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MAY/JUNE 2009

New MN-CAR Program Off to a Great Start

By

David Kendziorski

MN-CAR Program Manager

In its first year, the Minnesota Certified Automotive Recycler (MN-CAR) program is pleased to announce that 14 out of the 17 participating facilities were able to successfully meet all of the 26 environmental, safety, and business standards and have been certified under the program.



The 2008 MN-CAR certified facilities are:

- AAA Auto Salvage, Rosemount
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- Hutch Auto & Truck Parts, Hutchinson
- Jerry's Auto Salvage, Big Lake
- John's Auto Parts, Blaine
- Kelly Auto Parts, Faribault
- Metro Auto Salvage, Lakeville
- Pam's Auto, St. Cloud
- Sharp Auto Parts, Stillwater

- Shipman Auto Parts, Brainerd
- U Pull R Parts, Rosemount
- U Pull R Parts II, East Bethel
- Viking Auto Salvage, Northfield

The remaining three MN-CAR participating facilities had one or more deficiencies that we are together working to correct, and I am confident that all three will be certified in 2009.

MN-CAR is not primarily intended to be a "Seal of Approval" for the biggest and best auto recycling facilities. Rather, the program is most valuable for facilities that want to make improvements and are looking for professional guidance and the opportunity to learn from other industry leaders. It is designed to make it easy and affordable for small, even "mom-and-pop", operations to come into compliance with applicable regulations and apply the industry's best practices.

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MN-CAR continued on page 6

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

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

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

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ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting April 8, 2009 - Grumpy's, Roseville MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 6:15 p.m. by Vice President, Dave Marofsky.

Board present: Dan Brekke, Patrick Garrity, Mark Hortman, Paul Lang, Rick Lemke, Dave Marofsky, Shane Rudd, Terry Stenglein. Chris Bickmann, Randy Davis & Carl Genz arrived shortly there after.

Staff Present: Kelly Lynch-Salseg.

January 2009 board meeting minutes were reviewed. Lang motioned to approve the minutes; Brekke seconded. Motion carried.

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

Lemke motioned that Executive Director and Treasurer make a projection of cash flow needs for the next several months and then make a recommendation to the Board Executive Committee on an amount to be transferred from checking into the Waddell & Reed money market account. Upon approval by the Board Executive Committee, funds are to be transferred. Garrity seconded. Motion carried.

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

A 10 minute break was taken and board reconvened at 6:55 p.m.

Executive Directors Report:

Membership: It was reported that ARM has three new members: Joe's Auto Wrecking/St. Joseph; Deerings Sales Service & Towing/Spicer; and Trusted Parts/Duluth.

MN CAR: Lemke will contact Dave Kendziorski/Stormtech to check on the status of the 2008 MN CAR Annual Reports.

Foundation: The Scholarship Selection Committee from Wilshire Park School reviewed all applications and selected recipients. *Hortman motioned that the ARM Foundation give out 5 - \$1,000.00 scholarships in 2009; Stenglein seconded. Motion carried.*

Salseg to e-mail proposed rewording of scholarship application materials to the board for review. The rewording is a result of much confusion on the part of the applicants this cycle.

2010 Convention: The contract from the Holiday Inn Express was reviewed, as was a 1 page contract for the 2010 convention.

2009 Convention: We reviewed the items we have already acquired for the 2009 convention auction and discussed ideas for additional items needed.

Lynch-Salseg, Genz & Lemke will be doing one last site visit to the Eau Claire Expo Center on Saturday, April 11.

Summer Outing: Two ideas were discussed for the Summer Outing. The ARM board will meet briefly at the Convention and make a determination at that time.

President's Report: Genz updated the board on the convention conference call which had taken place earlier this evening. ARM is to develop a site map for the program and an exit survey. There will be another convention conference call on April 22nd.

NMVTIS was briefly discussed and information was shared.

ARM NEWS

Tentative date and location of next meeting:
Wednesday, June, 10, 6:30 p.m., Timber Lodge
Steak House, Owatonna, MN.

There being no further business, *Brekke motioned to adjourn; Garrity seconded the motion. Motion carried.*

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ARM NEWS

Message From the President

By Carl Genz

Hello to everyone. Well we have survived the winter even though it had a hard time letting go at times. I hope that the yards in the Fargo/Moorhead area along the Red River Valley are dried out and getting back to business as usual.

