

THE MINNESOTA RECYCLER

SEPTEMBER/OCTOBER 2010



**THE VOICE OF AUTOMOTIVE
RECYCLERS IN MINNESOTA**



FAST PARTS®

The Auto Recycler's Computerized Inventory System



For more information, call **boB** at: **(800) 288-7415** • www.FastPartsInc.com

Get More - Pay Less!

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

ASK ABOUT OUR "NO MONEY DOWN" SETUP OPTION

Sell Parts via Car-Part.com
Your Web Site
CCC & Mitchell
Coremate™
\$125 MONTH

Bidmate™
Price Vehicles
\$25 MONTH

Partmate™
Portable Inventory Tool
\$25 MONTH

Checkmate®
Inventory Management System
\$242 MONTH

Advanced Management Reports
Now Graphical!
Car-Part Exchange™ (3)
CALL FOR PRICE

OrderTrakker™
Track your sales from Work Order
\$25 MONTH

Trading Partners™
Find Parts
\$45 MONTH

iCPM™
Communicate with Aftermarket Vendors, Recyclers, Shops, & Insurance Appraisers
PART OF CAR-PART GOLD

CP GOLD
• iCPM
• Aftermarket Parts Brokering
• Wheel Images & More
\$115 MONTH

Recyclers Users Groups - Roundtables
FREE!

(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 April 8, 2010 – Holiday Inn Select, Bloomington, MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 2:13 p.m. by ARM President, Dave Marofsky. **Board present:** Chris Bickmann, Jesse Faust, Patrick Garrity, Carl Genz, Mark Hortman, Rick Lemke, Dave Marofsky, Shane Rudd, Terry Stenglein & Steve Tretter. **Board Absent:** Randy Davis & Paul Lang. **Staff Present:** Kelly Lynch-Salseg.

January 2010 board meeting minutes were reviewed. **Bickmann motioned to approve the minutes; Hortman seconded. Motion carried.**

Association and Foundation Financials were presented by Rudd and reviewed by board. **Hortman motioned to approve the financials; Genz seconded. Motion carried.**

Executive Director's Report: MN CAR: MN CAR Annual Reports have gone out to all MN CAR members and will be in the next ARM newsletter. There are still five 2009 MN CAR members that need to renew for 2010. **Lynch-Salseg to send out non-renewing contact information to MN CAR committee.**

Scholarships: The scholarship selection committee from Wilshire Park School has chosen the top 5 candidates for 2010 scholarships. **Genz motioned**

that five (5) – \$1,000 scholarships be awarded for 2010; Faust seconded. Motion Carried.

Winter Outing: A brief overview of financials and attendance numbers for the 2009 Winter Outing was given.

Summer Outing: **Hortman motioned that no Summer Outing be held this year; Stenglein seconded. Motion carried.**

Bags: It was reported that we are down to 28 boxes of bags. It was determined that a decision on purchasing more bags could wait until the June board meeting.

President's Report: Passed.

Conv/Membership/Govt. Relations/Education – Events/Newsletter/Website Committee Reports: Passed.

MN CAR Committee: Lemke reported that MN CAR Program Manager Dave Kendziorski would like to pursue assisting MN CAR members become compliant with the storm water process as a feature of the MN CAR program.

Date & Location of next meeting: **Wednesday, June 9, 6:30 p.m. – Grumpy's – Roseville, MN.**

There being no further business, **Genz motioned to adjourn the meeting at 3:07 p.m.; Stenglein seconded. Motion carried.**



2910 Quant Ave N
Stillwater, Minnesota




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

651-439-2604 • 800-737-9503

www.SharpAutoParts.com



ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

2011 Membership Renewal & 2011 ARM Membership Directory:

Membership Renewal Notices for 2011 will be mailed out soon. Please do your best to promptly return your renewal notice and membership fee for 2011. Carefully review the information on your renewal notice as it will be used as the basis for your free listing in the ARM 2011 Membership Directory.



The ARM Membership Directory is mailed to virtually every insurance adjuster, body shop, mechanical repair shop and automotive recycler in Minnesota (and beyond).

In addition to the initial mailing of the directory, the ARM office receives requests for the directory from various companies virtually every week throughout the year.

Each ARM member receives a FREE listing in the ARM Membership Directory. **You must have your membership renewed by December 31, 2010, in order for ARM to guarantee your free listing.**

In addition to your free listing, you also have the opportunity to advertise in the Membership Directory. A 2011 Membership Directory order form follows this article.

Last year ARM hired Keith Rahn, owner of SignGarage, to develop a new design and improved look for the ARM Membership Directory. We couldn't have been more pleased with the updated and professional look Mr. Rahn was able to give the Directory. The

week the 2010 ARM Membership Directory came out the ARM office was literally flooded with calls from businesses having questions about the Directory and complimenting ARM on the new look. People really sat up and took notice.

Following is a message from our Directory Designer, Keith Rahn, owner of SignGarage.2011

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

ARM NEWS

FRENCH LAKE AUTO PARTS

"Junktown USA"

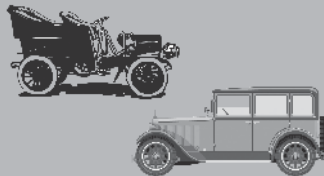
www.frenchlakeautoparts.com

email: flap@lkallink.net

OVER 100 ACRES OF CARS

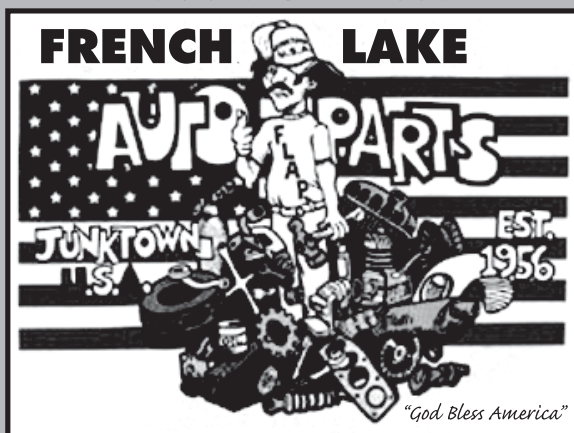


ALL MAKES AND MODELS FROM 1900 TO PRESENT



*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

ARM Membership Directory By Keith Rahn

So how is it that we can look forward to summer for so long and when it finally hits... boom! It's gone. You blink your eyes here in Minnesota and summer is over with. Anyways, I do hope that everyone is enjoying the summer and is spending some quality time with your families outdoors.

The summer will be gone before we know it and the time to send in your ARM membership will be here soon. If you decide to join please think about placing an ad in the newly redesigned directory. SignGarage was given the task of redesigning & producing the 2010 ARM Membership Directory and will also be designing and producing the 2011 directory.

