



# THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

MAY/JUNE 2010

## Associate Member Profile Integrated Recycling Technologies

Established in 1997 by Steve Budd, Integrated Recycling Technologies (IRT) is a Minnesota-based company specializing in the recycling of catalytic converters, precious metals, electronic scrap, and non-ferrous metals.

After a humble beginning in Steve's garage, IRT has grown into a global competitor, processing 4.5 million pounds of non-ferrous, e-scrap, and catalyst per month, out of a modest 4-acre, 40-employee facility in Monticello, Minnesota. Their strong customer focus has helped the company continue to grow rapidly, even in the midst of the recent economic downturn.

Utilizing their ability to assay all precious metals, IRT is able to quickly and accurately grade catalyst material. This, along with their ability to hedge metals, ensures that their customers receive consistent and transparent pricing of their material. After building a second facility in 2008, IRT has the ability to cut converters on-site, thereby saving on refining costs, and passing those savings along to their customers. To help eliminate error and maximize efficiency, IRT installed a state-calibrated truck scale



in early 2009 to complement their floor scales and computerized buying system.

Buyers at IRT strive to develop custom-fit, long-lasting, mutually-beneficial relationships with customers, and pay promptly and fairly based on the most up-to-date market prices. This allows customers to gain maximum overall value from their



...IRT continued on page 19

Introducing our exciting new add-on to  
Internet Checkmate!

Save the date for  
Car-Part Training!  
July 29, 30, 31, 2010  
Open to all Car-Part  
customers



# Order Tracker



*Know where your customer's  
part is at any stage of the  
production process!*

Car-Part.com



Ask about Checkmate's eBay solution  
and graphical business analysis reports!

<http://products.Car-Part.com> • 859-344-1925

## Get More - Pay Less!

**ALL THIS FOR \$599 PER MONTH, PLUS SETUP**

ASK ABOUT OUR "NO MONEY DOWN" SETUP OPTION



**Bidmate™**

Price Vehicles

\$25 MONTH



**Partmate™**

Portable Inventory Tool

\$25 MONTH



**Checkmate®**

Inventory Management System

\$242 MONTH

Car-Part.com



**Sell Parts via Car-Part.com**

Your Web Site

CCC & Mitchell

Coremate™

\$125 MONTH



**TRADING  
PARTNERS™**

Find Parts

\$45 MONTH



Car-Part  
Messaging™  
with LiveChat™

Communicate with Aftermarket Vendors,  
Recyclers, Shops, & Insurance Appraisers

**PART OF CAR-PART GOLD**

**Advanced  
Management Reports**

Car-Part Exchange™ (3)

CALL FOR PRICE

**RECYCLER  
ROUNDTABLES**

Recycler User Groups

FREE!



- Car-Part Messaging
- Aftermarket Parts Brokering
- Wheel Images & More

\$115 MONTH

**(859) 344-1925**

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

# THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

## ARM's 2010 Board of Directors

### **Dave Marofsky, President**

MARCO Auto Recycling  
1411 Hwy. 19  
Red Wing, MN 55066  
Phone: 651-388-1866  
Fax: 651-388-4693  
Email: marcoauto@redwing.net

### **Mark Hortman, Vice President**

John's Auto Parts  
10506 Central Avenue N.E.  
Blaine, MN 55434  
Phone: 763-784-1711  
Fax: 763-784-8132  
Email: markh@johnsauto.com

### **Shane Rudd, Secretary/Treasurer**

Elite Auto  
2325 W. Wayzata Blvd.  
Long Lake, MN 55356  
Phone: 952-473-2292  
Fax: 952-473-0371  
Email: shane@allanteparts.net

### **Carl Genz, Immediate Past President**

U Pull R Parts  
2875 160th Street  
Rosemount, MN 55068  
Phone: 651-322-1800 ext. 204  
Fax: 651-423-2401  
Email: carl@upullrparts.com

### **Chris Bickmann**

R & R Auto & Metal Salvage, Inc.  
64148 US Hwy. 12  
Litchfield, MN 55355  
Phone: 320-693-0055  
Fax: 320-693-0075  
Email: chrisb88@qwestoffice.net

### **Randy Davis**

B & R Auto & Truck Salvage  
15930 State Hwy. 22  
Mapleton, MN 56065  
Phone: 507-524-3735  
Fax: 507-524-3118  
Email: parts@bandrautotruckparts.com

### **Jesse Faust**

Viking Auto Salvage  
26548 Chippendale Avenue  
Northfield, MN 55057  
Phone: 651-460-6166  
Fax: 651-460-8444  
Email: jesse@vikingautosalvage.net

### **Patrick Garrity**

Sharp Auto Parts  
2910 Quant Avenue North  
Stillwater, MN 55082  
Phone: 651-439-2604 ext. 2203  
Email: patrickgarrity@sharppautoparts.com

### **Paul Lang**

Southside Auto Salvage  
2125 S. Valley  
P.O. Box 398  
New Ulm, MN 56073  
Phone: 507-354-2137  
Fax: 507-354-2138  
Email: southside@newulmtel.net

### **Rick Lemke**

Metro Auto Salvage  
11710 East 263rd Street  
Lakeville, MN 55044  
Phone: 952-461-2186  
Fax: 952-461-2184  
Email: rick.metro@integraonline.com

### **Terry Stenglein**

AAA Auto Salvage  
20418 Hwy. 65 NE  
East Bethel, MN 55011  
Phone: 763-413-3220 ext. 3220  
Fax: 763-413-3211  
Email: terrys@aaaparts.com

### **Steve Tretter**

East Central Salvage  
6635 Mallard Road  
Brook Park, MN 55007  
Phone: 320-679-2474  
Fax: 320-679-2010  
Email: stevesmail@eastcentralsalvage.com

## Publisher

*ARM retains the services of R.J. McClellan, Inc.  
Newsletter advertising opportunity inquiries should be directed to:*

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

445 Broadway Avenue #500  
St. Paul Park, MN 55071  
Phone: 651-458-0089  
Toll Free: 877-525-4589  
Fax: 651-458-0125  
Email: newsletters@rjmc.com

### **Ron McClellan**

Advertising Sales  
**Sheila Cain**  
Layout & Design

## Executive Director

*Newsletter content and association membership  
inquiries should be directed 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



### **THE MINNESOTA RECYCLER**

The Minnesota Recycler is published six times per year for the Automotive Recyclers of Minnesota. None of the material in this publication necessarily reflects the opinion of ARM, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone. Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Lynch-Salseg, ARM Executive Director. Articles may be edited for length.

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

# ARM NEWS

## Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting January 30, 2010 – McQuoid's Inn, Isle, MN

### MINUTES

**Call to Order:** The Board of Directors meeting was called to order at 9:57 a.m. by ARM President, Dave Marofsky. **Board present:** Jesse Faust, Patrick Garrity, Carl Genz, Paul Lang, Rick Lemke, Dave Marofsky, Shane Rudd, & Terry Stenglein. **Board Absent:** Chris Bickmann, Randy Davis, Mark Hortman and Steve Tretter. **Staff Present:** Kelly Lynch-Salseg. **Guest:** Todd Skrypez, John's Auto Parts.

December 2009 board meeting minutes were

reviewed. *Lemke motioned to approve the minutes; Lang seconded. Motion carried.*

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

**MN CAR:** Salseg will contact Kendziorski to make sure he follows up on MEI partnership.

**Scholarships:** Number and amount of scholarships will be determined after the 2010 application deadline.

**Summer Outing:** Salseg will look into the cost and options for a MN Twins Outing in September and report back at the April board meeting. Genz and Rudd both have MN Twins contacts for Salseg.

**Executive Director Contract:** E.D. requested a management fee increase. *Genz motioned to approve request; Garrity seconded. Motion carried.*

**President's Report:** Passed.

**Committee Reports:** Passed.

**Date & Location of next meeting:** Thursday, April 8, 2 p.m. – Upper Midwest Convention – Holiday Inn – Bloomington, MN.

