application, you will receive a receipt along with your booth assignment. We accept checks, Visa & Mastercard.

Cancellation Policy

In the event of cancellation prior to March 1, 2010, exhibitors will forfeit \$500 per booth deposit & all payments shall become the property of the Upper Midwest Auto & Truck Recyclers Convention & Trade Show. Cancellations after March 1, 2010 shall forfeit any payments & shall become the property of the Upper Midwest Auto & Truck Recyclers Convention & Trade Show

Request for Insurance

Our insurance company has asked that all vendors participating in the convention & trade show provide a certificate of insurance. This certificate request is simply a way for us to verify that your company has a GLC policy. Providing a certificate of insurance is routine & your insurance co. can send us a copy on your behalf. Your agent can fax or email us, it's that simple.

All information is kept confidential.

Exhibitor Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____ Web _____

Name(s) of additional individuals staffing your booth Add'l staff @ \$150/person _____

Please indicate your Vendor Package of Choice:

- Grand Slam Package (\$1200)
- Home Run Package (\$900)
- Triple Hit Package (\$750)
- Add'l Booths (Please indicate # of add'l booths needed) _____
- Add'l Staff (Please indicate # of add'l staffers @ booth) _____
- Hotel provided extension cord & power strip (\$40)
- Trade Show Commercial

Please indicate booth # preference -first come, first served ~ map on inside page _____
Booth # PRIORITY 1 _____ PRIORITY 2 _____ PRIORITY 3 _____

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Total Amount Enclosed or To Be Charged to Credit Card \$ _____

See you at the
2010
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Auto & Truck
Recyclers Convention
& Tradeshow
April 9 & 10

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and every person should try.”*

*John F. Kennedy
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 Phone _____ Fax _____

Billing 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 _____
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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, #5 Housekeeping Salvage Yards Inside and Outside of buildings, #4: Public Protection, Customer Hazards, #3: Product Liability Exposures and Controls. In true top 10 fashion, here's #2 on the list of the most important loss control best practices for auto salvage recyclers ...

Best Practice #2: Risk Transfer-Subcontracted, Contracted Operations, and Service Providers

Subcontractors, contractors and service providers provide valuable services for auto salvage yards to include but not limited to: auto crushing companies crushing vehicles on your property, service companies removing auto waste products and the potential pollution exposures they pose, and repair and service contractors working on your facilities and your equipment.

Since auto salvage yards have limited control over subcontractors, contractors and service providers when they are working on company property or for the company, there needs to be good risk transfer procedures in place to properly protect from their liability and their employee



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ARM NEWS

injuries arising out of their work and services. The below items should be investigated and considered by management:

When using subcontractors, contractors and service providers, have you obtained current certificates of insurance for liability, and workers compensation insurance naming your company as an additional insured?

Your subcontractors should have equal liability limits to your own insurance policy. The higher the liability limits the greater the protection their insurance can provide you.

If a subcontractor does not have workers compensation insurance for their employees working on your property or working for you, you could be held responsible for their injuries.

Additional insured endorsements naming your company as an additional insured to the contractor's liability policy is a standard practice and should be obtained from contractors before they are allowed to work for you.

Hold harmless agreements written in your favor and signed by your contractor are also recommended. A hold harmless agreement is a document stating that the contractor will be responsible for bodily injury, property damage or economic loss resulting from the contractors' negligence.

As a result of the loss potential related to use of subcontractors, contractors and service providers and in an effort to keep the insurance premiums to a minimum, here is best practices recommendation #2.

Have your contractors provide you with certificates of liability and workers compensation insurance with equal liability limits to your own insurance naming your company as an additional insured as an endorsement to their insurance policy, prior to commencement of their work.

When using contractors, you should consult your attorney for protection advice and to develop a hold harmless agreement written in your favor.

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 #1.

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.

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ARM NEWS

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319-233-7310

Allied Auto Salvage
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651-222-2751

American Solutions for Bus.
651-322-4222

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NE Metro District 916
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Universal Core Supply
763-682-3365

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952-830-3039

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800-468-8078

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.



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.**

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, Ace, Carney, Dykes, Economy Auto, Elite, John's, Marco, Pam's, R & R, Shipman, Timm's, Viking, Whetstone

Hotlines is exclusively endorsed by the Automotive Recyclers of Minnesota.

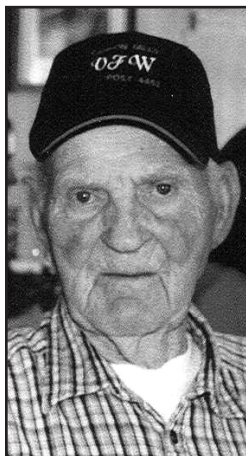
INDUSTRY NEWS

What's New With You?