The directory is now one inch wider and is printed on 100# gloss paper in full color! The design, I must say, was a success and it turned out very nicely.

When you send your ad in remember to have it created in full color & saved as either a .jpeg image or .pdf file. Also keep in mind the sizes needed for each ad option! If you need your ad created and don't know where to turn, give us a call here at SignGarage, we would love to handle the task for you!

Well, enjoy the rest of the summer and I hope that the last half of 2010 is a success for everyone.

Take Care,
Keith A Rahn, Owner

SignGarage Effective Vehicle and Signage Solutions, 612.208.WRAP

SIGN
GARAGE
1.812.208.WRAP • info@signgarage.com • www.signgarage.com

ARM NEWS

Automotive Recyclers of Minnesota 2011 Membership Directory

MAKE SURE YOUR AD IS INCLUDED!

Advertise in the Automotive Recyclers of Minnesota 2011 Membership Directory!

Reach your target market!

Mailed out to insurance adjusters, body shops, mechanical repair shops and automotive recyclers throughout Minnesota and beyond!

ADVERTISING RATES & ORDER FORM Please indicate which ad size you prefer.

Advertisement Size	Rate
<input type="checkbox"/> Double Page (9" x 8.5")	\$500
<input type="checkbox"/> Inside Front Cover (4.5" x 8.5")	\$400
<input type="checkbox"/> Inside Back Cover (4.5" x 8.5")	\$400
<input type="checkbox"/> Full Page (4.5" x 8.5")	\$300
<input type="checkbox"/> One-Half Page (4.5" x 4.25")	\$200
<input type="checkbox"/> One-Fourth Page (4.5" x 2")	\$100

**PLEASE NOTE THE SIGNIFICANT INCREASE IN AD SIZES!!
100# GLOSS PAPER IN FULL COLOR!**

*Payment and ad copy must be received by ARM
by December 31, 2010.*

Please e-mail ad to autorecyclersmn@bitstream.net.

Ads should be in full color & sent as either a .jpeg image or .pdf file. Also keep in mind the sizes needed for each ad option!

If you need your ad created and don't know where to turn,
Membership Directory Designer – SignGarage – can handle the task for you.
Contact SignGarage owner, Keith Rahn, at 612.208.WRAP.

Advertising authorized by:

Company: _____

Address: _____

City, State Zip: _____

Phone: _____

Email: _____

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 _____ Date _____

Credit Card# _____ Exp. Date _____

Name on Card _____

Authorized Signature _____

RETURN WITH PAYMENT TO:

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



ARM NEWS

Associate Profile Member

Wells Fargo Insurance USA – Newly Endorsed Insurance Provider for ARA

As most insurance buyers are aware, the insurance marketplace has been experiencing significant changes in coverage, underwriting, pricing and terms over the past several years. As a result of this softening and very competitive marketplace, ARA has teamed with Wells Fargo Insurance Services USA of Bloomington, Minnesota to introduce a new and very exciting insur-

ance program for ARA members and affiliates. When a members risk profile falls within the underwriting guidelines, the member will enjoy broad and flexible coverage terms as well as rational and competitive insurance premiums. Collectively, ARA represents to the insurance market a homogeneous risk that is not likely to invent or introduce new or unforeseen exposures. Thus the insurance carriers should find ease in underwriting these risks as well as providing policy services. Those members that participate in the program will realize benefits almost immediately.

Wells Fargo Insurance Services USA is a leading insurance broker of commercial insurance, with over 150 offices throughout the United States capable of providing service and support for the members of ARA. ARA members will be given a comprehensive service arrangement to ensure proper attention and service. The Program will allow members to take advantage of premium discounts typically available only to larger companies. ARA members will also have the advantage of working with a group of professionals dedicated to managing risk and insurance costs associated with the automotive recycling industry. Additionally, members will have access to services intended to reduce or eliminate risk, provide better site conditions, and stay current on the "hot issues" in the automotive recycling industry.

We appreciate the opportunity to be able to discuss the insurance needs of your business with each of you. Our business and customer service practices, high level of expertise, and ability to design customer-

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

ARM NEWS

specific programs will provide the ARA members with comprehensive solutions to implement and manage the key components of a successful risk management program.

Our team members know the marketplace as well if not better than anyone, we have the ability and relationships to place coverage anywhere, and we have a proven track record of success in the automotive recycling, dismantling, and salvage industry. The Wells Fargo Insurance Services office in Bloomington, MN has written a program for this industry for over 29 years!

We feel we are very qualified to proactively partner with ARA members to:

- Evaluate, design, and deliver both standard coverages as well as coverage alternatives if required.
- Achieve the most effective access to insurance carriers
- Reduce overall risk management costs

- Protect our customers assets from insurable losses
- Establish an efficient and cost-effective means of processing information and claims
- Provide the highest level of customer service

We understand that you require a trusted insurance advisor who will provide comprehensive risk management and insurance marketing services as well as a full range of other services related to the design, implementation, and improvement of your insurance programs. Our mission is to satisfy all of your insurance needs, help you succeed financially, and be the best insurance services provider possible. Please see our contact information below – we look forward to hearing from you.

Wells Fargo Insurance Services USA; Bill Velin; Phone: 952-830-3039 (local); 1-800-328-6311, Ext. 3039 (toll free); e-mail: bill.velin@wellsfargo.com; or see our ad in the ARA website at www.a-r-a.org.

STAY AHEAD OF THOSE SKY-HIGH HEATING BILLS

IT'S TIME FOR CLEAN BURN

CLEAN BURN

CONVERT YOUR USED-OIL INTO A SOURCE OF FREE HEAT

"Clean Burn used-oil heating equipment turns your used crankcase, transmission 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 used-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 Velin, 44-time NASCAR Winner

CLEAN BURN

The #1 Waste Oil Furnace In Customer Satisfaction™

800-331-0183
www.CleanBurn.com

You do so much to protect the environment.

Are you doing enough to protect your association?

Join the Automotive Recyclers of Minnesota and ...



- ... have your voice heard by government
- ... take part in Educational & Social Activities
- ... learn more about MN-CAR Program
- ... keep up to date with the ARM News
- ... use the association website to further your business and sell parts

Contact Kelly Lynch-Salseg at 612-781-5555 for more information
(or see Reasons to Join and the Membership Application in this newsletter)

This newsletter, the Minnesota Recycler, also needs your support.

THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA



Consider placing an advertisement in the Minnesota Recycler.

Ad pricing starts at only \$55.00 per issue.

Contact our publisher RJ McClellan, Inc. for more information about placing an ad.

Layout fees waived with 1 yr./6 issue contract.

