

November/December 2010

The Minnesota Recycler

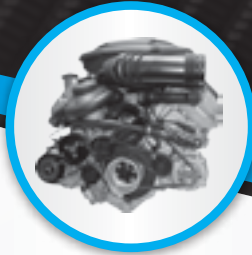


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THE MINNESOTA RECYCLER

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

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

ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting

June 9, 2010 – Grumpy's, Roseville, MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 6:40 p.m. by ARM President, Dave Marofsky. Board present: Chris Bickmann, Randy Davis, Jesse Faust, Patrick Garrity, Carl Genz, Mark Hortman, Paul Lang, Rick Lemke, Dave Marofsky, Shane Rudd, Terry Stenglein & Steve Tretter. Staff Present: Kelly Lynch-Salseg.

April 2010 board meeting minutes were reviewed. Hortman motioned to approve the minutes; Faust seconded. Motion carried.

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

Hortman requested that E.D. talk to accountant about placing bag inventory under assets in financials.

Genz motioned to approve the financials; Hortman seconded. Motion carried.

President's Report: Marofsky reported that MN CAR Manager Dave Kendziorski has conducted the 2010 audits. He reported that there appears to be a lot of confusion amongst ARM members regarding the new storm water reporting process but that ARM had received very little response to our offer to conduct a storm water informational meeting.

Kendziorski provided storm water services to 3 non-MN CAR – ARM members.

Discussion ensued regarding the storm water testing kits. E.D. to contact Kendziorski and Melissa with the MPCA to research storm water kit sources and pricing if we purchase in bulk.

Executive Director's Report: Membership: Reported that ARM has 2 new Full Members: Litchfield Auto Salvage & Dillon's Auto Salvage.

Scholarships: The money is in place for 2010 scholarships. Winners will be notified and checks will be cut soon.

More funds are needed to cover current and near future foundation expenses. Hortman motioned to transfer \$600 from ARM Association to ARM Foundation as a donation. Stenglein seconded. Motion carried.

E.D. to check into any minimum balance requirements on foundation checking account.

Bags: It was reported that ARM is down to 10 boxes of bags. Lemke motioned that permission be granted to spend up to \$3500.00 on replenishing supply and mark up cost of bags no more than 10% to cover ARM's costs; Stenglein seconded. Motion carried.

Comm. Reports - Govt. Relations: Hortman reported on legislation that died in committee this past session that would have forbidden insurance companies from owning body shops. This legislation was being spear headed by AASP and we should be aware of next legislative session.

Date & Location of next meeting: Wednesday, August 4, 6:30 p.m. – The Corral – Jordan, MN.

There being no further business, Lang motioned to adjourn the meeting at 8:30 p.m.; Bickmann seconded. Motion carried.

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ARM NEWS

Message from the President

By Dave Marofsky

This year is going by very quickly. It started out with a great Winter Outing followed by a tremendous convention & trade show. After that the ARM Foundation gave out five - \$1,000 scholarships to our members children.

Now we are working on the 2011 Winter Outing and the 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. Word is the 2011 Convention & Trade Show will be in West Bend, Wisconsin at the Washington County Fair Park (www.wcfairpark.com). I have seen the fairgrounds there and they are

nice! The convention committees from MN and WI are busy planning some great educational programs and fun activities. Please plan on attending. You won't be sorry! Remember the dates: April 28th thru April 30th, 2011.

I want to take a moment to thank our Executive Director "Kelly" and our board members for the many hours of work they put in to plan our events. Our board works extremely well together and it is a pleasure attending meetings with them.

Enjoy the fall because winter isn't far behind.

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ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

When I was hired by the Automotive Recyclers of Minnesota back in 2004 the association had approximately 70 Direct Members (automotive recyclers located within the state of Minnesota), and 20 Associate Members (all businesses that offer products/services to the automotive recycling industry, and to automotive recycling facilities residing out of Minnesota).

At this point in time, the Automotive Recyclers of Minnesota has 94 Direct Members and 50 Associate Members. That's some pretty impressive growth and I believe is a direct reflection on the benefits, value and professionalism of our association.