There being no further business, *Genz motioned to adjourn the meeting at 11:18 a.m.; Stenglein seconded. Motion carried.*

## ADOLPH'S Catalytic Converters

Top prices paid for  
catalytic converters

**1-800-203-7534**  
or  
**(763) 755-7534**

12325 Cloud Drive  
Blaine, MN 55449  
[www.AdolphsCoverters.com](http://www.AdolphsCoverters.com)

*"Imagination is the highest  
kite one can fly."*

Lauren Bacall  
Day by Day

# ARM NEWS



## Message from the President

By Dave Marofsky

Well Spring is here and the convention has passed. Hope you all had a great time. It's nice to get together and find out we all have the same issues. Our board members all worked hard to bring the convention to a successful conclusion. I would like to thank them and our Executive Director, Kelly Salseg, for all their efforts.

I believe the next item on our agenda will be to

monitor the storm water permit process. As an association we will have more say in this process if we can police our own industry and try to keep our businesses clean. We will have a much better chance at directing our destiny.

Scholarship time has arrived and scholarship recipients will be announced soon.

Let's all have a great rest of the year – be well!

**TOTAL RESOURCE AUCTIONS**  
SPECIALIZING IN SALVAGE, DAMAGED AND INOPERABLE VEHICLES  
A Manheim Company

**Damaged & Disabled Sale**

**EVERY TUESDAY at 12:30pm**

**TURN THAT CRASH INTO CASH!**

Inoperable, lightly damaged and heavily damaged vehicles from insurance companies, rental car companies, banks, credit unions, etc

**Buy with Confidence from the largest auction in the Midwest!**

8001 Jefferson Hwy, P.O. Box 408  
Maple Grove, MN 55369

**888-220-6603**

**Manheim**  
*Minneapolis*

# ARM NEWS

## FRENCH LAKE AUTO PARTS

***"Junktown USA"***

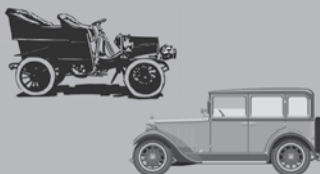
www.frenchlakeautoparts.com

email: flap@kdllink.net

***OVER 100 ACRES OF CARS***

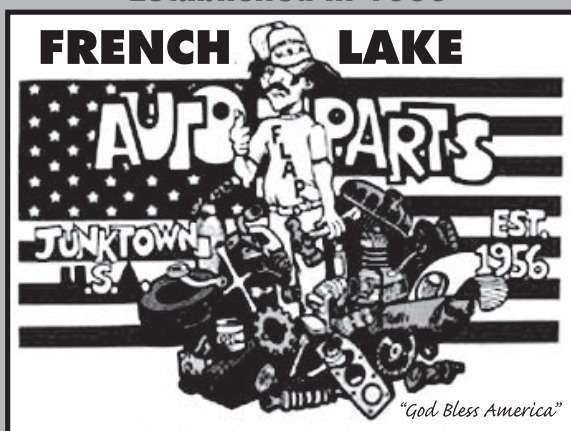


**ALL MAKES AND MODELS FROM 1900 TO PRESENT**



***Specializing in  
Older Models***

***"Established in 1956"***



3531 County Road 3 NW  
Annandale, Minnesota 55302  
Phone: 320-274-8497 or 320-286-2560  
Fax: 320-274-3079

## From the Executive Director's Desk By Kelly Lynch-Salseg

In the upcoming weeks ARM will be working on outreach to MN salvage yards and related businesses that are not ARM members, in order to encourage them to join



our association. You can be of help in this effort. Visit the ARM web site ([www.autorecyclersmn.net](http://www.autorecyclersmn.net)) and take a quick look at who is – and who is not – an ARM member. If you know of a fellow MN recycler or related business that you feel belongs on that membership list – give them a call. Or give me a call at the ARM office (612-781-5555) and pass their names on to me.

If asked what the benefits of being an ARM member are – tell them that ARM looks out for your interests, enhances your image, educates, and provides the opportunity to meet others in the automotive recycling industry who share your interests and goals.

ARM provides a route for our members to get involved and accomplish together what none of them could do alone. ARM's strength lies in attracting the greatest number of recyclers and related business into membership, thereby creating a pool of resources.



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

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

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

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin 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](http://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.*



# ARM NEWS

## Automotive Recyclers of Minnesota Direct Members

4X4 Truck & Auto Parts Winnebago	Cedar Auto Recyclers Jordan	Hugo Auto & Truck Parts Hugo	Misgen Auto Parts, Inc. Ellendale
AAA Auto Salvage Rosemount	Certified Auto Recyclers Ham Lake	Hutch Auto & Truck Parts Hutchinson	Nelson's Salvage & Towing Redwood Falls
AAA Auto Salvage - North East Bethel	Chaddock Truck Parts Rochester	Isanti Auto Parts Stanchfield	North Country Auto Salvage Chisholm
Aazzee's Auto Salvage, Inc. Bemidji	Chesney Auto Salvage Duluth	Jack & Don's Hibbing	Oronoco Auto Parts & Auto Sales Oronoco
A-Abco Fridley Auto Parts Fridley	Chuck's Auto Salvage Grand Rapids	Jack's Auto Parts, LLC Sauk Center	Pam's Auto St. Cloud
Ace Auto Parts & Salvage St. Paul	Classic Towing & Recycling Duluth	Jellison's Auto Parts Ham Lake	R & R Auto & Metal Salvage, Inc. Litchfield
Action Auto Parts of St. Paul St. Paul	Clearwater Auto Parts Clearwater	Jerry's Auto Salvage Big Lake	Rick's Towing & Auto Sales, Inc. Royalton
All Parts Pickup & Auto, Inc. Georgetown	Crosstown Auto, Inc. St. Paul	Joe's Auto Wrecking St Joseph	Rite Away Auto, Inc. Big Lake
Apex Auto Salvage, Inc. St. Paul	Deerings Sales, Service & Towing, Inc. Spicer	John's Auto Parts Blaine	Schaefer Auto Park Rapids
Atlas Auto Parts/KTB Inc. St. Paul	Dick's Auto Park Rapids	Johnson Auto Salvage Faribault	Schmiege's Recycling Zimmerman
ATV Salvage & Sales North Branch	Doug's Auto Parts Marshall	Kabele Truck & Auto Parts Spirit Lake	Sharp Auto Parts, LLC Stillwater
Auto Save, Inc. Willmar	Dyke's Auto Salvage, Inc. Worthington	Kelly Auto Parts Faribault	Sheldon Used Auto Parts Thief River Falls
Automotive Parts Solutions Rockville	East Central Salvage LLC Brook Park	Key City Auto Parts Inc. Lake Crystal	Shipman Auto Parts, Inc. Brainerd
B & R Auto & Truck Salvage Mapleton	Easy Classic Auto Parts Dalbo	LKQ-Minnesota Albert Lea	Skip's Deluxe Auto Parts Alexandria
Balow's Hwy 7 Auto Salvage, Inc. Lester Prairie	Economy Auto Salvage Winona	Loren's Collision Plus Foley	Southside Auto Salvage New Ulm
Barnum Automotive Barnum	Elite Auto Long Lake	Lucken Motor Sports Winger	St. Francis Auto Parts, Inc. St. Francis
Borkowski Towing & Salvage, Inc. Winona	Far North Auto Bemidji	Lucken's Truck Parts Winger	St James Auto Salvage St James
Borscheid Auto Parts Buffalo	French Lake Auto Parts, Inc. Annandale	MARCO Auto Recycling Red Wing	Timm's Auto Salvage St Charles
Brook Park Enterprises, Ltd. Brook Park	Harley's Auto Salvage Faribault	Martini Auto Parts Avon	Trusted Parts, Inc. Duluth
Bud Jones & Sons Auto Salvage Onamia	Hickman's Service Inc. Delano	McNeilus Auto & Truck Parts Dodge Center	U-Pull R-Parts Rosemount
Budget Auto Parts Alexandria	Highway 101 Auto Salvage Savage	Metro Auto Salvage Inc. Lakeville	U-Pull R-Parts II East Bethel
Card's Auto Wrecking Staples	Hubers Automotive Pipestone	Metro Metals Corporation St. Paul	Viking Auto Salvage Northfield
Carney Auto Inc. Austin			Windy Hill Auto Parts New London

**Join us and see what we  
can accomplish together!**



## Minnesota Certified Automotive Recycler Program *2009 Annual Report*

### MN-CAR *Introduction*

Automotive Recyclers of Minnesota (ARM) is the statewide trade association of licensed auto recyclers. The association's members are companies that have taken a leadership role in safe and environmentally sound vehicle dismantling and recycling. ARM members promote responsible recycling, worker safety, and environmental protection—including the proper handling and disposal of all automotive-related hazardous materials, such as gasoline, oil, freon, antifreeze, brake fluid, transmission fluid, batteries, mercury switches, and tires.