Contact RJ McClellan at 877-525-4589 or newsletters@rjmc.com

ARM NEWS

The Basics of Stormwater Management

By David Kendzierski

MN- CAR Program Manager

Water is Minnesota's lifeblood: vital to every aspect of the economy and the State's most treasured natural resource. Managing that resource and balancing competing water needs is becoming more complex and expensive. Successful management also requires the active engagement of all public and private stakeholders – including the auto recycling industry.

Historical Perspective

For thousands of years before the arrival of the first Europeans, indigenous tribes had little impact on the region's water resources. Early European settlements grew slowly until the 1820s. With the opening of the Erie Canal in 1826, the population surged as the Great Lakes area became an important route for the transport of goods and the passage of migrants to the west. By the late 1800s, Minnesota's water resources were impacted by untreated human sewage, logging, and diversified industries. The twentieth century brought wastewater treatment plants and water distribution systems to protect human health.



By the mid-1900s, waterborne disease outbreaks, industrial pollution, and degraded fishery resources caused concerns. Early stages of planning and regulations began, but had limited effect. The environmental movement of the 1970s resulted in sweeping regulatory reform and increased state and federal agency oversight.

In 1987, the federal Clean Water Act authorized storm water permit programs and in the early 1990s storm water permits were issued to municipalities, industries, and developers. These storm water per-

mits were focused on water quality protection and improvement. Major expenditures were made for water quality monitoring (with mixed success), and pollution



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

- 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, SpeedDee and trucking service



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 NEWS

prevention best management practices. For the most part, the water quality of the state's water resources has improved, but not enough.

Now, over 20 years since the passage of the Clean Water Act, storm water management is moving towards a comprehensive watershed approach. Meeting the needs of major waterways and their watersheds requires addressing both water quantity and quality, and in-depth monitoring and/or modeling of biological communities, water chemistry, toxicology, sediment characteristics, and endangered resources. The ongoing Total Maximum Daily Load (TMDL) studies are defining the level of pollution control required to meet water quality standards that support desired water uses. We need to learn more about the performance and benefits of best management practices. In some cases, we may need to develop better practices that target certain pollutants and achieve higher levels of performance. Future regulations may have increased monitoring requirements and specific performance

standards. Under ARM's leadership, the auto recycling industry will be prepared to comply with these regulations and meet the performance limits.

Storm Water Runoff From Auto Recycling Facilities

While professional auto recyclers employ excellent pollution prevention practices, the processing and dismantling of wrecked vehicles, and the long term storage of vehicle bodies outside could potentially pollute storm water runoff. The primary potential storm water pollutants, and their sources, at auto recycling facilities are:

- Sediment (unpaved roadways, sediment tracked onto pavement, sediment brought in with salvage vehicles)
- Metals
 - Aluminum (wheels, parts)
 - Lead (battery cable ends, wheel weights, lead acid batteries, electric components,

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

old gas)

- Copper (brake pads, wire, paints and coatings, radiators, fluids)
- Zinc (galvanized steel, paints and coatings, connectors)
- Mercury (mercury switches)
- Vehicle Fluids (motor oil, transmission fluid, antifreeze, brake fluid, power steering fluid, gasoline, and equipment fluids)

At excessive concentrations, sediment, metals, and vehicle fluids can have serious impacts on surface waterways. Sediment can reduce water clarity, cover valuable habitats, harm aquatic vegetation, and create deposits. Certain contaminants such as some metals can attach onto fine silt and clay-sized particles. The listed metals can accumulate in bottom sediments and can be toxic to fish and other aquatic life. Vehicle fluids may contain toxic substances such as volatile organic

compounds (VOCs) and polycyclic aromatic hydrocarbons (PAHs).

Best Management Practices

The environmental standards under the MN-CAR program focus on good housekeeping, pollution prevention, and proper storage. The standards, which affect all aspects of a recycling operation, address:

1. Fluid removal from salvage vehicles
2. Salvage vehicle storage and dismantling
3. Salvage vehicle inspections
4. Recyclable and hazardous material storage
5. Fluid storage containers
6. Lead acid batteries
7. Refrigerant removal
8. Oily vehicle parts storage
9. Radiator storage
10. Spent parts cleaning solvents
11. Water-based degreasers
12. Scrap tires
13. Preventive maintenance of equipment
14. Spill kits
15. Spill reporting
16. Non-storm water discharges
17. Storm water BMPs, including pavement sweeping, erosion control, and facility inspections
18. Employee training
19. Mercury switch removal

All MN-CAR members are audited to verify that the standards are being met and the practices are being properly implemented. The MN-CAR practices represent the most effective pollution prevention program for auto recyclers within the United States. In most cases, we believe that the MN-CAR standards, along with a few other practices listed in the new stormwater pollution prevention plans, will be adequate to meet existing and future water quality requirements (including TMDLs). If additional controls are needed, ARM will work with regulatory agencies and other stakeholders to identify practical affordable solutions that provide real environmental benefits.

2010 MN CAR MEMBERS

AAA AUTO SALVAGE

AAA AUTO SALVAGE - NORTH

AAZZEE'S AUTO SALVAGE

ACE AUTO PARTS

AUTOMOTIVE PARTS SOLUTIONS, INC.

BALOW'S HWY. 7 AUTO SALVAGE, INC.

BROOK PARK ENTERPRISES, LTD.

BUDGET AUTO PARTS

ELITE AUTO

HUTCH AUTO & TRUCK PARTS

JERRY'S AUTO SALVAGE

JOHN'S AUTO PARTS

KELLY AUTO PARTS

MARCO AUTO RECYCLING, INC.

METRO AUTO SALVAGE, INC.

MISGEN AUTO PARTS, INC.

PAM'S AUTO, INC.

R & R AUTO & METAL SALVAGE, INC.

SHARP AUTO PARTS

SHIPMAN AUTO PARTS

U PULL R PARTS

U PULL R PARTS II

VIKING AUTO SALVAGE



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

Mark Your Calendars for the 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show: April 29 – April 30, 2011 Washington County Fair Park West Bend, Wisconsin

Planning has been underway since early June for the 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. The convention & trade show will be held April 29 & 30, 2011, at the Washington County Fair Park in West Bend, WI.

Room blocks have been secured at the Hampton Inn & Suites and the Country Inn & Suites, both of

which are just a few miles down the road from the Washington County Fair Park. The Convention and Trade Show Committee has arranged for complimentary bus transportation between the hotels and the Fair Park. Camping at \$25 a night (which includes electricity) at the fairgrounds will also be available.

The event will be jam packed with great educa-



PAM's Auto



Professional Sales & Support Staff

PAM's Auto specializes in low mileage, late model, foreign and domestic auto parts.