Over the years, I have learned the most essential fact of association management: **MEMBERSHIP IS EVERYTHING.** Two things I know about membership:

You are going to lose some members every year, because they go out of business, simply neglect to renew, retire, die, etc. So for numbers to remain steady those members need to be replaced every year.

If you aren't growing, you are probably getting smaller. Get small enough and you will disappear.

In my opinion an association's number one resource is its' members – making an investment of

money (your annual membership dues) and an investment of time (serving on the board, attending association events, and doing your part to help build your association).

There are two components to membership development: Retention & Acquisition. The general rule of thumb is that it is easier to retain a member than it is to acquire a new one.

Retention is where our members come in – it is vital to the health and future of our association and our industry that you take the time to renew your membership with the Automotive Recyclers of Minnesota. We need to keep our numbers strong!

Acquisition – bringing new members into the fold – is ALSO where our members come in to play. Do you know of an automotive recycler in Minnesota that is NOT an ARM member? Most of you probably do. Do you regularly do business with a company that offers products/services to the automotive recycling industry, that is NOT an ARM member? I'm guessing the answer is YES again.

Now I know that it simply isn't feasible for all members to serve on the board or attend every association event. BUT – it is feasible that every member could make the investment of time to contact some of the aforementioned businesses – and ask them to consider becoming a member of ARM. Don't ever underestimate the power of Word-of-Mouth! A business colleague saying "You know Bob, you really should become a member of ARM" is far more effective than almost anything!

For associations, members are our life blood. Help ARM keep this life line open and make it your goal to recruit a lapsed or new member into ARM for the next year.

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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 _____

Whom should ARM invoice at your company? _____

If different address than above, list _____

Phone: _____ Toll Free: _____

Fax: _____ E-mail _____

In business since: _____ No. of employees: _____

Web Site _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK:

\$199.00 Full Member

Note: Full Membership is reserved for automotive dismantling facilities (salvage yards) located 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.

Phone (612) 781-5555 ~ Fax (612) 781-7052

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ARM NEWS

Associate Member Profile Auto Dismantling Program – N.E. Metro 916

The Auto Dismantling Program at Northeast Metro 916 in Century College in White Bear Lake is a high school program started in 1982. Students from a consortium of sixteen area high schools attend the Auto Dismantling program during part of their high school day.

The first instructor of Auto Dismantling Program was Jim Bacon in 1982. Al Bjorkland then took over as the instructor in 1986. In the early years, the enrollment

averaged about 19 students each school year.

In November of 1990, Tony Waldner became the next Auto Dismantling Instructor. Enrollment gradually increased over the years and for the past several years, the enrollment has averaged 55 students per year, making it one of the more popular programs at the facility.

Students receive training in dismantling procedures, tracking inventory, improving sales, forklift operation, welding and finally, job-seeking skills. The Auto Dis-



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mantling Program is a two-year program with the emphasis on "hands-on" learning. Students practice newly learned skills in the classroom by completing tasks in the shop and receive immediate feedback from their instructor and classmates.

Tony Waldner, the current instructor of the Auto Dismantling Program, received a Bachelor's degree in Industrial Education from St. Cloud State University

in May 1982. He earned a Master's degree from St. Mary's University in the area of Educational Curriculum & Design in May 2001.

Before teaching at I.S.D #916, Tony was the full-time General Manager of Minneapolis Auto Parts Company (MAPCO) from 1984 to 1990. Tony worked for the two owners of MAPCO. First, Joseph Garber and then Harry Haluptzok

In addition to running the Auto Dismantling Program, Tony also works part-time at John's Auto Parts in Blaine.