With a good lobbying effort we were able to get the CASH FOR CLUNKERS legislation pulled. I want to thank everyone who took the time to contact their Senator and Representative and voiced their opinion. They in turn have introduced a new bill which is designed to help Auto Makers and leave the scrapping of vehicles out of the incentive. Leaving these vehicles in the market will benefit our industry in the economy of today. People are more likely to fix their older vehicles than purchase new ones. In turn, the supply of the older vehicles will be reduced since people will be hanging on to them longer, again creating another challenge.

On top of this going on, we have all been inundated with the new "National Motor Vehicle Title Information System" commonly known as the NMVTIS program. Hopefully the reporting will be more streamlined and simpler once the program



gets rolling. If you have questions or problems please contact Kelly @ the ARM office (612-781-5555). She can help direct your concerns to the right places/individuals to get answers to your questions. This program has presented many questions and problems for all of us but we will get through it.

The first weekend in May was the Upper Midwest Convention & Trade Show in Eau Claire, Wisconsin. It

included the recycling associations of Minnesota, Wisconsin, Illinois, Indiana and Iowa. This was the first time Iowa joined us and we welcome them. The convention had a "Fabulous Fifties" theme and included a golf outing, a trade show with vendors showing off their products/goods, employee & management trainings, guest speakers on issues effecting our industry, a live & silent auction and a valve cover race. Seems you can race anything these days. I hope those that attended enjoyed the convention & trade show. For those that were not able to attend make every effort to attend the 2010 convention which will be in Bloomington, Minnesota.

I will close by wishing you all a safe & sunny summer! Until next time - Carl

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MN-CAR continued from cover

training, forklift training, and the new cutting torch safety protocol. Plus, you will be well informed and prepared to address future issues and regulations that affect your business.

To learn more about the MN-CAR program or request an application, contact Kelly Lynch-Salseg at (612) 781-5555 or autorecyclersmn@bit-stream.net.

ARM NEWS

From the Executive Director's Desk

By Kelly Salseg

I'd like to use my space in this issue of the newsletter to encourage you to:

SUPPORT OUR ASSOCIATE MEMBERS!



Our associate members support our association in many ways: making the ARM Winter & Summer Outings possible through their sponsorships; helping support the ARM newsletter through advertising as well as contributing timely and informative articles; participating in the annual Upper Midwest Convention & Trade Show; providing invaluable services from a company you know you can trust and that you need to efficiently and effectively run your business every day; and much more!

In return we need to make sure that whenever possible, we support our associate members by channeling our business to them. Take a look at the various companies you do business with. Are they an ARM associate member? If so – great! If

not – ask yourself why you're using them over an ARM associate member and consider making a change, or ask that company to become an ARM associate member.

As an ARM member, you carry considerable clout in associate membership development. When the opportunity presents itself, please take the time to inform your business associates about the many benefits of being an ARM member and the valuable work ARM is doing on behalf of the automotive recycling industry in Minnesota.

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ARM NEWS

ARA Hill Days and Mid-Year Conference 2009

By Eric Schulz

The ARA Hill Days and Mid-Year Conference was held at the Mayflower Renaissance Hotel just a block or so from the White House in Washington DC. This was one of the best attended Hill Days with over 78 congressional visits done by ARA members and staff. The Mid-Year conference had very high attendance as well with over 60 ARA members there to learn the latest developments in the work ARA is doing for our industry.

The focus of Hill Days congressional visits this year was mostly ARIVA (Accelerated Retirement of Inefficient Vehicles Act) and NMVTIS (National Motor Vehicle Title Information System). The way the ARIVA bills have been written so far there is a stipulation that vehicles turned in through the program would have to be dismantled. The bills do not give consideration as to who will dismantle the vehicles, what they will be paid to dismantle the vehicles, or how they would be distributed. The different variations of ARIVA legislation do seem to have one thing in common and that is the requirement that the drive line components of the vehicle will not be able to be re-sold. While I can see the intent of ARIVA to stimulate the business positions of the manufacturers it will tie our hands on one of the most valuable parts we sell. ARA does not support any ARIVA or similar bill that includes a restriction on parts being sold from retired vehicles.

NMVTIS was discussed with our representatives in congress primarily to convey the information regarding the program and the benefits it will provide. As I am writing this, there have been many developments in the NMVTIS program since the Mid-Year and I'm sure that by the time you are reading this anything I write here will be old news. Please be aware of this requirement and

the importance of reporting your information.