- ✓ **HUGE INVENTORY**
 - Over 100,000 ready to ship parts in stock!
- ✓ **QUICK DELIVERY**
 - Same day shipping on most orders!
- ✓ **FREE LIFETIME WARRANTIES**
 - Never buy that part again!

Quality Parts - Guaranteed!
Call 800.560.7336

Proud Members of:



7505 Ridgewood Rd. • St. Cloud, MN
Local: 320.363.0000 • Fax: 320.363.9232



Shop online at www.pamsauto.com

ARM NEWS

tional seminars and presenters again this year, the biggest and best trade show in the region, along with several activities "just for fun". Miller Compressing has offered a tour of their facility and a tour of the Harley Davidson Museum is also being looked into. A "loader rodeo" event has also been discussed.

We are excited to be working on another great show and will keep you posted on the latest news throughout the coming months!

2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show

Co-Hosted By: Automotive Recyclers of Minnesota & CARS of Wisconsin



Reserve the Date Now!

2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show

April 29 & 30, 2011

**Washington County
Fair Park
West Bend, WI**

Insurance for Auto Recyclers

Tracy Jones
Vice President

Trissel Graham & Toole
86 Mahtomedi Ave
Mahtomedi, MN 55115

Phone: 651-379-4641
Toll Free: 866-711-4641
Fax: 651-379-4644

E-mail: tjones@tgt-insurance.com
www.tgtinsurance.com

We Love Auto Recyclers!
and we know how to meet their unique needs!!

- * Coverage designed especially for Auto Recyclers - All Lines including Workers Compensation
- * Proven Auto Recycler Program with over 20 years of Success!!
- * Over 100 Experienced Insurance Professionals to provide you with knowledgeable, attentive service

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



is... ~ Integrity ~ Responsiveness ~ Innovation ~ Respect

ARM NEWS

ARM Members Children Receive ARA Scholarships

Congratulations to the following ARM members whose children received ARA Educational Scholarships:

- David Brinkman's (John's Auto Parts) daughter Solana received the E Z Crusher Scholarship
- Michelle Mehr's (Pam's Auto, Inc.) daughter Baylee received the Jan Sorenson Memorial Scholarship and the Carol Phelps Memorial Scholarship

Congratulations to these outstanding scholars!

On the cover:

I'm sure you noticed that the cover of The Minnesota Recycler has a new look.

Would you like to see your yard or business on the cover?

Do you have a special storage idea or a technique that shows your business' innovation?

Do you have new aerial shots?

You are welcome to send in photos for consideration for the cover of the newsletter.

Thank you PAMS Auto for providing the aerial photo on this issue!

Contact Sheila at RJ McClellan, Inc. at 651-458-0089 • 877-525-4589 or e-mail us at newsletters@rjmc.com for required specifications.

Jesse Jellison, Long Time Auto Recycler, Passes Away

The Automotive Recyclers of Minnesota Board, Staff and Members would like to extend our deepest sympathies to the loved ones of Jesse Jellison (age 54) co-owner of Jellison Auto Parts (Cambridge) and ARM member. Jesse passed away this past July.

Jesse J., 54, of Cambridge. Preceded by parents Jack and Deanna (Sue). Survived by loving wife: Linda, son: Jack (Nichole), grandchildren: Trevor and MacKenzie, sister: Kathy (Rob) and brother: Todd (Pauline) and several nieces. Jesse was co-owner and operator of Jellison Auto Parts.

Visitation was held at Kozlak-Radulovich Blaine Chapel on Wednesday, July 7th. Funeral services were held at Glen Cary Lutheran Church in Ham Lake on Thursday, July 8th.

Interment was at Forest Hills Cemetery in Anoka. Memorials preferred to American Cancer Society or American Heart-Lung Association.

FOR MORE INFORMATION, CONTACT:

LSB FINANCIAL
PETERSEN-HILL INSURANCE



Pete Hill
VP / Commercial Insurance
Email: PeteH@MyLSB.com
Cell: (319) 240-2428



Adam Brickley
Insurance Consultant
Email: AdamB@MyLSB.com
Cell: (319) 310-6225

219 Main Street
Cedar Falls, IA 50613
Phone: (319) 268-4242
Fax: (319) 268-4211
Toll-free: (866) 907-4242

ARM NEWS

Retirement Plans for Small Businesses

Prepared for: Automotive Recyclers of Minnesota

By Waddell & Reed Financial Advisors

As a business owner, you should carefully consider the advantages of establishing an employer-sponsored retirement plan. Generally, you're allowed a deduction for contributions you make to an employer-sponsored retirement plan. In return, however, you're required to include certain employees in the plan, and to give a portion of the contributions you make to those participating employees. Nevertheless, a retirement plan can provide you with a tax-advantaged method to save funds for your own retirement, while providing your employees with a powerful and appreciated benefit.

Types of plans

There are several types of retirement plans to choose from, and each type of plan has advantages and disadvantages. This discussion covers the most popular plans. You should also know that the law may permit you to have more than one retirement plan, and with sophisticated planning, a combination of plans might best suit your business's needs.

Profit-sharing plans

Profit-sharing plans are among the most popular employer-sponsored retirement plans. These straight-

forward plans allow you, as an employer, to make a contribution that is spread among the plan participants. You are not required to make an annual contribution in any given year. However, contributions must be made on a regular basis.

With a profit-sharing plan, a separate account is established for each plan participant, and contributions are allocated to each participant based on the plan's formula (this formula can be amended from time to time). As with all retirement plans, the contributions must be prudently invested. Each participant's account must also be credited with his or her share of investment income (or loss).

For 2009, no individual is allowed to receive contributions for his or her account that exceed the lesser of 100 percent of his or her earnings for that year or \$49,000. Your total deductible contributions to a profit-sharing plan may not exceed 25 percent of the total compensation of all the plan participants in that year. So, if there were four plan participants each earning \$50,000, your total deductible contribution to the plan could not exceed \$50,000 ($\$50,000 \times 4 = \$200,000$; $\$200,000 \times 25 \text{ percent} = \$50,000$). (When calculating your deductible contribution, you can only count compensation up to \$245,000 (in 2009) for any individual employee.)

401(k) plans

A type of deferred compensation plan, and now the most popular type of plan by far, the 401(k) plan allows contributions to be funded by the participants themselves, rather than by the employer. Employees elect to forgo a portion of their salary and have it put in the plan instead. These plans can be expensive to administer, but the employer's contribution cost is



Recycled Parts Plus

www.rpplus.com

Parts Broadcast Line: 888-210-1850

Fax: 800-469-9445

Cindy LaVesser

Direct: 866-837-2039

cindy@rpplus.com

ARM NEWS

generally very small (employers often offer to match employee deferrals as an incentive for employees to participate). Thus, in the long run, 401(k) plans tend to be relatively inexpensive for the employer.