In 2008, ARM underscored its commitment to helping promote member performance by establishing the Minnesota Certified Automotive Recycler (MN-CAR) program. MN-CAR helps members improve regulatory compliance and motivates facility operators to meet the industry's highest performance standards. This proactive, industry-led approach assists members in complying with the complicated set of environmental, safety, and business regulations that face Minnesota auto recyclers. Certified MN-CAR members are also considered to be CAR-certified by the Automotive Recyclers Association (ARA)—if the company is an ARA member.



### Our Mission

- Improve performance
- Increase compliance
- Meet standards
- Build relationships
- Be recognized



Sponsored by:

Accredited by:





**BUSINESS**

- Customer parking
- Sales & reception area
- Signage
- Building & property maintenance
- Delivery & support vehicle maintenance



**ENVIRONMENTAL**

- Fluid removal
- Fluid storage
- Lead acid batteries
- Refrigerant removal
- Resale engines & transmissions
- Core engines and transmissions
- Spent cleaning solvents
- Tires
- Mercury switches



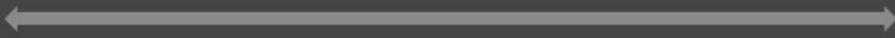
**WORKER SAFETY**

- Personal protective equipment
- Eyewash stations
- Fire extinguishers
- First aid kits
- Spill kits
- Torch safety protocol



**REG COMPLIANCE**

- Business licenses and permits
- Environmental requirements for storm water refrigerant removal, and hazardous material
- Right to Know and MSDS
- DOT airbag shipping training
- Forklift training



- MN-CAR sets the industry's highest standards
- MN-CAR provides training & assistance to help every member meet the standards
- MN-CAR verifies compliance & certifies members



**Educate & Inform**

- Newsletters
- Manual
- Seminars
- Onsite Assistance



**Control**  
storm water pollutants



MN-CAR Certified facilities recycle over 10,000 vehicles/year, recovering over 60,000 gallons of vehicle fluids, 40,000 tires, and over 200,000 pounds of battery lead.



**Performance Matters**

Proper Disposal of:

- Fuel
- Motor oil
- Trans fluid
- Brake fluid
- Antifreeze
- Refrigerant



**Employee Safety**

- Eyewash
- PPE
- MSDS
- First Aid
- Prevent Fires
- Hazmat



**Reduce**  
Spills & Leaks

**Our Partners**



- MPCA
- Osha
- EPA
- MEI

Since 2006, Minnesota recyclers have recovered **163,154** mercury switches



**Employee Training**

- Spill control
- Forklift safety
- Torch safety
- Airbags
- Pollution prevention

AAA Auto Salvage-N, East Bethel *	AAA Auto Salvage, Rosemount **	Aazzee's Auto Salvage, Bemidji *	Ace Auto Parts, St. Paul **	Automotive Parts Solutions, Rockville **	Hutch Auto & Truck Parts, Hutchinson **
Jerry's Auto Salvage, Big Lake **	John's Auto Parts, Blaine **		Kelly Auto Parts, Faribault **	Lucken's, Inc., Winger	
MARCO Auto Recycling, Red Wing *	Metro Auto Salvage, Lakeville **		Misgen Auto Parts, Ellendale *	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 **
					

\*2008 MN-CAR Certified  
\*2009 MN-CAR Certified

## Minnesota's *Best* Auto Recyclers

### 2010 *Challenges & Opportunities*

**BUILDING RELATIONSHIPS**

- Minnesota Pollution Control Agency
- Minnesota Scrap Processors
- Minnesota Environmental Initiative



**Growth in Benefits for MN-CAR Members**

**Encourage More Auto Recyclers to Join MN-CAR**



**MPCA MULTI-SECTOR INDUSTRIAL STORMWATER DISCHARGE PERMIT**

- Stormwater pollution prevention plan updates
- Stormwater sampling and benchmark limits
- Watershed pollutant load limits (TMDLs)

**MN-CAR Administration**

Kelly Lynch-Salseg  
ARM Executive Director  
Automotive Recyclers of Minnesota  
3333 Skycroft Circle  
Minneapolis, MN 55418  
autorecyclersmn@bitstream.net  
612.781.5555

David Kendziorski  
MN-CAR Program Manager  
414.687.1773  
dave@stormtech1.com

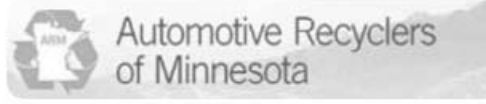
**MN-CAR Committee**

Carl Genz  
U Pull R Parts

Patrick Garrity  
Sharp Auto Parts, LLC

Rick Lemke  
Metro Auto Salvage

Shane Rudd  
Elite Auto





# 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 NEWS

## 4th ANNUAL ARM WINTER OUTING

Held January 29 & 30 In Isle, Minnesota

The 4th Annual ARM Winter Outing was held at McQuoid's Inn in Isle, Minnesota on January 29 & 30. We had cold temperatures but blue skies, lots of sunshine, record attendance and a great time.

The weekend kicked off on Friday evening with a packed house at the Crow Wing Recycling Hospitality Suite. We had many new folks joining us this year and it was great to meet them.

The Ice Fishing Contest, sponsored by Northern Metal Recycling, started early Saturday morning. There were three categories and \$150 in cash prizes up for grabs. Tom Swafford with Northern Metal Recycling took the prize for biggest fish and Andy Faust with Viking Auto Salvage took the prizes for first and most fish caught.

An ARM board meeting was held Saturday at 10 a.m. in the Crow Wing Hospitality Suite. We had a productive meeting and were really pleased to have Todd Skrypez from John's Auto Parts sit in with us.

Saturday evening was the ever popular

### **THANK YOU WINTER OUTING SPONSORS!!**

**Crow Wing Recycling  
Northern Metal Recycling  
AAA Auto Salvage  
Adolph's Converters & Cores  
Actual Systems of America  
Hollander, A Solera Company  
Recycled Parts Plus  
Trissel, Graham & Toole**

Adolph's Converters & Cores Chili Cook Off. We had more entries than ever and although the votes were close, Marla Wolterstorff (Dyke's Auto Salvage/Worthington) for the 2nd year running won the prize for Best Darn Chili and took home a \$200 cash prize. .

A very special thanks to all of our guests and especially to our sponsors!

### **BUDGET AUTO PARTS**

QUALITY USED AUTO PARTS



LOCAL:  
320-763-4231

5111 E. HWY 27  
ALEXANDRIA, MN 56308

NATIONWIDE:  
800-450-6500

[www.BudgetofAlex.com](http://www.BudgetofAlex.com)

*"Do what you can,  
with what you have,  
where you are."*

*Theodore Roosevelt  
Day by Day*

# Automotive Recyclers of Minnesota Scrapbook Winter Outing 2010



## 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 has provided a top 10 lists of loss control best practices—one at a time—in past 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, and #2: Risk Transfer. In true top 10 fashion, here's #1 on the list of the most important loss control best practices for auto salvage recyclers ...