Nearly every ARA committee held their regular meeting during the Leadership Conference. The CAR committee is preparing themselves for their professional audit cycle and discussing the possi-



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bilities of creating a Gold Seal type program for self service and retail recyclers. The Gold Seal Committee is working on refining the CSI program and working on promoting the program. Government Affairs, Salvage Solutions, and the State Legislative Efforts committees were the most active with ARIVA, MNVTIS, and efforts in states by salvage pools to open up bidding to the general public. The E-commerce Committee has developed ARA Damage codes and standard descriptions for lights. As always there is a tremendous amount of activity in ARA. The ARA committees and staff are very busy tracking developments in legislation on both the state and national levels.

Membership in ARM and ARA is a great tool for your business to keep up with the constant change that is happening that will have an affect on your business. Whether it is your membership dollars supporting the organizations, legislative efforts, and communication or hopefully your participation in helping to mold the direction of the recycling industry, membership is more important right now than it has been in many years. Come to the Upper Midwest convention to get the latest information and consider membership and participation in ARA to help on a national basis. NMVTIS is a prime example of how federal rules can change they way we do business very quickly.

“The beginning is the half of every action.”

Greek Proverb, Day by Day



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ARM Holds NMVTIS Informational Call For Members

On Saturday, March 28 at 12 noon, ARM held a National Motor Vehicle Title Information System (NMVTIS) information conference call for ARM members. On the conference call to share information and field questions were ARM board members Rick Lemke (Metro Auto Salvage) and Patrick Garrity (Sharp Auto Parts), ARM Executive Director, Kelly Lynch-Salseg, and Jeff Schroder, Vice-President of Car-Part.com.

The NMVTIS reporting rules went into effect March 31, 2009. NMVTIS requires auto recyclers to submit a monthly report of all the junk and salvage cars obtained in the prior month. The report must include the following information for each automobile:

1. the name, address, and contact information for the reporting entity;
2. VIN
3. the date the automobile was obtained
4. the name of the individual or entity from whom the automobile was obtained; and a statement of whether the automobile was crushed or disposed of, for sale or other purposes, to whom it was provided or transferred, and if the vehicle is intended for export out of the United States.

The American Association of Motor Vehicle Administrators (“AAMVA”) is the operator of NMVTIS. They require auto recyclers to submit their data to an approved data consolidator and the data consolidator will report the information to AAMVA for inclusion in NMVTIS. The Department of Justice (DOJ), the agency responsible for administering NMVTIS, has required the AAMVA to designate at least 3 data consolidators. At the time this article was written, only two data consolidators have been designated by AAMVA: Auto Data Direct (ADD) and Insurance Services Organization (ISO). At least one more data consolidator will be announced in the near future. Both

ADD and ISO offer fee-based NMVTIS reporting services for auto recyclers. To date, no ARM member has reported being able to successfully report through ISO, although at least two ARM members have reported successfully reporting through ADD.

Car-Part.com has reported that they have been working hard on behalf of auto recyclers to minimize both the cost and administrative burden associated with meeting their NMVTIS reporting obligations. Car-Part.com and ARA Services Corporation, a joint venture between the Automotive Recyclers’ Association (ARA) and Car-Part.com, have agreed to work together in an effort to assist auto recyclers in complying with the NMVTIS reporting obligations. It is ARA Services Corporation’s desire to become an authorized data consolidator as quickly as possible and to provide an NMVTIS reporting service free of charge to all Car-Part.com web services customers that authorize Car-Part.com to forward VIN data to ARA Services Corporation. ARA Services Corporation intends to offer an NMVTIS reporting service that will:

- be fully-automated and integrated within many inventory management systems (including Checkmate, Fast Parts, Hollander, Powerlink I, Powerlink II, Pinnacle Classic, AIMS, and ISoft);



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- allow auto recyclers to choose to report only the minimum information required by the NMVTIS rules;
- allow auto recyclers to choose to report only the information relating to junk automobiles or salvage automobiles obtained on or after March 1, 2009; and
- protect the data of auto recyclers from being used in a manner that is not in the best interest of auto recyclers.

Car-Part.com reports that they already collect most of the information that is required to be reported under NMVTIS in its standard inventory upload process. Car-Part.com is also already in the process of modifying its inventory upload process to include all of the information that is required to be reported by auto recyclers under the NMVTIS rules. They expect that the inventory upload processes will be updated on all inventory management systems supported by Car-Part.com to collect all required NMVTIS data by the end of April.