The requirements for 401(k) plans are complicated, and several tests must be met for the plan to remain in force. For example, the higher paid employees' deferral percentage cannot be disproportionate to the rank-and-file's percentage of compensation deferred.

However, you don't have to perform discrimination testing if you adopt a "safe harbor" 401(k) plan. With a safe harbor 401(k) plan, you generally have to either match your employees' contributions (100 percent of employee deferrals up to 3 percent of compensation, and 50 percent of deferrals between 3 and 5 percent of compensation), or make a fixed contribution of 3 percent of compensation for all eligible employees, regardless of whether they contribute to the plan. Your contributions must be fully vested. Another way to avoid discrimination testing is by adopting a SIMPLE 401(k) plan. These plans are similar to SIMPLE IRAs (see below), but can also allow loans and Roth contributions. Because they're still qualified plans (and therefore more complicated than SIMPLE IRAs), and allow less deferrals than traditional 401(k)s, SIMPLE 401(k)s haven't become a popular option.

If you don't have any employees (or your spouse is your only employee) a 401(k) plan (an "individual 401(k)" or "solo 401(k)" plan) may be especially attractive. Because you have no employees, you won't need to perform discrimination testing, and your plan will be exempt from the requirements of the Employee Retirement Income Security Act of 1974 (ERISA). You can make a deductible profit-sharing contribution of up to 25 percent of pay (to \$245,000) on your own behalf in 2009, and in addition you can make deductible pretax contributions of up to \$16,500 in 2009 (plus an additional \$5,500 of pre-tax catch-up contributions if you're age 50 or older). However, total annual additions to your account in 2009 can't exceed \$49,000 (plus any age-50 catch-up contributions).

Note: A 401(k) plan can let employees designate all or part of their elective deferrals as Roth 401(k) contributions. Roth 401(k) contributions are made on

an after-tax basis, just like Roth IRA contributions. Unlike pretax contributions to a 401(k) plan, there's no up-front tax benefit—contributions are deducted from pay and transferred to the plan after taxes are calculated. Because taxes have already been paid on these amounts, a distribution of Roth 401(k) contributions is always free from federal income tax. And all earnings on Roth 401(k) contributions are free from federal income tax if received in a "qualified distribution."

Note: 401(k) plans are generally established as part of a profit-sharing plan.

Money purchase pension plans

Money purchase pension plans are similar to profit-sharing plans, but employers are required to make an annual contribution. Participants receive their respective share according to the plan document's formula. As with profit-sharing plans, money purchase pension plans cap individual contributions at 100 percent of earnings or \$49,000 annually (in 2009), while employers are allowed to make deductible contributions up to 25 percent of the total compensation of all plan participants. (To go back to the previous example, the total deductible contribution would again be \$50,000: $(\$50,000 \times 4) \times 25 \text{ percent} = \$50,000$.)

Like profit-sharing plans, money purchase pension plans are relatively straightforward and inexpensive to maintain. However, they are less popular than profit-sharing or 401(k) plans because of the annual contribution requirement.

Defined benefit plans

By far the most sophisticated type of retirement plan, a defined benefit program sets out a formula that defines how much each participant will receive annually after retirement if he or she works until retirement age. This is generally stated as a percentage of pay, and can be as much as 100 percent of final average pay at retirement.

An actuary certifies how much will be required each year to fund the projected retirement payments for all employees. The employer then must make the contribution based on the actuarial determination. In 2009, the maximum annual retirement benefit an indi-

ARM NEWS

vidual may receive is \$195,000 or 100 percent of final average pay at retirement.

Unlike defined contribution plans, there is no limit on the contribution. The employer's total contribution is based on the projected benefits. Therefore, defined benefit plans potentially offer the largest contribution deduction and the highest retirement benefits to business owners.

SIMPLE IRA retirement plans

Actually a sophisticated type of individual retirement account (IRA), the SIMPLE (Savings Incentive Match Plan for Employees) IRA plan allows employees to defer up to \$11,500 (for 2009) of annual compensation by contributing it to an IRA. In addition, employees age 50 and over may make an extra "catch-up" contribution of \$2,500 for 2009. Employers are required to match deferrals, up to 3 percent of the contributing employee's wages (or make a fixed contribution of 2 percent to the accounts of all participating employees whether or not they defer to the SIMPLE plan).

SIMPLE plans work much like 401(k) plans, but do not have all the testing requirements. So, they're cheaper to maintain. There are several drawbacks, however. First, all contributions are immediately vested, meaning any money contributed by the employer immediately belongs to the employee (employer contributions are usually "earned" over a period of years in other retirement plans). Second, the amount of contributions the highly paid employees (usually the owners) can receive is severely limited compared to other plans. Finally, the employer cannot maintain any other retirement plans. SIMPLE plans cannot be utilized by employers with

more than 100 employees.

Other plans

The above sections are not exhaustive, but represent the most popular plans in use today. Recent tax law changes have given retirement plan professionals new and creative ways to write plan formulas and combine different types of plans, in order to maximize contributions and benefits for higher paid employees.

Finding a plan that's right for you

If you are considering a retirement plan for your business, ask a plan professional to help you determine what works best for you and your business needs. The rules regarding employer-sponsored retirement plans are very complex and easy to misinterpret. In addition, even after you've decided on a specific type of plan, you will often have a number of options in terms of how the plan is designed and operated. These options can have a significant and direct impact on the number of employees that have to be covered, the amount of contributions that have to be made, and the way those contributions are allocated (for example, the amount that is allocated to you, as an owner).

*Derek J. Iverson
Financial Advisor
3601 Minnesota Dr
Suite 550
Bloomington, MN 55435
(952) 884-1503
derekiverson@wradvisors.com*

The accompanying pages have been developed by an independent third party. Forefield's content and information is provided for informational and educational purposes only. Neither Forefield Inc. nor Forefield Advisor provides legal, tax, insurance, investment or other advice and should not be relied upon for such purposes. Waddell & Reed does not guarantee their accuracy or completeness, and they should not be relied upon as such. These materials are general in nature and do not address your specific situation. For your specific financial planning and investment needs, please discuss your individual circumstances with your Financial Advisor.

The accompanying pages may include information regarding retirement plans, estate planning, business planning or a variety of other topics that involve tax and legal issues beyond the scope of Waddell & Reed's area of practice and expertise. Such information is intended to explain or illustrate planning topics, options or strategies that you may wish to consider in advance of, or at the time of, seeking the assistance of legal and/or tax advisors in implementing your plans and should not be considered as an authoritative or comprehensive explanation of any of the particular planning topics, options or strategies described. The information in the accompanying pages describes the general aspects of various planning topics, options or strategies but does not necessarily address all the pertinent facts and issues of your personal situation.