877-YES-IBID



WWW.IAAI.COM

INSURANCE  
AUTO AUCTIONS

**IAA is committed to the  
Automotive Recyclers of Minnesota!**

**Minneapolis/St. Paul**

**1280 Jackson St.**

**St. Paul, MN**

**(651) 488-0581**

**Frances Peterson, Branch Manager**

**Auctions: Wednesdays, 9:00am**



# ARM NEWS

## Best Practice #1:

### Control of Crime in Salvage Yards

Crime can close the doors on a business, can be internal as well as external and can leave your business with a negative public perception.

Although crime can not be eliminated in all cases, internal and external crime can be controlled if the exposure is well understood.

Know your employees; external back ground checks on new hires are inexpensive and can assist in your hiring process to determine if a potential employee is a proper fit in your organization. You need to be able to trust your employees and background checks can help, especially with employees in key positions.

Hire an outside firm to audit your books, and require counter signatures on your checks when appropriate. Protect your computer information and your networks by use of professional informa-

tion technology companies.

External crime requires an inspection and audit of your facilities starting at your properties perimeter. Lighting is important inside and outside as is a deterrent to thieves. Are light levels at the perimeter, in your yard and in and on your building adequate?

Fencing of the yard should be non-climbable, tall enough to be a deterrent and covered so that people in the area can not see in the yard. Vertical sheet steel with razor wire on top is an effective deterrent that is difficult to climb and shields your yard from the public's view.

High target items should be stored in or near the buildings and back from the fence line. Digital closed circuit television cameras in the yard, parking lot, and inside the buildings can assist as a deterrent as well as assist in uncovering cause of injury by someone on your premises.



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

### EDEN: - Parts Locating Network

- Trade with 3,000 business partners
- Insert parts directly into repair facility and insurer estimates
- Sell parts on the web at [www.mypartshop.com](http://www.mypartshop.com)
- Market inventory on your website with Direct Hit

### Powerlink - Yard Management System

- Automated Pricing that suggests changes in prices based on market conditions in your area
- Creation of an order from a quote without having to start from scratch
- Automated insertion of extended warranties to increase sales

### e-Commerce - Online Selling Solution

- Save time and increase sales by allowing customers to purchase directly from your website
- Turn sales into orders by assuring part availability with direct integration to Powerlink
- Reward high-volume customers with special pricing, delivery options, and credit limits

800-825-0644  
[www.hollandersystems.com](http://www.hollandersystems.com)

# ARM NEWS

Locks on your entrance and exit doors and roof access are important as well as the obvious internal doors, and should have good locks with key access limited to only management and or trusted personnel.

Security systems such as monitored motion detection, door and window glass breakage contacts should be used and the monitoring company should be UL certified. Be sure to post signs noting your security systems and your closed circuit television cameras. Unless there is something inside that an intruder really wants they would prefer to go elsewhere when they see that a business has a monitored security system and or television monitoring.

Make daily bank deposits are varied times of day. Stamp your checks for deposit as received and do not store a lot of excess cash in the store

overnight.

Keep a well organized and running computer inventory of your equipment, parts and salvage, and do a physical inventory at least annually.

As a result of the loss potential related to crime in salvage yards and in an effort to keep the insurance premiums to a minimum, here is best practices recommendation #1.

Complete and maintain a crime audit of your facilities to determine how well your business is protected from crime. Consider your facility protection as well as who your hire for employees, and make any necessary improvements to protect your business from crime.

*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*



## TO STAY AHEAD OF THOSE SKY-HIGH HEATING BILLS, IT'S TIME FOR CLEAN BURN



**THE WORLD'S MOST RELIABLE  
SOURCE OF FREE HEAT**

"Clean Burn waste oil heating equipment turns your waste crankcase and hydraulic oils into a FREE FUEL source, and will save you thousands in heating costs.

"Our Clean Burn equipment is efficient and trouble-free. Just like all my shop equipment, it's the best you can get.

**DON'T SETTLE FOR ANYTHING LESS THAN A CLEAN BURN**

"A Clean Burn waste oil furnace or boiler will give you the winning edge and keep you out in front of those soaring energy costs. Nothing else even comes close."

*Bill Elliott*  
Bill Elliott, 44 time NASCAR Winner



## CLEAN BURN

ENERGY SYSTEMS

The World Leader In Used-Oil Heating Systems™

**Derson Manufacturing, Inc.**  
952-955-2668



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

## ARM NEWS

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@wellsfargois.com](mailto:Valentina.Plinte@wellsfargois.com).

...IRT continued from cover

metals. In addition, IRT offers brokerage services for any commodity, including ferrous and non-ferrous metals. These brokerage services allow their larger customers access to consumer-direct outlets in the finest global markets.

IRT is looking to grow by taking the company's customer satisfaction to new highs, and will continue to build the team necessary to accomplish their goals. Servicing small dealers with a handful of converters, and large dealers with multiple truck loads, no load is too small or too big for IRT.

Integrated Recycling Technologies (IRT)  
9696 Fallon Avenue  
Monticello, MN 55362  
(877) 892-9194  
[www.irtmn.com](http://www.irtmn.com)



## Integrated Recycling Technologies, Inc.

9696 Fallon Ave. Monticello, MN 55362

[www.irtmn.com](http://www.irtmn.com)

### We Purchase Catalytic Converters

(763) 295-6992

**Our lab technicians have the know how to test any converter, giving you the highest recovery without the guesswork.**

**This allows us to pay you top dollar for your converters.**

Fax (763) 295-6982

Our lab can test for any of the following precious metals:

- Platinum
- Palladium
- Rhodium
- Gold
- Silver
- Tin
- Lead
- Copper

**Call IRT today for competitive non-ferrous pricing.**

**Serving: Scrap Yards, Brokers of auto-catalyst, Companies with slags bearing precious metals, (PGM) sludges, And other industries.**

**Average more per unit by giving IRT a try**

# ARM NEWS

## What's New With You?

**CROW WING RECYCLING:** John Glover will be celebrating another trip around the sun on May 18th! May the years continue to be good to you - HAPPY BIRTHDAY!!!

**JOHN'S AUTO PARTS:** The employee's of John's Auto Parts came together and collected \$2500 for Haitian Relief!

On April 17 John's Auto Parts teamed up with Veolia, Free2B! and the National Sports Center to hold an Automotive Recycling Event. They accepted vehicles for Free2B! junk vehicles, used tires (for a small fee), automotive fluids, batteries and scrap metal.

**VIKING AUTO SALVAGE:** Birthday greetings to Tony Faust who will be celebrating another year on May 23rd! No one can hold a candle to you Tony!

**WINDY HILL AUTO PARTS:** Allan Bajari, founder of Windy Hill Auto Parts will be 69 on May 20. HAPPY BIRTHDAY ALLAN!!

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

### Scrap Commodities Market Report

Mar 2009

Approximate Pricing

Crushed Cars	225.00 NT
Prepared Iron	240.00 NT
Motor Blocks	170.00 NT
Aluminum Rims	0.80/LB
Aluminum Condensers	0.64/LB
Copper Radiators	1.50/LB
Aluminum Case Transmissions	0.18/LB
Dirty Aluminum	0.20/LB
Batteries	0.25/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.