The DOJ has repeatedly indicated that its initial focus regarding NMVTIS reporting will be on compliance and not on enforcement. At this point, auto recyclers should not be overly concerned with the timing of their initial NMVTIS filing. In an NMVTIS update posted on the www.nmvtis.gov website on March 13, 2009, the DOJ: (1) recognized that the reporting mechanisms may not be in place and/or operating in a manner to allow the required NMVTIS reporting by auto recyclers by

March 31, 2009; and (2) indicated that an auto recycler should file the required data with respect to all junk and salvage automobiles obtained on or after March 1, 2009 even if their initial report is delayed after the March 31, 2009 date referenced in the NMVTIS rules.

While there appear to be no clear cut answers at this point, based on the statements made by the DOJ it would appear that an auto recycler should not be overly concerned if its initial NMVTIS reporting is delayed for a period after March 31, 2009, as long as the auto recycler is prepared to report the required data with respect to all vehicles acquired on or after March 1, 2009 when it makes its initial NMVTIS report.

Local Auto Recyclers Recognized

Tony Faust and Buford Faust, owners of Viking Auto Salvage, Inc., in Northfield, Minn., have been named one of the top “25 Most Influential Auto Recyclers of 2008” by *Locator UpFront®*. The Fausts have been named as the top “Duo” in the automotive recycling industry.

Eric Schulz, chief financial officer of AAA Auto Salvage in Rosemount, Minn., has been named one of the top “25 Most Influential Auto Recyclers of 2008” by *LocatorUpFront®*.

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ARM Foundation

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- **Members List** provides phone numbers, email and web site links to all ARM members.
- **Parts Search** area provides an opportunity for ARM members to sell their parts.
- **News Letters** archives past issues of the Minnesota Recycler.
- Site is continually improving and expanding.

Upper Midwest Automotive Recyclers Convention & Trade Show

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin, Iowa, and Illinois and Indiana state associations to host the best regional convention in the country.

Products

- Plastic part bags (18 x 24) are offered to ARM members at the lowest possible price!

MN-CAR Program (Minnesota Certified Automotive Recycler)

- The MN-CAR Program is designed to help members improve their performance as professional recyclers, and recognizes and certifies that enrolled members, passing an audit, meet specified general business, environmental, safety, licensing, and regulatory standards.

Educational and Social Events

- Educational seminars and trainings held on subjects of interest to recyclers.
- Social events such as the annual Summer & Winter Outing bring recyclers together with an opportunity to network in an informal and fun atmosphere.

Be a Player

- Rather than watching from the sidelines, joining ARM is an opportunity to get involved and affect change rather than being a passive non-participant.
- **For the price of your cheapest transmission sale you can get your company name in front of repair shops, auto body shops, insurance adjusters, and fellow auto recyclers for an entire year!**

ARM NEWS

Automotive Recyclers of Minnesota Application for Membership

Company Name _____

Contact Person & Title (Name in directory) _____

Address _____

City, State, Zip _____

Phone: _____ Fax: _____

Toll Free: _____

E-mail: _____

Web Site: _____

In business since: _____ No. of employees: _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK FOR 2009:

199.00* Full Membership

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

150.00* Associate Member

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

Rates are based on annual membership.

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

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ARM NEWS

Dealing with Difficult People at Work



By Trissel Graham & Toole

Difficult people come in every variety, and no workplace is without them. How difficult a person is for you to deal with depends on your self-esteem, your self-confidence and your professional courage. Dealing with difficult people can be very difficult if they are attacking you or undermining your professional contribution.

Difficult people come in every conceivable variety. Some talk constantly and never listen. Others must always have the last word. Some fail to keep commitments. Difficult coworkers compete with you for power, privilege and the spotlight. Difficult people and situations exist in every workplace. They all have one thing in common.

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Tracy Jones
Vice President

Trissel Graham & Toole
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ARM NEWS

You must address them. You must be courageous! But how?