For More Information Contact:

Tony Waldner

NE Metro District 916

3300 Century Avenue N.

White Bear Lake, MN 55110

Phone: 651-415-5522

Email: Tony.waldner@nemetrolk12.mn.us

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ARM NEWS

TMDLs Guide Future Storm Water Permit Requirements

By David Kendziorski

MN-CAR Program Manager

The State of Minnesota has an amazing abundance of rich water resources: 69,200 miles of rivers and streams, 11,842 lakes (greater than 10 acres), 9.3 million acres of wetlands, and 189 miles of Lake Superior shoreline. Under the federal Clean Water Act, every two years each state must assess the condition of the state's waterways, and identify those waterways that are not meeting desired beneficial uses because of impairments. The beneficial uses (such as drinking

water supply, recreational use, warm freshwater fish and aquatic life, commercial and sport fishing, etc.) are identified in the Integrated Report prepared by the Minnesota Pollution Control Agency (MPCA). The impairments that may be preventing waterways from meeting those beneficial uses include: metals, pathogens, nutrients, pesticides, sediment, toxicity, trash, and other organic or inorganic substances such as PCBs.

The list of impaired waterways is known as the

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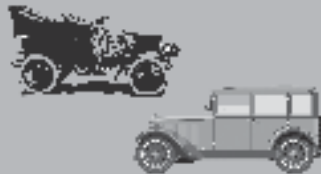
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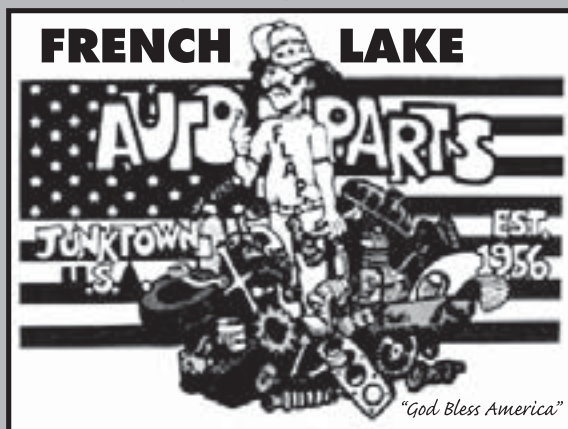


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303(d) list. The 303(d) list of impaired waterways released by MPCA in 2008 included 2,575 impaired waterways. A Total Maximum Daily Load (TMDL) study will be prepared by MPCA for many of the listed impaired waterways. A TMDL is "the sum of the individual wasteload allocations for point sources (such as wastewater treatment plants), nonpoint sources (stormwater runoff), and natural background levels." In other words, a TMDL determines what pollutant load reduction needs to be achieved in order to meet water quality standards or other performance limits. The wastewater and stormwater permits (including the new industrial general stormwater permit that applies to auto recyclers) will be the primary method of implementing the TMDLs. Completion of the TMDLs will take many years – perhaps more than a decade. About 187 TMDLs for conventional impairments have been completed and approved in Minnesota. And as more water quality data become available, the 303(d) list continues to grow.

The TMDL approach may require that certain auto recyclers implement additional best management practices to meet TMDL performance limits. The new industrial stormwater permit requires that the TMDL requirements be addressed. Depending on your particular waterway and watershed, your facility may need to implement more (or fewer) controls than some of your competitors that are located in different watersheds. That may not seem as fair or consistent as the previous statewide approach under which all permittees met the same requirements. But the TMDLs will better target resources and expenditures where the water quality need is greatest.



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

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ARM NEWS



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on Saturday.

Winter Outing Activities Schedule:

Friday, January 28

3 p.m. Fish Houses (2) provided by Northern Metal Recycling
Open for General Use

5:30 p.m. Crow Wing Recycling & Integrated Recycling
Technologies Hospitality Lodge Opens

6 p.m. Trissel Graham & Toole Appetizer Competition
Bring an appetizer to share at the Hospitality Lodge and have a
chance of winning a cash prize for tastiest treat!

Saturday, January 29

9 a.m. — 3 p.m. Northern Metal Recycling Ice Fishing Contest

1 p.m. Lunch compliments of AAA Auto Salvage - available for
pick up in Hospitality Lodge.

For those not interested in ice fishing, there will be an informal
dice game competition
(Left, Right, Center, 6 — 5 — 4, Horses) in the Hospitality Lodge.