## WELCOME TO ARM'S NEW MEMBERS

### DIRECT MEMBERS

#### SKIP'S DELUXE AUTO PARTS

Contact: Skip (Michael) Geithman

4733 County Road 13 N.E.

Alexandria, MN 56308

Phone: 320-852-7503

Fax: 320-852-7860

Email: parts@skipsdeluxe.com

www.SkipsDeluxeAutoParts.com

# SHINE BROS. CORP.

*Small enough to know you,  
Large enough to serve you.*

**Call us for top  
scrap prices on:**

- Car Bodies**
- Alum. Auto Wheels**
- Radiators**
- Alternators**
- Starters**
- Harness Wire**
- & all other scrap metal**

**800-262-5579**

**712-262-5579**

**Mike Mowery Ext. 123**

**Chris Hart Ext. 158**

**225 10th Avenue SE**

**Spencer, IA 51301**

**[www.shinebros.com](http://www.shinebros.com)**



# ARM NEWS

## SUPPORT OUR ASSOCIATE MEMBERS

**7<sup>TH</sup> Avenue Auto Salvage**  
701-282-5130

**AASP-MN**  
612-623-1110

**Adolph's Converters & Cores**  
763-755-7534

**AFLAC**  
612-298-7533

**Allied Auto Salvage**  
951-784-0057

**Alter Metal Recycling**  
651-222-2751

**AMG Alliance, LLC**  
651-388-1790

**Auto Dismantling Program  
NE Metro District 916**  
651-415-5522

**Bayside Recycling Corp.**  
218-628-3109

**Behr Mason City, LLC**  
641-424-9521

**Big Lake Auto Repairable**  
763-263-2050

**Bumper Warehouse**  
651-644-3456

**Car-Part.com**  
800-347-2247

**Chiefs Towing**  
952-888-4944

**Crow Wing Recycling**  
218-828-0048

**David Ruberg Repair Service**  
507-429-4489

**Derson/Clean Burn**  
800-403-3456

**EZ Crusher**  
800-328-3613

**Harleysville Ins. Co.**  
952-829-1422

**Hollander**  
800-825-0644

**Ins. Salvage Serv.**  
952-475-0027

**Integrated Recycling Tech.**  
877-892-9194

**Keller Williams  
Commercial Real Estate**  
952-432-4900

**Keystone Automotive**  
800-328-1845

**LSB Financial –  
Petersen-Hill Insurance**  
800-907-4242

**Mike French & Company**  
800-238-3934

**Total Resource Auctions**  
763-315-5672

**Nordstrom's Automotive**  
800-272-0083

**Northern Metal Recyc.**  
651-222-8551

**QRP**  
888-241-0294

**RJ McClellan, Inc.**  
877-525-4589

**Recycled Parts Plus**  
866-837-2039

**Richmond Body Shop, LLC**  
320-597-3030

**Sadoff Iron & Metal**  
920-921-2070

**SAV Transportation Group**  
612-296-1806

**Trissel Graham & Toole, Inc.**  
651-379-4641

**Unishippers**  
612-751-6334

**United Milwaukee Scrap LLC**  
651-552-9604

**United Recyclers Group**  
888-874-3463

**Universal Core Supply**  
763-682-3365

**Waddell & Reed Financial**  
952-345-1428

**Wells Fargo Insurance Serv.**  
952-830-3039

**Zurich**  
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.**

# INDUSTRY NEWS

## NMVTIS 101: What You Need to Know About Federal Reporting

**NMVTIS** (*nim VEE tus or nim VIT us*) *n.* acronym: *National Motor Vehicle Title Information System*

1. A national storehouse of automobile information used to protect states and consumers from fraud and unsafe vehicles, and to prevent VINs from destroyed vehicles from being used for illicit purposes.

2. A federal reporting requirement for all state jurisdictions, insurers, junk and salvage yards, dismantlers, scrap yards, crushers, metal shredders, auto recyclers, salvage pools or any business that deals in junk and salvage vehicles.

### What is NMVTIS, exactly?

The National Motor Vehicle Title Information System (NMVTIS) is a U.S. Department of Justice (DOJ) database operated by the American Association of Motor Vehicle Administrators (AAMVA) that contains automobile information from states, insurance carriers and the salvage industry.

Beginning in March 2009 every business that handles junk, salvage or total loss vehicles must report specific pieces of information about those vehicles to the national database. States report title information and use the database to check out-of-state titles in NMVTIS before issuing a new title, to ensure that title brands (such as FLOOD or REBUILT) issued in one state move with the vehicle to other states. Consumers and insurers can use the reported information to make sure a used car has not been totaled or rebuilt without their knowledge. The NMVTIS database is also meant to provide a clear chain of possession for end-of-life vehicles. For law enforcement, NMVTIS helps

prevent theft and fraud by reducing thieves' ability to steal vehicles and swap out VIN plates, or get clean titles on stolen vehicles.

### Do you have to report?

In general, if you own, control, handle, or acquire more than five junk or salvage vehicles a year, you must report to NMVTIS. It doesn't matter if your business type isn't specifically listed in the DOJ ruling; if you deal in salvage vehicles, you are affected by these new requirements.

### What qualifies as a junk or salvage vehicle?

According to the federal rule, junk vehicles are vehicles incapable of operating on public streets, roads, and highways with no value except as a source of parts or scrap. These vehicles may be acquired for resale in their entirety or as spare parts, for rebuilding, restoration, or crushing. Salvage vehicles are also automobiles damaged by collision, fire, flood, accident, trespass or other event to the extent that the fair salvage value plus the cost of repair for legal operation would be more than the fair market value of the automobile immediately



2910 Quant Ave N  
Stillwater, Minnesota




**Minnesota's FASTEST  
Growing Auto Recycler!**

**651-439-2604 • 800-737-9503**

[www.SharpAutoParts.com](http://www.SharpAutoParts.com)

# INDUSTRY NEWS

before the damage occurred. This definition includes all automobiles declared a total loss under the laws of its state or declared a total loss by its insurance carrier's policies.

What does all this mean? Basically, if a vehicle will be used for parts or rebuilding, if it will be crushed, if the cost to repair a vehicle is more than the vehicle is worth, or a vehicle is connected with a total loss insurance claim, it's a junk or salvage automobile and must be reported. Please keep in mind that this definition does not consider title brands or status— even a car with a “clean” title must be reported if it fits the federal salvage definition.

## What is NOT a salvage vehicle?

Under the NMVTIS guidelines, if a qualified independent appraiser determines that a vehicle does not meet the definition of a salvage or junk automobile, it does not have to be reported. This determination must be in writing and made after performing a good-faith physical and value appraisal. The DOJ recommends that junk and salvage yards retain the reports and written appraisals for a period of ten years from the date of the report.

## How do you report?

NMVTIS reports are made through approved data consolidators. Consolidators collect the required information from salvors and insurers, format it and insert it into the NMVTIS database. Auto Data Direct, Inc. (ADD), Insurance Services Office (ISO) and Audatex are the AAMVA-approved data consolidators for NMVTIS reporting.

New regulations can be frustrating and confusing, and consolidators have varied prices and different ways for recyclers to provide the required information, so it's a good idea to shop around to find the data consolidator and reporting process that works best for your business. For example, ADD has three different reporting methods to choose from, and live customer service six days a week. ADD also offers tools to help verify your compliance, with a Record Manifest to monitor each report from submission to acceptance, a VIN validation tool, a searchable archive of reported vehi-



## 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) |

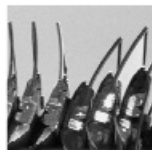
**Call us today and let us show you where we can make a difference to you, your business, your people, and your bottom line.**

#### Bill Velin

Direct: 952.830.3039  
bill\_velin@wellsfargo.com

#### Emily Fisher

Direct: 952.830.3039  
emily\_fisher@wellsfargo.com



**Wells Fargo Insurance Services**



# INDUSTRY NEWS

cles and printable report confirmation receipts. Additionally, many management systems and business software providers have teamed up with NMVTIS data consolidators to help users report NMVTIS vehicles with a few clicks of a mouse.

## What do you report?

For each junk and salvage vehicle you handle, you should provide your business contact information, the VIN, the date the vehicle was obtained and who it was obtained from. Salvage reports are also required to include a statement of the vehicle's disposition (if it will be used for parts or rebuilding, crushed or sold) and if it will be exported out of the US.

The rules require you to report a vehicle within 30 days of receiving it. You should make an initial report within 30 days of taking a vehicle into inventory, and a supplementary report within 30 days of a change to the vehicle disposition (such as when a rebuilder is sold, or a parts vehicle is crushed).

If you will receive a vehicle and dispose of it (by crushing or selling the vehicle) within 30 days, you are allowed to make only one report indicating the final disposition. You should not report a vehicle as crushed until the vehicle has actually been crushed, because reporting a vehicle with a disposition of CRUSH indicates that the vehicle has reached the end of its life and can never again be sold, titled or used as a motor vehicle.