- Start out by examining yourself. Are you overreacting? Does a pattern exist for you in your interaction with others? Do you have hot buttons that are easily pushed?
- Explore what you are experiencing with a trusted friend or colleague. Brainstorm ways to address the situation. When you are the object of an attack, it is often difficult to assess your options objectively.
- Approach the person with whom you are having the problem and ask for a private discussion. Talk to them about what you are experiencing in "I" messages. "I" messages focus on your experience of the situation rather than on attacking or accusing

the other person. Be pleasant and agreeable as you talk with the other person. This person may not be aware of the impact their words or actions have on you. They may be learning about their impact on you for the first time. Attempt to reach agreement about positive and supportive actions going forward.

- Determine if you need to have a follow up discussion. Has the behavior changed? Gotten better? Or worse? Try to assess if a follow up discussion will have any impact. Remember that all employees want to be respected. Use this time to model good, respectful behavior.

Keep these steps in mind as you go forward with your courageous conversations.



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ARM NEWS

What's New With You?



**WELLS
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Protect Your Business From Loss With Exclusive Risk Purchasing Group Insurance For Auto Recycling, Dismantling, and Salvage Firms

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



Standard General Liability Coverages

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

Standard Excess Umbrella Coverages

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

Standard Property Policy Coverages

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

Optional Policy Coverages

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

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Bill Velin

Direct: 952.830.3039
bill_velin@wellsfargo.com

Emily Fisher

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emily_fisher@wellsfargo.com

BEHR MASON CITY, LLC: John Glover will be celebrating another trip around the sun on May 18th! Our heartfelt wishes to John for a VERY HAPPY BIRTHDAY!!!

CROW WING RECYCLING: On February 17th we at Crow Wing Recycling took over the old Mid State Recycling and Truck Salvage in Pine River, MN. We have changed the name to Pine River Iron and Metal. We will be operating it as a full service scrap yard as well as a "pull your own" parts salvage yard. We are currently cleaning and organizing the facility and will be having a grand opening on April 1st. Dinah Vanwyngereen, formerly with us at Crow Wing Recycling, will be general manager of the Pine River facility. Along with Dinah, Mike Kelly another long time Crow Wing employee, will be the yard supervisor of Pine River Iron and Metal. If you have any questions please get a hold of me - Grant VanWyngereen, Vice President, Crow Wing Recycling, (w) 218-828-0048

HUTCH AUTO & TRUCK PARTS: Congratulations to Robbie & Amanda Bajari on the birth of Brooke Raelynn Bajari, 7.2 lbs, 20in, born 3-17-09. A St Patty's Day Baby and too beautiful and precious for words!

JOHN'S AUTO PARTS: OSHA completed their audit to verify the grant money they gave John's for equipment was there and being used. They also conducted a minimal consultation audit and praised John's for having the cleanest looking automotive recycling yard that they have been in.

VIKING AUTO SALVAGE: Like a fine wine – Tony Faust only gets better with time. Birthday greetings go out to Tony Faust who will be celebrating another year on May 23rd!

WINDY HILL AUTO PARTS: Allan Bajari, founder of Windy Hill Auto Parts will be 68 on May 20. He has no plans of retiring or even taking the day off! HAPPY BIRTHDAY ALLAN!!

Wells Fargo Insurance Services



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.

ARM HAS YOUR BAGS!!

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

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

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

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

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

MEMBER **NONMEMBER**

Shipping Address:

Name _____

Company: _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

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 _____

Credit Card# _____ Exp. Date _____

Name on Card _____

Authorized Signature _____ Date _____

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ARM NEWS

Update on Draft MPCA Multi-Sector Industrial Stormwater Discharge Permit

By
David Kendzierski
MN-CAR Program Manager

On March 19, 2009, the Minnesota Pollution Control Agency (MPCA) released a revised working draft of the proposed multi-sector industrial stormwater permit. Once promulgated, this permit will replace the current industrial stormwater permit that expired in October 2002. When the new permit becomes effective, industries will have 60 days to file an application for coverage.

All industries covered under the stormwater

permit will be required to meet pollution prevention requirements (including preparation and implementation of a stormwater pollution prevention plan), stormwater monitoring requirements (including visual observations and chemical sampling), stormwater antidegradation guidelines (that apply to dischargers located within one mile of special designated water bodies), stormwater infiltration standards, and reporting and recordkeeping

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ARM NEWS

mandates. Industries must also meet new Total Maximum Daily Load (TMDL) limits that will be established on a watershed basis. Additional requirements are proposed for 25 different industrial sectors.