5:30 p.m. Crow Wing Recycling & Integrated Recycling
Technologies Hospitality Lodge Opens

6 p.m. Tasting, Judging & Awarding of cash prizes for the
Adolph's Converters & Cores Chili Cook Off
& Northern Metal Recycling Ice Fishing Contest
in Hospitality Lodge

When
booking your
accommodations
make sure to
mention you are
with ARM.

Lodging Information

Room and ice fishing accommodations other than
Recycling 6 hole houses are the responsibility of
McQuoid's Resort offers hotel rooms, cabins and
a variety of sleep-in ice fishing houses at a v

Crow Wing Recycling & Integrated Recycling Technologies Hospitality Lodge

Friday, January 28

Opens at 5:30 p.m.

FREE BEER

(Beer provided — you are free to BYOB)

5:00 p.m. - Enjoy and share in an appetizers competition at the Hospitality Lodge.

Saturday, January 29

Reopens at 5:30 p.m.

FREE BEER, taste and cast your vote for the best dang chili in

Adolph's Converters & Cores Chili Cook Off.

Contact Kelly Lynch-Salseg for more information at:

Phone: 612-781-5555

mail: autorecyclersmn@bitstream.net

www.autorecyclersmn.net

Thank You to Our Sponsors!

Northern Metal Recycling

Adolph's Converters & Cores

Trissel Graham & Toole Insurance

AAA Auto Salvage

Crow Wing Recycling

Integrated Recycling Technologies

n:

n the Northern Metal
ty of attendees.

d condos, as well as
variety of prices.

Registration Materials
can also be found
online at [www.
autorecyclersmn.net](http://www.autorecyclersmn.net)

Trissel, Graham & Toole Insurance

Appetizer Competition

1st Prize \$100 ~ 2nd Prize \$50 ~ 3rd Prize - \$25

Friday, January 28

6:00 p.m. Bring an appetizer to share at the Hospitality Lodge and have a chance of winning a cash prize for tastiest treat! Please pre-register.

Adolph's Converters & Cores

Chili Cook-off

\$200 CASH PRIZE

Saturday, January 29, 6 p.m.

Must be pre-registered to enter Chili Cook-Off Competition.

Chili will be served as part of the Saturday evening meal.

Tasting/Judging begins at 6 p.m. in Hospitality Lodge - one

winner - **BEST DARN CHILI** receives a \$200 cash prize!

Northern Metal Recycling Ice fishing Contest

\$150 IN CASH PRIZES

Saturday, January 29, 9 a.m. — 3 p.m.

Three Categories: First Fish, Most Fish, and Biggest fish (pounds).

The Northern Metal Recycling fish houses will be open for the use of all registered participants

from 3 p.m. Friday to 3 p.m. Sunday. Awarding of cash prizes Saturday evening in Hospitality Lodge.

ICE FISHING COMPETITION RULES: The competition is scheduled for Saturday, January 29, from 9 a.m. — 3 p.m. on Lake Mille Lacs, McQuoid's Resort, Isle, MN. There is no age requirement or entry fee. You must arrange for your own holes. All fish entered must be verified by an ARM Board Member or ARM Executive Director. Fish must be alive. Dead or frozen fish are ineligible. The decision of the judge is final. Winners will be announced Saturday evening at the Hospitality Lodge. Cash prizes will be handed out at that time. Participants must provide their own fishing equipment and bait (if you are renting an ice fishing house from McQuoid's — they do come with a limited number of rattle reels.) Participants are responsible for their own safety, actions and property at all times. All laws of the State of Minnesota will be abided by. All participants are required to be responsible for possessing a valid fishing license.

ARM NEWS

ARM 2011 WINTER OUTING REGISTRATION FORM

**REGISTRATION FORMS MUST BE RETURNED TO ARM OFFICE
NO LATER THAN MONDAY, JANUARY 24, 2011**

In order to help us provide a sufficient amount of food and beer, please indicate HOW MANY you expect to attend from your company.