## Is it too late to begin reporting?

If you haven't ever made a NMVTIS report, or you've only reported some of your salvage vehicles (such as your Cash for Clunkers cars), it's not too late to catch up. The Department of Justice has stated that even if you are late beginning NMVTIS reporting, when you do make your first report, you should include ALL junk and salvage vehicles that you have taken in since March 1, 2009.

If you have been reporting and find that you have forgotten to report a few vehicles, or you've reported them incorrectly, the same principle

applies: better late than never. Even if you're behind, it is important that you make a complete and accurate report.

## What's in it for you?

The real benefit of the NMVTIS database is the consumer protection it provides. If you would like to check a vehicle history before you buy a rebuilder, take a trade-in, or auction a vehicle, you have access to NMVTIS information as well. A NMVTIS Vehicle History provides information from a vehicle's current title, including the vehicle's brand history, title history, and the latest reported odometer readings. NMVTIS vehicle reports will also tell you if a vehicle has been determined to be "salvage" or a total loss by an insurance company or a self-insuring organization, and lists prior reports from auto recyclers who may have handled the vehicle. Everyone has a story about a bad car purchase—don't get stuck with a clunker.

A program like NMVTIS has never before existed on a national level. The information it contains will demonstrate just how much the salvage industry does for recycling, and will be invaluable for industry groups fighting to make a difference on a policy level. The data in NMVTIS is hard evidence of the major role automotive recycling plays in the national economy. It also may help improve industry processes and make it easier for law enforcement to find "problem" businesses in the long run. The system is still new, but the information could potentially replace outdated state record-



**COMMERCIAL**<sup>SM</sup>

**Tim Little**  
Commercial Agent  
Ph. 952-432-4900

KW Commercial Real Estate  
14800 Galaxie Ave. STE. 102  
Apple Valley, MN 55124

TimLittle@KW.com  
www.KWCommercial.com  
Office 952-431-5100  
Licensed in MN & WI

  
**KELLER WILLIAMS**<sup>SM</sup>  
PREMIER REALTY  
SOUTH SHORE HURON  
Each office is independently owned & operated

# INDUSTRY NEWS

keeping methods such as handwritten police books and mailed-in title packets.

NMVTIS levels the playing field for auto recycling businesses small and large. Across the industry, upstanding business owners obtain complicated permits and follow strict regulations for storm water, fluid recycling, and hazardous materials disposal— expenses that cost thousands of dollars a year. Enforcement of these regulations is haphazard, and tends to target businesses trying to comply

rather than shady businesses that fly under the radar by avoiding permits altogether. Unlike other industry requirements, NMVTIS reports provide a clear chain of possession for end-of-life vehicles that will make enforcement much simpler, and clearly identify those that are not compliant.

Many insurance companies and most salvage pools are reporting to NMVTIS, and each report indicates the name of the business that bought each vehicle. If an insurance carrier reports that they totaled a vehicle and sent it to auction, then the auto auction reports the receipt and sale of that same vehicle, but the recycler who purchased the vehicle never reports... it's clear that the recycler is not reporting as required. Gaps in the chain of possession point directly to the businesses who are not reporting, rather than those who are.

## How do you check compliance?

The official government website, [www.nmvtis.gov](http://www.nmvtis.gov), provides a searchable database of compliant companies under the **About Us** tab, when you click the **Who Reports to NMVTIS?** link. NMVTIS compliance checks are a great law enforcement tool that will help identify unfair and illegal business practices that hurt the whole industry. Compliance checks can work for you, too. Make sure your suppliers are reporting— don't buy cars from vendors trying to skirt the rules.

The NMVTIS reporting program is already producing results, from its role in Cash for Clunkers enforcement, to the discovery of VIN cloning rings and an improved recovery rate of stolen vehicles. NMVTIS is a federal program, and the reports are separate from your state regulations. It is important to understand the NMVTIS requirements, because it is not your state's responsibility to report information to NMVTIS on your behalf; it is ultimately your responsibility to ensure your business is in compliance.

More information is available at [www.vehiclehistory.gov](http://www.vehiclehistory.gov) and [www.add123.com](http://www.add123.com).



**VIKING**  
**AUTO SALVAGE, INC.**

*"Your Best Value in Auto Parts"*

NEW • USED • DOMESTIC • IMPORTS




Located 4 Miles South of Farmington on Hwy 3  
[www.vikingautosalvage.com](http://www.vikingautosalvage.com)

- 30+ acres of parts
- Import and Domestic
- VERY COMPETITIVE PRICES
- Fast, friendly professional service
- Over 100,000 parts in our computerized inventory
- HUGE selection of NEW PARTS
- ALL PARTS GUARANTEED - extended warranties available
- National parts locating service
- State of the art shipping department
- Most orders shipped or delivered the Same Day
- Daily UPS, Speedee and trucking service

1976  
34  
Years  
2010

**TOLL FREE**  
**METRO AREA**  
**FAX**

**1-800-657-4912**  
**(651) 460-6166**  
**(651) 460-8444**



**WE DELIVER**







Free Daily Delivery to Mpls/St Paul Metro Area, Rochester and Mankato

# ARM HAS YOUR BAGS!!

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

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

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

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

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

**MEMBER**  **NONMEMBER**

**Shipping Address:**

Name \_\_\_\_\_  
Company: \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_

**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 \_\_\_\_\_

**Mail To:**

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

# INDUSTRY NEWS

## Russia Launches “Rubles for Clunkers” Program



[www.NorthernMetalRecycling.com](http://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**

Last week, Russia began its version of a cash-for-clunkers program as part of an ambitious 10-year, \$20-billion commitment to revive the country's hard-hit auto industry, which could benefit Detroit automakers — especially General Motors. The Russian program is designed to spur vehicle trade-ins as part of an overall industry modernization effort.

The program gives a 50,000 ruble subsidy (slightly more than \$1,700 U.S.) for owners of trade-ins at least 10 years old if the consumer purchases a new car made in Russia. The program is expected to spur 200,000 Russian car sales this year. Russia's program includes an initial investment of \$6 billion going toward several areas, including the scrappage program, the government purchase of cars and retraining workers. In 2009, 1.4 million vehicles were sold in the country, 56 percent less than 2008.

The second and fourth largest automobile makers in Russia, respectively, General Motors Co. and Ford Motor Corp, are expected to benefit from the program.

Meanwhile, back in the U.S., the latest consensus appears to be that last year's "cash for clunkers" program actually sold many more vehicles than originally estimated. This finding comes from the Ohio-based Maritz Automotive Research Group.

According to their research, the program generated 542,000 incremental new vehicle sales to consumers who would otherwise not have purchased or leased a vehicle, had it not been for the incentive program. Compare that to the previous "expert" estimates of 125,000 to 346,000 vehicles.

*Reprinted with permission of ARA.*

# INDUSTRY NEWS

## Labor Agencies to Increase Enforcement - OSHA Revisits Ergonomics Standards

As many of you may remember, during the Clinton Administration the Department of Labor developed an extensive ergonomics standard that was overturned by Congress using the Congressional Review Act. While the regulation was prevented from being implemented, organized labor groups and the current Administration are actively seeking to move forward on another approach regarding ergonomics.

On January 29th, the Occupational Safety and Health Administration (OSHA) initiated an agency rulemaking to create an ergonomics standard that would restore a column on the 300-Log for employers to record work-related musculoskeletal disorders (MSDs). Earlier this month, the comment period was extended through March 30, at the request of stakeholders. OSHA's recent proposed recordkeeping rule clearly indicates that the goal is to lay the groundwork for a broad ergonomics effort. The proposed MSD recordkeeping rulemaking is the first step in this effort.

However, the impact of such a rule would result in the proposed definition of a MSD, requiring employers to record a wide array of conditions on their OSHA logs. The proposed definition would also be used to support cases under OSHA's General Duty Clause. Furthermore, the agency would claim a need to implement an ergonomic standard in some form such as including an ergonomics component in an OSHA Safety & Health Program standard.