Automotive dismantling and recycling facilities are classified as Sector M, Automobile Salvage Yards. The proposed requirements for Sector M, that are in addition to the permit provisions that apply to all sectors, include:

- Employee training that addresses proper fluid handling and storage, refrigerant removal, mercury switches, and solvents
- Pollution prevention practices for batteries, battery cable ends, wheel weights, fluids, mercury switches, refrigerants, lead parts, plastics, and oily parts (engines and transmissions)
- Stormwater control practices
- Incoming vehicle inspections
- Monthly visual inspections
- Mercury minimization plan
- Stormwater monitoring for total suspended solids, aluminum, lead, and iron
- Application of benchmark guidelines that will determine whether you have to implement additional pollution prevention practices or controls, and continue sampling
- Submit annual reports to MPCA and retain records for 3 years

Although most facilities already have a stormwater pollution prevention plan, the new permit requirements will be a challenge – especially the stormwater sampling and the application of the benchmarks. The draft permit remains a “work in progress”, and the permit provisions may change before being published for public comment.

The Minnesota Certified Automotive Recycler (MN-CAR) program can help you comply with upcoming stormwater requirements. The MN-

Scrap Commodities Market Report April 2009

Approximate Pricing

Crushed Cars	85.00 NT
Prepared Iron	60.00 NT
Motor Blocks	110.00 NT
Aluminum Rims	0.45/LB
Aluminum Condensers	0.30/LB
Copper Radiators	.85/LB
Aluminum Case Transmissions	0.08/LB
Dirty Aluminum	0.15/LB
Batteries	0.08/LB
Lead Wheel Weights	0.10/LB

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

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

CAR standards include nearly all of the stormwater pollution prevention practices. You'll receive onsite assistance from a professional with over 30 years of stormwater management experience. Most valuable is the peace of mind knowing that your compliance has been verified and certified under this nationally accredited program.



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Cindy LaVesser

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cklavesser@wi.rr.com

ARM NEWS

Why would the FAA audit our company?

By Jean M. Ackermann, John's Auto Parts

Since we don't fly our own planes, we were puzzled about this. That is, until we found out they were auditing FedEx and tracking the airbag handling back to the original shipper—us.

When the auditor arrived, he had a copy of the FedEx shipping paperwork we created. He wanted to look at our training records for the shipping person listed on the paperwork to verify the certificate of training and to verify the airbag test was completed.

All was in place except for a few changes because of 9/11. We needed to ensure all those who ship or deliver air bags are re-trained on Security Awareness for Transporting Hazardous Materials and the requirement to keep the Shipping papers for 2 years instead of 1 year. A security plan isn't need-

ed because we only ship Class 9 Miscellaneous—Airbags which don't require Placards. The Hazardous Materials Shipping paper description order has changed with the order being Id#, Proper Shipping Name, Hazard Class, Packing Group.

So, how do we keep our company up to date with the changes? And why didn't our 24-hour hotline inform us about the changes? After contacting our 24-hour chemical spill hotline, we found that whenever it is time to re-certify (every 3 years), we need to review and implement changes to the regulations; as the annual fees are good for the telephone support and only the telephone support.

For more information, see <http://www.phmsa.dot.gov/staticfiles/PHMSA/Hazmat/digipak/index.html>.

Industrial Stormwater Permit Update

by Melissa Wenzel, March 27, 2009

Minnesota's Industrial Stormwater Multi-Sector General draft Permit is nearly complete! The draft permit encompasses federal (NPDES) and state requirements for the discharge of stormwater from industrial facilities. Among other

things, the permit would require facilities to create a Stormwater Pollution Prevention Plan, eliminate or reduce stormwater contact with potentially polluting materials and/or treat stormwater, and monitor stormwater discharges.

The draft permit will go out on public notice for comment late May/early June 2009, with an anticipated issuance date of December 2009. Any changes to this timeline will be reflected on the Industrial Stormwater Program's website. To learn about how to receive email updates from the program, submit a question to Industrial Stormwater Staff or learn about the resources being developed to help permittees, visit:

www.pca.state.mn.us/water/stormwater/stormwater-i.html.



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ARM NEWS

ARA Releases New Torch Use Protocol

By

David Kendziorski

MN-CAR Program Manager

The Automotive Recyclers Association (ARA) has established a new training protocol for the use of gas cutting torches. This training protocol was developed under the national Certified Automotive Recycler (CAR) program, and will be implemented in 2009 under the Minnesota Certified Automotive Recycler (MN-CAR) program that has been accredited by ARA.