Friday _____ # Saturday _____

Please provide the names of individuals registering. For additional registrants please write on separate sheet.

- #1 Name _____ (\$25.00)
- #2 Name _____ (\$25.00)
- #3 Name _____ (\$25.00)
- #4 Name _____ (\$25.00)
- #5 Name _____ (\$25.00)
- #6 Name _____ (\$25.00)
- #7 Name _____ (\$25.00)
- #8 Name _____ (\$25.00)

TOTAL \$ _____

ADOLPH'S CONVERTERS & CORES CHILI COOK OFF CONTEST MUST BE PREREGISTERED TO PARTICIPATE & QUALIFY FOR PRIZE MONEY

(No Entry Fee)
Please provide a name and phone number for individuals registering for the Chili Cook Off.
For additional registrants please write on separate sheet.

Name & # _____
Name & # _____

TRISSEL GRAHAM & TOOLE INSURANCE APPETIZER COMPETITION MUST BE PREREGISTERED TO PARTICIPATE & QUALIFY FOR PRIZE MONEY

(No Entry Fee)
Please provide a name and phone number for individuals registering for Appetizer Competition.
For additional registrants please write on separate sheet.

Name & # _____
Name & # _____

All individuals registered for the ARM Winter Outing are eligible and automatically entered into the Northern Metal Recycling Ice Fishing Contest.

Company Name _____ Contact Person _____

Payment Method:

- I have enclosed a check made payable to "ARM" in the amount of \$ _____
- For credit card information complete information below. We accept Visa and Master Card.

Name on card _____

Credit Card Number _____

Exp. Date _____ 3 digit security code _____

Signature _____

RETURN WITH PAYMENT TO:

Automotive Recyclers of Minnesota
3333 Skycroft Circle
Minneapolis, MN 55418

Phone: (612)781-5555 • Fax: (612) 781-7052

Email: autorecyclersmn@bitstream.net

www.autorecyclersmn.net

ARM NEWS



Automotive Recyclers of Minnesota 6th Annual Winter Outing - Sponsorship Application Friday & Saturday, January 28 & 29, 2011

General Event Sponsor...\$250

Your company's name will be publicized in event literature, event signage, on the ARM web site and in the ARM newsletter - The Minnesota Recycler.

Firm Name _____

Contact Name _____

Phone _____ Email _____

Payment Method:

I have enclosed a check made payable to "ARM" in the amount of \$ _____

For credit card information complete information below. We accept Visa and Master Card.

Name on card _____ Exp. Date _____

Credit Card Number _____ 3 digit security code _____

Signature _____

RETURN WITH PAYMENT TO:

ARM, 3333 Skycroft Circle • Minneapolis, MN 55418

Phone: (612) 781-5555 • Fax: (612) 781-7052

Email: autorecyclersmn@bitstream.net

Thank You for Your Support!

ARM NEWS

What's New With You?

JOHNSON AUTO SALVAGE: Congratulations to Brent Johnson & Jackie Swenson of Johnson Auto Salvage in Faribault who were married on Friday, August 27th, 2010 in Northfield!

KABELE TRUCK & AUTO PARTS: WANTED TO BUY - GOOD USED GM 8.25 IFS 3.73 RATIO FRONT DIFFERENTIALS.

We are paying \$100 each for the following Hollander Numbers: 440-1444B; 440-1444D; 440-1336A; 434-1712B; 434-1712E; 434-1914A; 440-1362
Call Alan 800-225-6908 - astammer@qwestoffice.net

NORTHERN METAL RECYCLING MAKES MAJOR IMPROVEMENTS TO AMERICAN

IRON & SUPPLY SCRAPYARD: In 2007 Northern Metal Recycling bought the American Iron & Supply located in NorthEast Minneapolis. Since that purchase Northern Metal has made major improvements to the American Iron & Supply scrapyard.

Northern Metal installed a 5 story shredder, hauled out major amounts of contaminated soil, covered the site with a 1 foot thick layer of concrete, installed a system to filter rain and snowmelt, and replaced its barge dock and added new vehicles.