Typically, small businesses compared to large businesses do not have the staff, funds, experience, or time to implement extensive compliance strate-

gies such as those called for in OSHA's proposed ergonomics regulation. While OSHA has downplayed the magnitude of this seemingly harmless recordkeeping proposal, if issued, it would have implications beyond the difficulties in recordkeeping it would create. ARA will be working in coalition with the U.S. Chamber of Commerce to address this rulemaking.

*Reprinted with permission of ARA.*

### Full Line Core Supplier Buyer of Auto and Truck Parts

**UNIVERSAL  
CORE  
SUPPLY**

Call for  
Current  
Pricing

#### Specializing in:

- Domestic & Import Starters and Alternators
- Gear Boxes
- Torque Converters
- Calipers
- Engine & Transmissions

**763-682-3365**

Fax: 763-682-0213  
hlonder@aol.com

909 1st Avenue NW • Buffalo, MN

# INDUSTRY NEWS

## Copper Scrap Discount Halves on Metal Shortage, Recyclers Say Bloomberg (03/04/10) Stablum, Anna

The Bureau of International Recycling reports that copper's scrap discount to New York-listed futures has shrunk by as much as half in two months due to a shortage of used metal. High-grade copper wire scrap often becomes scarce in the Northern Hemisphere in the winter months due to snow delaying collections, says Alter Trading's Robert Stein. "You've got relatively low levels of production at factories, and that means not a whole lot of scrap is being generated," Stein says. "You have also had some weather issues here in the U.S., and that has

really slowed down the whole cycle." Helped by expectations of increased usage on a rebound from the worldwide recession, the contract on copper has gained 1.9 percent in 2010 after more than doubling in 2009. Demand for scrap is strong, especially from China, the world's biggest copper user, Stein says. "Hopefully the cycle of consumption takes hold on a more sustainable basis and it does turn out to be a good nonferrous year," he says.

*Reprinted with permission of ScrapMonitor Info.*

## Insurance for Auto Recyclers

Tracy Jones  
Vice President

Trissel Graham & Toole  
86 Mahtomedi Ave  
Mahtomedi, MN 55115

Phone: 866-711-4641

Fax: 651--379-4644

E-mail: [tjones@tgt-insurance.com](mailto:tjones@tgt-insurance.com)

[www.tgtinsurance.com](http://www.tgtinsurance.com)

- Now is the right time to review your Liability and Work Comp coverage
- Coverage designed for Auto Recyclers - All Lines including Workers Compensation
- Program with 18 years of Success!!
- Local, Long-Term Agents
- Responsive, Respectful Service
- Reducing your Risk, Enhancing your Profit



TGT is pleased to be the *exclusive* agency offering the G.J. Sullivan Auto Recycler Program in Minnesota, Wisconsin, Iowa, North & South Dakota Kansas and Missouri

*TGT is Integrity -- Expertise -- Responsiveness - Innovation - Respect*

# INDUSTRY NEWS

## ECAR Fact Sheet for Minnesota Used Oil

*The following fact sheet was prepared by the ECAR Center staff. Once prepared, each ECAR Center fact sheet undergoes a review process with the applicable state environmental agency(ies). You can check on the status of the review process here. Please read the disclaimer on the status page. While we have tried to present a summary of the essential information on this topic, you should be aware that other items, such as local regulations, may apply to you.*

### What You Need to Know

State law requires that used oils be collected, stored and disposed of properly. Used oil from vehicle use usually contains contaminants such as lead, other heavy metals, and benzene. It can contaminate drinking water and is harmful to the environment. For these reasons, it is important to make sure used oil does not reach the ground or surface water.

Used oil is not inherently hazardous, but if it contains certain additives, or if it has become contaminated with other solvents, it can fall under the hazardous waste rules.

You can avoid the burden of treating used oil as a hazardous waste:

- If you do not contaminate it with other fluids, and
- If you handle and store it properly, and send it to an approved used oil processor by a certified transporter.

This fact sheet will tell you what you need to do to avoid problems with used oil.

### Regulations

EPA views used oil as a marketable product that can be sent off-site for recycling. However, EPA also recognizes that if used oil is not properly handled, it can cause significant environmental damage. For these reasons, used oil has special rules that don't apply to some other materials. These rules deal with the storage of oil, cleanup of spills and transport of oil off-site.

In the state of Minnesota, used oil is not regulated as a hazardous waste if it is recycled or burned as a fuel. This means that your used oil, if not mixed or contaminated with hazardous waste, can be managed under the used oil regulations (see link below). Some examples of used oil include used engine oil, lubricating oil, brake fluid, gear oil, transmission fluid and hydraulic fluid.

If hazardous wastes have been mixed with used oils, the entire mixture is considered a hazardous waste. Hazardous wastes **cannot** be offered to used-oil collectors for recycling. Refer to the fact sheet Oil, Used, and Related Wastes: Management for Generators

**Uses of Used Oil.** Used oil may be recycled

WI Locations in Downing • Barron • Cadott




**"Looking for Minnesota Trading Partners"**

**800-503-8895**

[www.kadingers.com](http://www.kadingers.com)

# INDUSTRY NEWS

by: 1) filtering and reusing it on site in personal vehicles; 2) recovering and eventual re-refining by an oil hauler or fuel marketer; or 3) burning in an approved on-site heating unit.

- 1) **Reuse:** Used oil can be reused in vehicles if it has been filtered to remove metal particles and other contaminants.
- 2) **Hauling:** Used oil can be removed from the facility (for recycling) by a licensed used-oil hauler or marketer. (Keep receipts of all shipments of used oil.) If the used oil has not been mixed with a hazardous waste, a hazardous waste hauler or waste manifest is not required. See list of Used Oil Haulers under "Other Relevant Resources."
- 3) **Burning on site:** Used oil can be burned on site in a space heater designed for that purpose. The heater must only burn used oil generated at the facility or accepted directly from "do-it-yourself" oil changers. Used oil generated by another business may not be burned at the facility unless it has been tested and found to meet regulatory standards. Refer to the fact sheet MPCA Used Oil/Filters/Sorbents Audit Checklist.

The space heater requirements for burning used oil are: 1) The space heater must be rated at less than 500,000 BTU's per hour; and 2) The space heater must be vented outside.

- It is illegal to dispose of used oil improperly. Note the following important restrictions:

- Do not discharge used oil to sewers, drainage ditches, septic tanks, or streams.
- Do not dispose of used oil in landfills or mix used oil with wastes that will be disposed of in landfills.
- Do not mix used oil with gasoline or cleaning solvents. The resulting mixture may be a hazardous waste. This classification brings into effect a lot of additional regulations.
- Do not use used oil for road oiling, dust control, weed control or for similar purposes.

**Storage of Used Oil.** Used oil must be stored in tanks or containers (including DOT approved drums) that are in good condition. This means:

- No severe rusting;
- No bulging or major dents; and
- No visible leaks.

Many of the used oil regulations relate to good housekeeping practices. As a used oil generator, you must:

- Label all storage containers or tanks with the words "Used Oil;"
- Store used oil in containers or tanks in good condition;
- If there is a leak of used oil: stop the leak, contain it, clean it up and properly manage the cleanup materials;
- Use a transporter with an EPA identification number to ship used oil off-site.

\*Recycle used oil on a regular basis to avoid accumulating more used oil than your spill containment area can handle. A secondary spill containment area, such as a curbed, impermeable surface, must hold the volume of the largest tank stored on it. For instance, if you store four, 55 gallon drums of waste fluid on a curbed surface, the containment area must be capable of safely holding only 55 gallons of waste fluid, not 220 gallons.