Waddell & Reed does not provide tax or legal advice, and nothing in the accompanying pages should be construed as specific tax or legal advice or may be relied on for the purpose of avoiding any federal tax penalties. The selection of appropriate planning options or strategies should be made on an individual basis after consultation with appropriate legal, tax and financial advisors. It is important that you retain the services of legal counsel to plan and implement any legal documents that you may require and that you consult a tax advisor for an explanation of the tax effects of any particular planning options or strategies on your personal financial situation.

Waddell & Reed financial advisors are able to offer insurance products through arrangements with insurance companies. Guarantees provided by insurance products are subject to the claims-paying-ability of the issuing insurance company.

*Prepared by Forefield Inc. Copyright 2009 Forefield Inc.
November 30, 2009*

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

ARM NEWS

Star Tribune names John's Auto Parts, Inc. to Star Tribune's Top Workplaces 2010

Blaine, MN June 21, 2010 – John's Auto Parts, Inc. has been named one of the Top Workplaces in the Twin Cities metro area based on an employee-based survey project from the Star Tribune. The Star Tribune Top Workplaces special section was published in the Star Tribune on Sunday, June 20. The report can also be found at StarTribune.com/workplaces. John's Auto Parts was ranked 45 on the small company list.

Produced by the same team that compiles the 19-year-old Star Tribune 100 report of the best-performing public companies in Minnesota, Top Workplaces recognizes the most progressive companies in the metro based on employee opinions about company leadership, career opportunities, workplace flexibility, compensation and benefits. The analysis included responses from over 33,000 employees at Minnesota public, private and nonprofit organizations.

The rankings in the Star Tribune top places to work are based on survey information collected by Workplace Dynamics, an independent company specializing

in employee engagement and retention.

Harry Haluptzok, CEO/Owner said, "At John's Auto Parts, we have always believed in the Golden Rule by treating our employees, customers, and suppliers the way we want to be treated. This culture works perfectly throughout the whole operation and makes everyone know you really care. It is fun for me to come to work, and I think it is that way for most of our employees."

Star Tribune Publisher Michael J. Klingensmith said, "I congratulate each of the companies in the Star Tribune Top Workplaces on their outstanding accomplishment. They have succeeded in creating a positive workplace for their employees during very challenging economic times."

To qualify for the Star Tribune Top Workplaces, a company must have more than 50 employees in the Twin Cities metro area. Over 1,000 companies were invited to participate. Rankings were composite scores calculated purely on the basis of employee responses.

2011 ARM MEMBERSHIP RENEWAL

YOU WILL SOON BE RECEIVING YOUR 2011 ARM MEMBERSHIP RENEWAL NOTICE.

WHEN YOU RECEIVE YOUR NOTICE, PLEASE MAKE SURE TO REVIEW ALL OF THE INFORMATION VERY CAREFULLY, MAKING ANY UPDATES OR CORRECTIONS NECESSARY, AS THIS INFORMATION WILL BE THE BASIS FOR YOUR LISTING ON THE ARM WEBSITE AND 2011 ARM MEMBERSHIP DIRECTORY.

**YOUR PROMPT RESPONSE TO YOUR RENEWAL NOTICE
WILL SAVE YOUR ASSOCIATION TIME AND MONEY.**

THANK YOU FOR YOUR COOPERATION!!!

ARM NEWS



An advanced e-commerce solution brought to you by Hollander and eBay® Motors.

Hollander e-Link™

Buying and Selling of recycled parts online has never been easier.



SELL MORE PARTS 24/7

“Selling parts via Hollander e-Link is cost effective—I don't have to pay for listings... I only pay when a part is sold!”

*Michelle McMasters,
Sales Manager,
Bill Smith Auto Parts*



*13 million unique visitors per month

- No listing fees, pay only when you sell
- Sell Part 24/7, 365 days a years
- Fully Integrated with Powerlink® - Hollander's comprehensive yard management system

Call Today!

800-825-0644

www.hollandersystems.com



REASONS TO JOIN AUTOMOTIVE RECYCLERS OF MINNESOTA

Newsletter

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

Membership Directory

- **Over 3,500 mailed** annually to every insurance adjuster, body shop, mechanical repair shop and automotive recycler known to exist in Minnesota! **FREE LISTING** to ARM members.

Representation at the Capitol

- ARM works with local and state governing bodies on issues affecting the recycling industry.
- Provides the “eyes, ears and voice” for recyclers.

National Affiliation

- ARM is an affiliate member of ARA- the Automotive Recyclers of America.

ARM Foundation

- Developed to provide annual post-secondary educational scholarships to children of ARM Full members and their employee’s children. ARM awarded \$5,000 to deserving applicants last year.

Web Site- www.autorecyclersmn.net

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

Upper Midwest Automotive Recyclers Convention & Trade Show

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin to host the best regional convention in the country.

Products

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

MN-CAR Program (Minnesota Certified Automotive Recycler)

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

Educational and Social Events

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

Be a Player

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

ARM NEWS

Automotive Recyclers of Minnesota Application for Membership

Company Name _____

Contact Person & Title (Name in directory) _____

Address _____

City, State, Zip _____

Phone: _____ Fax: _____

Toll Free: _____

E-mail: _____

Web Site: _____

In business since: _____ No. of employees: _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK FOR 2009:

199.00* Full Memebership

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

150.00* Associate Member

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

Rates are based on annual membership.

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

The top yards in Minnesota are joining the

Hotlines Network

Here's Why:

- ➔ We **sell more parts** on Hotlines
- ➔ We **buy at better prices**
- ➔ It's accurate: we hit live inventory
- ➔ Hotlines helps us collect past-due bills
- ➔ Hotlines supports ARM
- ➔ We sell parts via www.PartsHotlines.com

Join us!

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

Hotlines is exclusively endorsed by the Automotive Recyclers of Minnesota.

ARM NEWS

What's New With You?

ACE AUTO PARTS (Barb Weyandt): Barb Weyandt of Ace Auto Parts reports that "We are just wrapping up a 10 session series of Pilates classes that we've been doing onsite for our dismantlers and are going to continue with another session. The Pilates focus is core and shoulder girdle, the stability of which is so important to the ergonomics of a person who works with arms overhead (and would certainly benefit anyone). Learning to "spread the load" of the work to the proper muscles. Perhaps other yards might be interested in a similar program in the name of wellness and safety, or at least to know such programs exist."

B & R AUTO & TRUCK SALVAGE: HAPPY BIRTHDAY to RANDY DAVIS (October 16)!

JOHN'S AUTO PARTS: "A couple of months ago, I attended a webinar about new DOT Compliance Requirements; and when I began the research about what it takes to get DOT certified by July 2010, I was overwhelmed to say the least."