ATLAS AUTO: Join us in wishing JR a very happy birthday as he rings in another year on April 25th!

Viking Auto Salvage:

Darrell L. "Andy" Anderson, 82, of Cannon Falls, passed away January 16, 2010 at his home in Cannon Falls following a lengthy illness. Andy was a loyal employee of Viking Auto Salvage for over 30 years. Born and raised in Cannon Falls, Minnesota, Andy served in the United States Army during the Korean War, receiving the Korean Service Medal, U.S. Service Medal & the Good Conduct Medal. Following the war Andy returned home and worked for construction and sand & gravel companies before beginning his employment with Viking Auto Salvage. For many years Andy was responsible for Viking's scrap processing operation. He was also an expert heavy equipment operator and mechanic. Andy enjoyed working his entire life and after retiring from Viking Auto Salvage in 2007 he continued working with the land, putting up fence, clearing trees and farming through the end of 2009. Andy especially enjoyed time with his family and grandchildren, putting puzzles together, playing horseshoes and participating in several tournaments. He would say, "Handy Andy is my name, Playing horseshoes is my game." Andy is survived by his wife of 50 years, Peggy of Cannon Falls, his six children and 16 grandchildren. Funeral services were held January 19, 2010 at the Lundberg Funeral Home in Cannon Falls and followed by a military honors burial in the Cannon Falls Cemetery.



"Life is what your thoughts make it."

Marcus Aurelius
Attitude is Everything



www.NorthernMetalRecycling.com

For current pricing call any of the locations listed below:

St. Paul Area

UNIVERSITY AVE VEHICLE RECYCLING

355 University Ave E, St. Paul, MN 55130
Car Bodies and Auto-related Scrap Metal

Marc or Bob
(651) 222-8551

NORTHERN METAL RECYCLING

521 Barge Channel Road, St. Paul, MN 55107
All Grades of Scrap Metal

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

INDUSTRY NEWS

California Targets Theft of Catalytic Converters

The theft of catalytic converters from automobiles is on the rise across the United States. ISRI now informs its members of thefts of catalytic converters within a 100-mile radius. "We've seen people with a hacksaw pop into a car lot and leave with 20 or 30 converters in a fell swoop," says ISRI's Bruce Savage. Thieves can typically get \$30 or more for a single catalytic converter. The converters eventually are sent to decanning facilities and smelters to clean the units and extract precious metals such as rhodium, platinum, and palladium. To deter such thefts, lawmakers in the state recent-

ly passed a law that requires recyclers and other businesses in California to obtain detailed information for all converter transactions and keep the records for at least two years. In addition, recyclers must pay for converters using a check, which is either mailed to an address or picked up by the seller after a three-day waiting period. Businesses that fail to comply could be fined and might be temporarily shut down.

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INDUSTRY NEWS

Steel Recycling Rates Reached Record High

According to ISRI, overall steel recycling rates have reached a record high. In its report released Dec. 11, SRI said the steel recycling rate reached 83.3% for 2008 as 82 million tons of domestic steel scrap was used to make new steel products in the U.S. and abroad.

All new steel made in North America contains a minimum of 28% steel scrap with some processes using upwards of 90% steel scrap to make new steel. Steel continues to be recycled at a higher volume than paper, plastic, glass, copper and aluminum combined, and steel is food's and beverage's most recycled container.

According to the ISRI report, more than 1.5 million tons of steel containers were recycled in 2008 at a rate of 65.2%, while more than 14.8 million tons of steel was recycled from automobiles at a rate of 106%. Recycling rates for automobiles are often near or over 100 percent as older vehicles being recycled are often heavier than new cars which are more fuel efficient through use of advanced high-strength steels, which are now available to automobile manufacturers.

Appliance recycling rates remained stable at 90% as did structural steel at 97.5%, while construction reinforcement steel increased slightly to 70%, according to the report.

The SRI estimates for every ton of steel recycled, 2500 pounds of iron ore, 1400 pounds of coal and 120 pounds of limestone are conserved.