~ **Birthdays are good for you.**

Statistics show that the people who have the most live the longest. ~

- **DYKE'S AUTO SALVAGE:** *Happy Birthday to Jim Wolterstorff* (November 21)
- **ELITE AUTO:** *Shane Rudd is celebrating another birthday on November 21st.*
- **HUTCH AUTO & TRUCK PARTS:** *Birthday Greetings go out to Robbie Bajari who will be celebrating another year on December 13th.*
- **JOHN'S AUTO PARTS:** *Happy Birthday to Mark Hortman – celebrating another year on November 30th.*
- **MARCO AUTO RECYCLING:** *Join the ARM Board and staff in wishing Dave Marofsky a Happy Birthday (November 27).*

"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!

ADOLPH'S Catalytic Converters

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www.AdolphsCoverters.com

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- Harness Wire**
- & all other scrap metal**

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712-262-5579

Mike Mowery Ext. 123

Chris Hart Ext. 158

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.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

2011 ARM Membership Directory

By Keith Rahn



It is time to start working on the 2011 ARM Membership Directory. 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!

Take Care,
 Keith A Rahn, Owner
 SignGarage Effective Vehicle and Signage Solutions
 612.208.WRAP



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ARM NEWS



2910 Quant Ave N
Stillwater, Minnesota



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

651-439-2604 • 800-737-9503

www.SharpAutoParts.com

On the cover:

Thank you AAA Auto Salvage for the photo on this issue's cover!

If you would like your facility featured on the cover please contact Sheila at RJ McClellan, Inc. at 651-458-0089 • 877-525-4589 or e-mail us at newsletters@rjmc.com.

2011 ARM MEMBERSHIP RENEWAL

YOU SHOULD NOW HAVE RECEIVED YOUR 2011 ARM MEMBERSHIP RENEWAL NOTICE. IF YOU HAVE NOT YET SENT IN YOUR 2011 RENEWAL – PLEASE DO SO AS SOON AS POSSIBLE.

ARM MUST RECEIVE YOUR RENEWAL NO LATER THAN DECEMBER 31, 2010, IN ORDER TO INCLUDE YOUR FREE LISTING IN THE 2011 ARM MEMBERSHIP DIRECTORY.

THANK YOU FOR YOUR COOPERATION!!!

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."

CLEAN BURN
The #1 Waste Oil Furnace in Customer Satisfaction

800-331-0183
www.CleanBurn.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

California Approves Stiffer Penalties for Airbag Fraud

California's legislative session concluded last week after approving a new measure that, if signed by the governor, would increase the penalties for repair shops

that fail to properly restore an airbag that has been deployed in a crash.

Senate Bill 427 (Negrete McLeod D-Chino) would impose a fine of \$5,000 or up to one year in prison, or both, for any automotive repair dealer that "prepares a written estimate for repairs that includes replacement of a deployed airbag and who fails to repair and fully restore the airbag to original operating condition."

In addition, the bill adds exterior lighting to the definition of crash parts. This change would add lighting parts to the list of items on an estimate whose source must be disclosed as to whether they are OEM or non-OEM crash parts.

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Scrap Commodities Market Report	
Sept/Oct 2010 <i>Approximate Pricing</i>	
Crushed Cars	200.00 NT
Prepared Iron	235.00 NT
Motor Blocks	180.00 NT
Aluminum Rims	0.75/LB
Aluminum Condensers Clean	0.60/LB
Alum/Copper Radiators	1.40/LB
Aluminum Case Transmissions	0.15/LB
Dirty Aluminum	0.18/LB
Batteries	0.28/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.

INDUSTRY NEWS

Honeywell Develops A/C Refrigerant with 99.7% Lower Global Warming Potential

Honeywell has developed an A/C refrigerant (HFO1234yf) for the European market that is to have a 99.7% lower global warming potential. The new low emission coolant was first developed by Honeywell in order to meet European Union, which have long been more strict than the US standards.