"So I dabbled with the requirements and decided that June would be the month to get serious about DOT certification. After a little discussion with our COO, it was decided that the best place to begin was to contact the instructor to clarify some of the class



MORE AUCTIONS. BETTER CHOICE.

BID LIVE IN-PERSON OR ONLINE



HUNDREDS SOLD WEEKLY IN MN!



Repairable Vehicles Parts Cars Recovered Thefts Flood Cars Specialty Motorcycles

Visit a **LIVE AUCTION** or **BID ONLINE** with I-bid LIVE!

Minneapolis/St. Paul
1280 Jackson Street | St. Paul, MN
651.488.0581

AUCTION: Every Wed. 9:00 AM
MOTORSPORTS AUCTION: 1st Wed. of every month.
MOTORCYCLE AUCTION: 3rd Wed. of every month.



www.iaai.com

ARM NEWS

materials. Within 5 minutes, I found my answer to whether or not we need DOT certification."

"She asked me: Do you operate vehicles that weigh OVER 10,000 lbs.? **I answered "NO",**

and since I answered NO; I was done and didn't need certification."

"If I answered YES, I would need to be certified no matter where we deliver parts. There are other requirements such as a USDOT #, training, medical checks, drug and alcohol program, inspections (pre-trip, post-trip, roadside, vehicle, maintenance), logs and Comprehensive Safety Analysis (CSA2010), just to name a few. More information can be found on the web." Regards ~ Jean M. Ackermann, Mgr, Operations Support, John's Auto Parts

R & R AUTO & METAL SALVAGE, LLC:
HAPPY BIRTHDAY GREETINGS to Chris Bickmann, who will be celebrating another birthday on October 23rd.

"What's New With You?"

Please contact the ARM office with any interesting employee programs you may be running – any community programs your company may be involved with – any pertinent industry tid bits to share with your fellow recyclers – suggestions for articles – or important company anniversary, birthday, or other miles stone news. Have any equipment for sale or employment opportunities? Let us know! We will gladly include this information in the "What's New With You?" column. Email (autorecyclersmn@bitstream.net), fax (612-781-7052) or phone (612-781-5555) the information in!



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

Scrap Commodities Market Report

August 2010 *Approximate Pricing*

Crushed Cars	165.00NT
Prepared Iron	205.00 NT
Motor Blocks	135.00 NT
Aluminum Rims	0.70/LB
Aluminum Condensers Clean	0.50/LB
Alum/Copper Radiators	1.25/LB
Aluminum Case Transmissions	0.12/LB
Dirty Aluminum	0.15/LB
Batteries	0.15/LB
Lead Wheel Weights	0.32/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.*

INDUSTRY NEWS

RAS Talk: Core Parts = Small Potatoes?

Think core parts are too small to impact your business bottom line?
Think again.



"Pulling cores is a big part of our business...that most people just don't understand"

Some recyclers are finding core removal generates tens of thousands of extra dollars that were previously not saved.

One of the most common misconceptions is that core buyers aren't price competitive for parts. That

may be true on a part-by-part transaction – a core buyer's purchase price is lower than a local repair shop, for example.

But because a core buyer's demand is so great, we have the ability to buy more parts, more consistently than local parts buyers, making us the top customer for many successful salvage yards.

Buford Faust of Viking Auto Salvage in Minnesota told us, "Knowing exactly what the price is...is everything. **We are pretty religious about pull-**

IRT
INTEGRATED
RECYCLING TECHNOLOGIES INC.

Your Reliable Consumer of
Catalytic Converters and High Grade Electronic Scrap

Call Today for Competitive Non-Ferrous Pricing.

877-892-9194

763-295-6992

9696 Fallon Ave. // Monticello, MN

Fax 763-295-6982 // www.irtmn.com



ISRI
MEMBER

INDUSTRY NEWS

ing cores off and it's a big part of our business.

It's a hidden part of our business that most people just don't understand. RAS is putting it right out in front of you, and you make the decision to go with it or not go with it. The fact that we're not handling cores twice, I can't tell you how important that is."

Andrea Stevens, RAS' Online Buying Manager puts it this way, "Our demand is so great that we have the ability to buy



Andrea Stevens, RAS Online Buying Manager

more material on each car than any of our competitors. For example, another core buyer might be willing to pay \$15 for a caliper that RAS is only paying \$12 for, but that is the only part they are looking for, where as RAS is looking for the calipers, the master cylinder, steering rack / box, steering pump etc. It all adds up."

Mike Swift, of Trails End Auto Salvage in Des Moines, Iowa, agrees the sum of the parts can amount to significant new income, "Just the other day, for example, I gave my guy a sheet to go pull mass air flow sensors. **In just one day, he pulled \$750 in parts,** tagged and in the box, ready to go."

Reprinted with permission of RAS.

Alter Acquires Reliable Recycling

Alter Trading adds Reliable's four Wisconsin and Michigan locations to its holdings.

7/13/2010 - Alter Trading Corp., St. Louis, has purchased Reliable Recycling Co., a metals recycling firm with four locations (three in Wisconsin and one in Michigan). Alter, a privately held firm that employs more than 870 people, has acquired Reliable Recycling effective July 12, 2010.

Reliable Recycling (www.reliablerecyclinginc.com), formerly based in Green Bay, was founded in 1995 and according to an Alter news release "has grown steadily over the past 15 years offering both ferrous and nonferrous metal recycling services."

"This acquisition will only serve to enhance Alter's unwavering commitment to our consumers, our employees, the environment, and to the communities in which our facilities are located," says Robert S. Goldstein, chairman, CEO and president of Alter Trading Corp. (www.altertrading.com).

"After many years of working closely with the folks

at Alter, I am excited for myself and my team to join the Alter family," says Mark Wilson, Reliable's former owner and president. Wilson will remain with Alter and work from Green Bay following the transaction in the position of marketing manager, according to the Alter news release.

"I am pleased to welcome Mark and the entire Reliable team to Alter Trading," says Jay L. Robinovitz, senior vice president and chief officer of operations at Alter. "The exceptional quality of the Reliable facilities and the company's employees make it a strong cultural fit with our existing organization."

With the acquisition Alter, which was founded in 1898, will operate 38 metal recycling facilities and five trading offices in eight states, as well as a representative sales office in Hong Kong.

By: Recycling Today Staff – Reprinted with permission of Recycling Today.

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



ARM HAS YOUR BAGS!!

ARM has plastic bags with the ARM logo available at a price that would be hard to match!!!

Save money, support ARM and order from us!!

Pick up at Metro Auto Salvage in Lakeville, MN - OR - include \$10 shipping charge.