**Used Oil Spill Prevention.** If you handle oil or oil products at your facility, are required to be prepared and prevent spills from occurring to pro-

## LINCOLN SAVINGS BANK LSB FINANCIAL PETERSEN-HILL INSURANCE

219 Main Street • Cedar Falls, IA 50613  
Phone: (319) 268-4242 • Fax: (319) 268-4211  
Toll-free: (866) 907-4242 • Cell: (319) 240-2428  
Email: PeteH@MyLSB.com

- BANKING
- INSURANCE
- INVESTMENTS
- TRUST
- REAL ESTATE



**PETE HILL**  
VICE PRESIDENT  
COMMERCIAL INSURANCE

[WWW.MYLSB.COM](http://WWW.MYLSB.COM)



# INDUSTRY NEWS

tect land, waters, or air of the state and to protect the public's safety or health. These regulations require that companies prevent and contain discharges of oil or petroleum products. Refer to the Minnesota Pollution Control Agency Fact Sheet - Spill Prevention & Planning.

**Oil Spills.** If a spill occurs, you must perform the following cleanup steps:

1. Stop the release;
2. Contain the released used oil;
3. Clean up and properly manage the released used oil and other materials; and
4. If necessary, repair or replace any leaking used oil storage containers or tanks prior to returning them to service.
5. Notify the State Duty Officer at 651-649-5451 or 1-800-422-0798.

**Links to the Regulations.** Use the following links to view the regulations pertaining to used oil storage and management. (*Links can be found at <http://www.ecarcenter.org/mn/mn-usedoil.htm>.)*

*Minnesota Standards for Used Oil Generators Technical Standards And Corrective Action Requirements For Owners And Operators Of Underground Storage Tanks (UST), Code of Federal Regulations, 40 CFR Part 280*

## Self-Audit Checklist

When an inspector comes to your facility, there are certain things he or she checks to see if you are in compliance with environmental regulations. It makes good sense for you to think ahead and perform a "self-audit" and catch and correct problems before they result in penalties. Also, there are some compliance incentives associated with self-audits (see Audit Policy Page).

Use the following list to audit your used oil storage areas and management procedures.

1. **Is used oil stored in drums, tanks or other containers that are in good condition?** Open containers, and rusting or leaking containers cannot be used for oil storage.

2. **Are used oil storage containers and tanks properly labeled?** All used oil storage tanks must be labeled "Used Oil." If underground tanks are used, then the fill pipes should be labeled.
3. **Is the area around the used oil storage containers free of releases?** Releases must be stopped and the released material cleaned up and managed properly. If a release of used oil occurs, it must be contained and reported to the MPCA.
4. **Do you have a spill prevention plan?** Verify whether your facility is meeting spill prevention requirements. If so, maintain your plan, update it every three years and keep on-site for review.
5. **Is used oil transported to a recovery facility by a certified transporter?** Check your records and verify that all shipments of used oil were removed from your property by a state certified transporter.
6. **Is solvent or other materials mixed with used oil?** Verify that there are separate, clearly labeled containers for each type of material, and that used oil is not mixed with solvents and other materials.

## Best Management Practices (BMPs)

Most regulations tell you what you have to do to be in compliance, but they don't explain how to do it. That's where "best management practices" come into play. BMPs are proven methods that



## Recycled Parts Plus

[www.rplusplus.com](http://www.rplusplus.com)

**Parts Broadcast Line: 888-210-1850**

**Fax: 800-469-9445**

**Cindy LaVesser**

**Direct: 866-837-2039**

**[cklavesser@wi.rr.com](mailto:cklavesser@wi.rr.com)**

# INDUSTRY NEWS

help you to get into compliance and stay there. The following BMPs are recommended for used oil storage areas and management procedures.

- Train your employees on the proper methods for handling used oil.
- Do not contaminate used oil with even small amounts of gasoline, brake cleaner, carburetor cleaner, or other solvents. Even small amounts of solvents turn recyclable oil into a hazardous waste.
- Keep storage containers closed when not actively adding or removing material.
- When storing drums keep an aisle space between drums to allow for inspection for leaks and damage.
- Install secondary containment to prevent the release of used oil to the environment.
- Inspect containers and secondary containment structures on a weekly basis to be certain that they are in good condition. Keep written records of these inspections for at least 3 years.
- Try to prevent spills when dismantling vehicles. If spills do occur, clean up with rags. After wringing out the saturated rag into the used oil drum, you can have the rags laundered.
- Avoid using absorbents for oil spills unless there is a threat of the spill spreading to soil or water. Oily absorbents must be evaluated prior to disposal to determine whether they are hazardous or nonhazardous.

- Before contracting a transporter for your used oil, make sure to check for the transporter's state certification.
- Get receipts for used oil shipments and store them in your records for at least 3 years.

## Contacts

For more information, contact the Minnesota Pollution Control Agency (MPCA) Regional Office closest to you:

1. Northeast Region (Duluth) 218-723-4660.
2. North Central Region (Brainerd) 218-828-2492.
3. Northwest Region (Detroit Lakes) 218-847-1519.
4. Southwest Region (Marshall) 507-537-7146.
5. Southeast Region (Rochester) 507-285-7343.

\*Report petroleum and fuel spills of five or more gallons, and any other chemical spill (including lead-acid batteries) which may cause pollution, to the State Duty Officer at 651-649-5451 or 1-800-422-0798.

### Related ECAR Fact Sheets

1. Used Oil Filters.
2. Hazardous Waste.

### Other Relevant Resources

1. MPCA Used Oil/Filters/Sorbents Audit Checklist
2. Used Oil Sign (required for retailers/collection sites)

*Reprinted with permission of ARA.*

*This ECAR Fact Sheet and links can be found at <http://www.ecarcenter.org/mn/mn-usedoil.htm>.*

USED  
REBUILT  
NEW



**320-356-7504**

AUTO  
&  
TRUCK  
PARTS

**CALL US & SAVE**

**320-356-7504**

**800-450-7504**

**Fax: 320-356-7245**

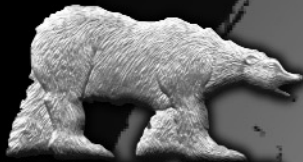
Monday - Friday  
8AM to 5PM

20 minutes north  
of St. Cloud  
off I-94 exit in Avon

**No Charge for Nationwide Locating Service • Fast Shipping Anywhere**

***“If you want a place in the sun, prepare to put up with a few blisters.”***

***Abigail Van Buren***  
*Day by Day*



**BEHR**

**MASON CITY**

12050 West State St.  
Mason City, IA  
P 641.424.9521  
F 641.424.6315

**LEROY IRON & METAL**

A DIVISION OF BEHR IRON & STEEL

2275 Dale Ave.  
LeRoy, MN 55951  
P 641.329.1401  
F 641.329.5801

[www.JosBehr.com](http://www.JosBehr.com)



**ONE OF THE MOST ADVANCED SCRAP METAL  
HANDLING FACILITIES IN THE NATION.**

**PROTECTING THE  
ENVIRONMENT**

**FOR YOU AND OUR INDUSTRIES**

**SINCE 1906.**

ARM0510



Automotive Recyclers of Minnesota  
In care of: R.J. McClellan, Inc.  
445 Broadway Avenue, Suite 500  
St Paul Park, MN 55071

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
St. Paul, MN  
Permit No. 7911



Call **aaa** for Your  
AUTO SALVAGE  
**OEM Recycled Parts!**  
[www.aaaparts.com](http://www.aaaparts.com)

Come visit us at one of our TWO LOCATIONS  
in Rosemount or East Bethel or reach us at this number:

**PHONE: 651.423.2432**  
**TOLL FREE: 800.238.6664**  
**FAX: 651.423.2808**



Recipient of ARA's Prestigious 2004 Star Award Top Certified Automotive Recycler in the Nation

## BETTER SERVICE

CALL **aaa** FOR ALL YOUR RECYCLED PARTS NEEDS AND RECONDITIONED BUMPER COVERS.

## BETTER QUALITY

WE UTILIZE MULTIPLE QUALITY CONTROL CHECKS ON ONLY THE HIGHEST QUALITY MATERIALS AND A LIFETIME WARRANTY ON WORKMANSHIP.

## BETTER CYCLE TIMES

WE TURN AROUND MOST BUMPERS IN **24** HOURS. YOUR CORE OR OURS.



**NATIONAL DISTRIBUTOR OF  
BETTER BUMPERS**