The use of gas cutting torches has been declining over the years, and many facilities never use the tool, or use it very infrequently. Only employees who have been properly trained should use cutting torches, and the activity should be carefully monitored and restricted. The training protocol developed by ARA is intended for facility management personnel and any employees that use the torches.

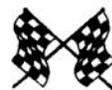
Improper or unsafe use of cutting torches can lead to explosion, fire, flash burns, skin burns, eye injury, and even loss of life. ARA notes that "some insurance companies have changed their insurance policies so that property damage and loss caused by the use of a cutting torch would lead to steeply increased deductibles in the event of a claim."

The ARA Torch-Use Education and Orientation protocol is a two-page document that once training is completed, is dated and signed by the employee and the supervisor, owner, or manager. The protocol reviews 19 best management practices for safe use of cutting torches. The safe practices address:

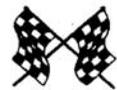
- Where torch cutting is performed
- Avoiding all flammable materials
- OSHA approved eye and face protection and the use of non-flammable gloves
- A second employee on "Fire Watch"

2009 MN-CAR Members

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AAA Auto Salvage - North
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open the cylinder valves, and purge the hose lines

In addition to the ARA protocol, both OSHA and the National Fire Protection Association (NFPA) have established specific requirements for conducting hot cutting operations. The safest option, of course, is to eliminate the use of cutting torches completely.

“Don’t measure yourself by what you have accomplished, but what you should have accomplished with your ability.”

*Anonymous
Day by Day*

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ARM NEWS

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As a publisher we have contacts with many printing companies. One such company is an envelope manufacturer, and we have developed a program with them for you to cut your cost on envelopes.

Four times a year we will place an order with them. We will notify you in advance by means of a notice in this publication, when we are going to place an order. You send your order to us.

R J McClellan, Inc. will group those orders with others and place a "Gang Run" order. By ordering a "Gang Run" order, you can take advantage of quantity pricing without having to order more than you will use or have storage for in a given time frame.

Envelope orders will be sent to R J McClellan, Inc. for grouping and typesetting as needed. Final costs will be determined by the quantity of envelope ordered. As an example;

- 15 companies place orders for 1000 each #10 non-window envelopes for a total quantity of 15,000 non window envelopes.
- Your cost would be at the 15,000 level, \$41.48 per 1000, plus an additional \$10.00 per order for copy change.

Terms and rules:

- Minimum order of 500 envelopes
- All orders are for standard #9 or #10 window or non-window envelopes.
- All envelopes are printed one color either Black or Blue and are 100% recycled and recyclable.
- Inside tint also available at additional cost.
- A one time, type setting fee will be charged at a flat rate of \$25.00.
- A cut off date for orders will need to be strictly adhered to in order to get the best pricing available.
- We need to gather a minimum Gang order of 2500 envelopes to place an order with the

manufacturer.

Send us a sample copy of all envelopes you want ordered so we can be sure they are all standard envelopes and not a special order. We will notify you if yours is not a standard envelope. We will advise you of price as soon as all orders are placed.

Call us with any question. We know this is like "gambling" in the dark, but we guarantee these are first class envelopes with 1st class printing! Give us a try.

OUR FIRST ORDER WILL BE PLACED JUNE 30, 2009, with a cut off date of June 23.

PLEASE SEND US YOUR SAMPLES AS SOON AS POSSIBLE to:

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St Paul Park, MN 55071
651-458-0089 • 877-525-4589



R.J. McClellan, Inc.

The Minnesota Recycler

Newsletter for Automotive Recyclers of Minnesota

The Iowa Automotive Recyclers News

Newsletter for Iowa Automotive Recyclers

The CARS News

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The ATRI News

Newsletter for Auto & Truck Recyclers of Illinois

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INDUSTRY NEWS

State Update

Alabama - Senators Attempt to Open Salvage Auction Sales

Senator Tom Butler (D-02; Limestone/Madison) is continuing his efforts to move SB 193 that would open the availability of non-repairable, salvage-titled vehicles to unlicensed individuals in the state of Alabama. Members of the Senate Fiscal Responsibility & Accountability Committee are currently being targeted by automotive recyclers in AL to oppose the measure.

Allowing unlicensed individuals to purchase salvage-titled vehicles could potentially cause criminals to purchase the paperwork necessary to support auto theft and fraud through VIN switching and cloning.