	ARM MEMBER	NON-MEMBER	Qty.	Price
Plastic bags: 18 x 24 – 250/pkg. 3 MIL Thickness	\$37.50 + tax	\$47.50 + 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

*"I have always thought the actions of men
the best interpreters of their thoughts"*

*John Locke
Day by Day*

WELCOME TO ARM

DIRECT MEMBER

DILLON'S AUTO SALVAGE

Contact: Bob Bjerke
7507 – 10th Street S.W.
Byron, MN 55920
Phone: 507-281-3872
Toll Free: 800-898-3872
Fax: 507-281-4723

Email: parts@dillonsautosalvage.com
www.dillonsautosalvage.com

ASSOCIATE MEMBERS

GLOBAL PARTS SOLUTIONS LLC

Contact: Rod Egelseer
1545 North Lake Road
Florence, WI 54121-9041
Phone: 414-861-8442
Fax: 262-677-1760

Email: rod@globalpartssolutions.com
www.globalpartssolutions.com

WHEELER'S AUTOBODY SUPPLY

Contact: Jo Johnson, President
100 East 5th Street
Waterloo, IA 50703
Phone: 319-234-3414
Fax: 319-234-4273

Email: j.johnson@wheelersautobody.com
www.wheelersautobody.com



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@wellsfargois.com

Emily Fisher

Direct: 952.830.3039
emily_fisher@wellsfargois.com

Wells Fargo Insurance Services

INDUSTRY NEWS

What's On Your Reading List?

ARA University Director, and avid reader, Ginny Whelan has provided a recommended reading list for professional automotive recyclers through Amazon.com. From "Why Work" to "Project Management Body of Knowledge", Ginny has hand-selected these books for their excellent content and potential to help you improve your business.

The ARAU is dedicated to helping auto recyclers through innovative educational training and this is one more opportunity to do just that! When you purchase one of the recommended reading items from the ARAU's Amazon.com page, Amazon.com will donate

10 percent of the proceeds from the sale of the item to the ARA University. This is definitely a Win-Win!

To access the reading list, just go to www.arauniversity.org

If your business career has been greatly impacted by the reading of good book, whether it's a novel, tradebook or industry-related, please send YOUR recommended reading list and a short summary of the benefits you have received from reading the books to jennifer@a-r-a.org for consideration.

Reprinted with permission of ARA.

Auto Data Direct, Inc (ADD) to Offer Free NMVTIS Reporting Service

Tallahassee, FL, June 3 - Auto Data Direct, Inc. (ADD) today announced that it will begin providing a free motor vehicle reporting option to the National

Motor Vehicle Title Information System (NMVTIS) for the auto recycling and insurance industries. The free service will allow users to satisfy federal reporting requirements by uploading junk, salvage and total loss vehicle data to the national database. The first of three approved data consolidators, ADD will also become the first to offer a free reporting option.

The NMVTIS database is designed to protect consumers by creating a single source for automobile title and brand data to be stored, shared and retrieved. While the program is more than a year old, database administrators indicate that across the junk, salvage and insurance industries only 7,800 entities have registered with NMVTIS, and of those less than half are actively

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

INDUSTRY NEWS

reporting.

ADD's goal is to increase NMVTIS compliance by providing a simple no-cost reporting method for the more than 20,000 regulated businesses required to submit junk, salvage and total loss vehicle data. "What we're trying to do is help every affected company, large and small, provide data to this valuable vehicle information system," said Jim Taylor, president of ADD. "With a free option available, there's no reason not to report."

ADD's new "Basic Service" accounts will provide web-based individual VIN reporting with confirmation receipts sent via email. ADD has rebranded its current accounts "Full Service" accounts. Full Service accounts will continue to offer advanced business tools such as batch upload and business-to-business connections to expedite reporting as well as full report archives and management system compatibility, all for a small per-

report fee.

Federal rules, which went into effect in March 2009, require all businesses that handle junk, salvage and total loss vehicles to report them to the national database through a data consolidator, and provide for a civil penalty of up to \$1,000 fine for each reporting violation. To date, over 16 million vehicle reports have been submitted. NMVTIS information is available to consumers as a part of a NMVTIS Vehicle History Report. These histories contain state titling information, odometer readings and state "brand" information such as "Flood" or "Rebuilt" in addition to the junk, salvage and insurance reports.

More information about ADD and available services can be found at www.add123.com.

Contact: Jay Svendsen/jays@add123.com/Auto Data Direct, Inc.

Proposed EPA Rule Could Prohibit the Use of Recycled Motor Fuel in Your Shop's Burners and Boilers

The EPA is seeking comments on a proposed rule that would increase the regulation of used oil collected from motor vehicles at recycling facilities, service facilities or from do-it-yourselfers to be burned in on-site burners, boilers and space heaters.

ARA is in the process of drafting comments on the proposed rule that ask the EPA to support current regulations which exempt used motor fuel from these requirements so automotive recyclers can continue to recycle used motor fuel in burners and furnaces without additional burdens.

We believe it is important for EPA to hear from as many people as possible on this issue. ARA staff will modify the comments so they can also be sent out under individual auto recycler signatures. Please contact

Betsy Beckwith at Betsy@ara.org if you would like to participate.

Reprinted with permission of ARA.

 KW COMMERCIALSM	
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 WILLIAMSSM <small>PREMIER REALTY SOUTH SUBURBAN</small> <small>Each office is independently owned & operated</small>

INDUSTRY NEWS

SUPPORT OUR ASSOCIATE MEMBERS

3M
651-733-0033

7TH 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

Global Parts Solutions
414-861-8442

Harleysville Ins. Co.
952-829-1422

Hollander
800-825-0644

Insurance Auto Auctions
651-488-0581

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

Wheer's Autobody Supply
319-234-3414

Wells Fargo Insurance Serv.
952-830-3039

Zurich
800-468-8078

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



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



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

**PROTECTING THE
ENVIRONMENT**

FOR YOU AND OUR INDUSTRIES

SINCE 1906.

Minnesota Recycler

c/o RJ McClellan, Inc.
445 Broadway Avenue #5
St. Paul Park, MN 55071

Change Service Requested

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



Come visit us at one of our **TWO LOCATIONS**
in Rosemount or East Bethel.

One Call, Two Locations - Unlimited Resources

PHONE: **651.423.2432**

TOLL FREE: **800.238.6664**

FAX: **651.423.2808**

Proud Members of:



Call AAA Auto Parts for Your OEM Recycled Parts!



BETTER SERVICE

Call **1-800-333-3333** 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**

Visit our new website at
www.aaparts.com for:

- ✓ Parts Inventory Search
- ✓ Cut Sheets & Diagrams
- ✓ The AAA EBay Parts Store
- ✓ Online Support
- ✓ AAA News & Event Info
- ✓ Association Links
- ✓ Video Tour of AAA
- ✓ and much more!