The US is now starting to develop clean vehicle standards comparable to the European Union, so the new environmentally friendlier refrigerant will have a market here in the US as well. GM has announced that they plan to use the new refrigerant for all of their 2013 models.

*"It is neither wealth
nor splendor, but
tranquility and
occupation, which
give happiness."*

*Thomas Jefferson
Day by Day*



www.NorthernMetalRecycling.com

For current pricing call any
of the locations listed below:

St. Paul Area

UNIVERSITY AVE VEHICLE RECYCLING

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

Marc or Bob
(651) 222-8551

NORTHERN METAL RECYCLING

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

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

Minneapolis Area

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

Jim or Kevin
(612) 529-9221

St. Cloud & West Area

NORTHERN METAL RECYCLING

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

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

INDUSTRY NEWS



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

Waukesha I&M Buys American Pulverizer Shredder

Wisconsin recycler will install a 60x85 shredding system

Waukesha Iron & Metal, a scrap recycler based in that southeastern Wisconsin city, has agreed to purchase a 60x85 automobile and scrap shredding system from American Pulverizer Co. and Hustler Conveyor Co.

According to a news release issued by St. Louis-based American Pulverizer Co., Waukesha I&M, founded in 1956, processes 240,000 tons of ferrous scrap and 27 million pounds of nonferrous scrap annually.

American Pulverizer and Hustler Conveyor, O'Fallon, Mo., have "worked closely with Waukesha Iron & Metal to design the most efficient system for recovery of ferrous and nonferrous materials," according to the American Pulverizer news release.

The system to be installed includes the following features and components:

- American Pulverizer model 60x85 heavy-duty hammermill;
- Hustler infeed and downstream system;
- Ferrous and nonferrous separation equipment;
- A 4,000-horsepower, 24-pulse DC motor from Quad Plus, Joliet, Ill.; and
- American Pulverizer/Pinnacle E-Shred control package for system control and data reporting.

The system is scheduled to be installed in the first quarter of 2011.

Reprinted with permission of Recycler Today.

Visit
www.autorecyclersmn.net

INDUSTRY NEWS

New Alabama Law Stalls Shredders

Shredder operators and auto dismantlers in Alabama have hit a major roadblock with the state in their efforts to turn junked cars into usable shredded scrap.

State lawmakers enacted a new measure on the final day of the session in April requiring both scrapyards and auto wreckers to have a car's title before loading it onto their conveyors for shredding. The state's Department of Revenue has adopted a strict interpretation of the new law and sent a letter to scrapyards and auto recyclers last week telling them the car's owners must turn over their vehicle title to the state before the car can be junked or scrapped. It applies any car that is

model year 1975 or later. The state Department of Revenue said this law closes a loophole used by car thieves. While that might be the case, the new law has in the process slammed the brakes on sales of untitled cars to auto recyclers and shredders. "I don't think that is what the legislature intended," said Steve Levetan, senior vice president of Pull-A-Part LLC, Atlanta. "We've pulled together a group of recyclers and shredders to address the issue. We've met with the bill sponsor and key administration officials and I am confident that we'll have a remedy soon," said Levetan.

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MOTORSPORTS AUCTION: 1st Wed. of every month.
MOTORCYCLE AUCTION: 3rd Wed. of every month.



www.iaai.com

INDUSTRY NEWS

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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 Data Direct, Inc.
850-877-8804

**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

G. J. Sullivan Co.
714-621-2330

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**
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Keystone Automotive
800-328-1845

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

Liberty Tire Service

Mike French & Company
800-238-3934

Nordstrom's Automotive
800-272-0083

Northern Metal Recyc.
651-222-8551

Nuss Truck & Equipment
952-894-9595

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

Total Resource Auctions
763-315-5672

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

Wheeler's Autobody Supply
319-234-3414

Wells Fargo Insurance Serv.
952-830-3039

Zurich
800-468-8078

FOR MORE INFORMATION, CONTACT:
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Cell: (319) 240-2428



Adam Brickley
Insurance Consultant
Email: AdamB@MyLSB.com
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Fax: (319) 268-4211
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