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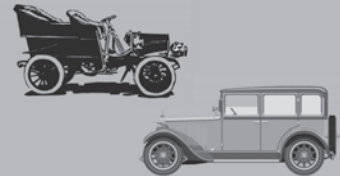
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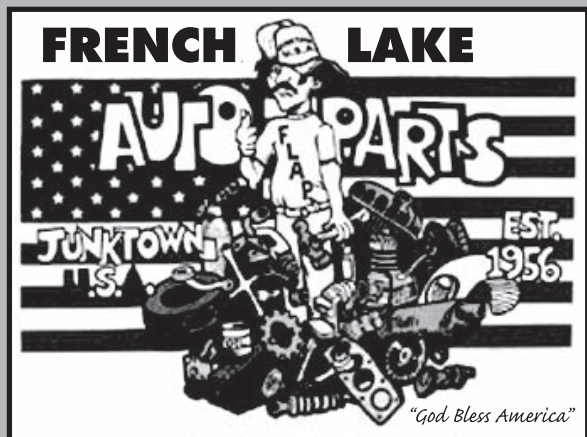


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INDUSTRY NEWS

Insurance Auto Auctions, Inc. (IAA) Selects Audatex as Exclusive Information Provider for NMVTIS Reporting

Audatex North America, Inc. today announced an agreement with Insurance Auto Auctions, Inc. (IAA), one of the leading North American salvage auto auction companies, to become its exclusive vendor for NMVTIS reporting. The Audatex solution will allow IAA to easily report required NMVTIS data on more than 1 million vehicles per year.

Federal U.S. National Motor Vehicle Title Information System (NMVTIS) rules, which became effective March 2009, require that report-

ing entities (insurers, salvage yards, salvage pools, and vehicle shredders) report salvage and total loss vehicles into the national NMVTIS database. As one of the three official data consolidators, Audatex validates vehicle data provided to it by reporting entities before submitting it to NMVTIS.

“We have worked with Audatex for over 5 years on projects related to the salvage industry. Selecting Audatex to be our NMVTIS reporting vendor was a natural extension of our excellent working relationship. Audatex brings with it

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Tracy Jones
Vice President

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INDUSTRY NEWS

proven expertise in software solutions for the salvage and insurance industries,” said Tom O’Brien, President for IAA.

Mike Salfity, Managing Director of Audatex for North America, said: “Audatex has a leading presence in the insurance, collision repair and sal-

vage industries. This gives us the unique ability to efficiently enable our customers to meet their NMVTIS reporting obligations and participate in the drive to help consumers avoid fraud. We are pleased to be selected as IAA’s exclusive NMVTIS reporting vendor.”

Airbag Fraud Legislation

The National Conference of Insurance Legislators adopted draft airbag legislation to discourage deceptive repairs and airbag theft. The model bill would make it a felony to possess or sell a stolen airbag and to fraudulently install/reinstall

an airbag. NCOIL will encourage state legislators to support this measure throughout the U.S. The bill requires safety standards on the use of OEM non-deployed airbags.



Three Essential Products You Need to Automate Your Business and Increase Your Profits

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Powerlink - Yard Management System

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INDUSTRY NEWS

French, U.S. Companies Work on Battery Recycling

A joint venture between French and U.S. companies aims to develop local facilities for recycling batteries used in electric vehicles. France's Recupyl has joined with the Michigan-based Battery Solutions to form Recupyl Battery Solutions. The new company will have two mechanical lines for alkaline and lithium-ion batteries. RBS will focus on electric vehicle batteries and processing scraps. The merger is possible thanks to new recycling technologies used in advanced electrode materials. The process turns scrap into new mine resources and metal that can be reused. RBS wants to build facilities all over the world, and plants are already operational in France, Poland, Singapore, Spain, and the United Kingdom.

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"As long as you're going to be thinking anyway, think big."

Donald Trump
Attitude is Everything

National Driver Registry – Drivers License Checks

Companies who hire drivers can now check a computerized database of information about employees or possible hires whose driver's license has been suspended or revoked or who have been convicted of serious traffic violations. The National Highway Traffic Safety Admin., U.S. Dept. of Transportation offers this service. Go to their website: www.nhtsa.dot.gov and search for NDR for specific information or call 1-888-851-0436. Guidelines are given as to who legally is authorized to search the database and the frequently asked questions section provides further information.

Scrap Commodities Market Report February 2010 Approximate Pricing

Crushed Cars	130.00 NT
Prepared Iron	180.00 NT
Motor Blocks	120.00 NT
Aluminum Rims	0.70/LB
Aluminum Condensers	0.55/LB
Copper Radiators	1.30/LB
Aluminum Case Transmissions	0.15/LB
Dirty Aluminum	0.20/LB
Batteries	0.20/LB
Lead Wheel Weights	0.40/LB

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

**For more accurate and current pricing call your scrap metal vendor.

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