Opening salvage pools to purchasers other than licensed recyclers significantly diminishes the overall health and safety of the general public and the environment as untrained, unregulated and unequipped workers attempt to handle, dismantle and dispose of environmentally-harmful, waste-stream products and hazardous materials

ARA opposes opening salvage vehicle auctions to anyone without being a licensed, registered and responsible automotive recycler. Over the past few weeks ARA has activated a grassroots push, targeting Senate members in Alabama - including phone calls, faxes and personal visits.

Missouri - Senate Committee Advances Salvage Auction Bill

Legislation (SB 177) in the Missouri legislature, opposed by automotive recyclers throughout the state, passed the Senate Transportation Committee and is now on its way to the full Senate. This legislation would allow all residents of the United States to attend salvage pools or salvage disposal sales rather than just licensed salvage dealers. Both bills present significant dangers to Missouri consumers, the environment and to the law enforcement community.

ARA, the Missouri Auto & Truck Recyclers Association (MATRA) along with individual automotive recyclers throughout the state contacted legislators to voice their opposition to these measures. ARA will continue to adamantly oppose these bills.

ARA activated grassroots tactics – to include a letter writing and phone calling campaign – targeted at state Senators, to oppose this measure. After having been unsuccessful in stopping the bill in the legislature, ARA has contacted and also requested all ARA members to contact Utah's Governor to veto the bill.

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*“The time to repair
the roof is when the
sun is shining.”*

*John F. Kennedy
Day by Day*

INDUSTRY NEWS

Utah Opens Salvage Pool Auctions to Public

Senate Bill (SB193), passed the Utah legislature and signed by the governor, opens salvage pools to non-licensed individuals, both in-state and out-of-state.

SB 193 will allow unlicensed individuals from across the country to purchase salvage titled vehicles in Utah. Allowing this type of legislation in one state could potentially allow criminals to purchase the paperwork necessary to support auto theft and fraud through VIN switching and cloning. Opening salvage pools to purchasers other than licensed recyclers significantly diminishes the overall health and safety of the general

public and the environment as untrained, unregulated and unequipped workers attempt to handle, dismantle and dispose of environmentally-harmful, waste-stream products and hazardous materials.

In Nevada, Senate Bill (SB) 360 was introduced in the legislature and sent to the Senate Committee on Energy, Infrastructure and Transportation. S.B. 360 would allow persons other than an automobile wrecker, dealer of a new or used motor vehicle, or rebuilder to obtain an ID/Bid card to purchase vehicles from a salvage pool.

Toyota – Back Seat Airbags?

That's right! Just when you thought nothing new could be made to fit into a vehicle, Toyota has developed a rear-seat center airbag, designed to deploy from a compartment in the roof. One hopes that it has a sensor that will stop the airbag from deploying if it senses someone sitting in that space (no further information on it at this time).

Toyota expects to debut the airbag in one of this year's Japan-only models – there's no word as to when we will see it in the U.S. And, Toyota did not stop there. Building on anti-whiplash head

restraint technology, found in many current Toyota models, they designed the front seatbacks to automatically shift to an upright position, with the active head restraint moving forward, if the car detects an imminent rear-end collision (using millimeter wave radar). How cool is that? Again, this is for Japan-based models currently, so it is not known when we might actually see these safety innovations here.

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***“Having a business and not advertising
is like winking at a lady in the dark.
You know what you are doing but no one else does.”***

Unknown

INDUSTRY NEWS

Automotive Recyclers of Minnesota Newsletter Advertising Contract

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

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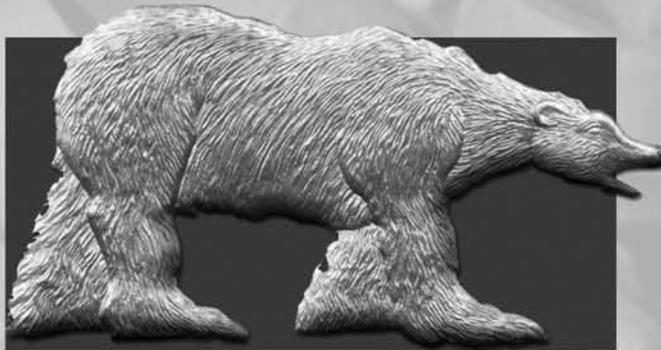
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