

July/August 2011

The Minnesota Recycler



**The Voice of Automotive
Recyclers in Minnesota**

Car-Part.com

What's new at Car-Part.com?



Car-Part Pro™!

- Increase sales to professional repairers
- Provide delivery times to shops based on your delivery zone and production process.
- Broker parts to shops on Car-Part.com
- Boost extended warranty sales with price built in
- Promote your quality by listing certifications and national, local and private memberships.

Car-Part Pro is part of the Gold Package. Call and we'll get you configured.
<http://products.Car-Part.com> • 859-344-1925



Checkmate®
by Car-Part.com

Car-Part Training
August 4 - 6, 2011
<http://products.Car-Part.com/2011training>
Open to all Auto Recyclers

What's new with Checkmate?

- ✓ OE Pricing, Calculator, Interchange and Diagrams
- ✓ RealTime Barcoding wirelessly updates Checkmate and Car-Part Pro™ delivery times
- ✓ Integrated OrderTrakker™ software manages your production process.
- ✓ Vehicle and part image processing simplified in Checkmate, Car-Part Pro and eBay®.
- ✓ eBay integration for high volume listings, deletion upon sale and images.
- ✓ Car-Part.com website request data in Bidmate™ helps you buy salvage smarter!
- ✓ Price salvage vehicles using data from Car-Part.com's 6 million part searches per month.

For more info, call 859-344-1925
or visit <http://products.Car-Part.com>

THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

ARM's 2011 Board of Directors

Mark Hortman, President

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

Shane Rudd, Vice President

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

Chris Bickmann, Secretary/ Treasurer

R & R Auto & Metal Salvage, LLC
64148 US Hwy. 12, P.O. Box 298
Litchfield, MN 55355
Phone: 320-693-0055
Email: chrisb88@qwestoffice.net

Dave Marofsky, Immediate Past President

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

Randy Davis

B & R Auto & Truck Salvage
15930 State Hwy. 2
Mapleton, MN 56065
Phone: 507-524-3735
Email:
parts@bandrautotruckparts.com

Jesse Faust

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

Patrick Garrity

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

Paul Lang

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

Rick Lemke

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

Terry Stenglein

AAA Auto Salvage
20418 Hwy. 65 N.E.
East Bethel, MN 55011
Phone: 651-423-2432
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

**Check Our Website at
www.autorecyclersmn.net**

On The Cover, Miller Compressing's Lincoln Lot from tour at
The Upper Midwest Auto & Truck Recyclers Convention and Trade Show 2011

Publisher

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

R. J. McClellan, Inc.

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

Ron McClellan

Advertising Sales

Sheila Cain

Layout & Design

Executive Director

*Newsletter content and association membership
inquiries should be directed to:*

Kelly Lynch-Salseg

ARM Executive Director
3333 Skycroft Circle
Minneapolis, MN 55418
Phone: 612-781-5555
Fax: 612-781-7052

Email: autorecyclersmn@bitstream.net



THE MINNESOTA RECYCLER

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

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

ARM NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting

January 29, 2011 – McQuoid's Inn, Isle MN

Chris Snead, Hotlines: Chris discussed ARM board involvement in promoting Hotlines usage amongst ARM members. Chris will contact Hotlines Committee Chair Shane Rudd and provide ARM with leads, talking points and literature. Chris will also provide an article for inclusion in the May/June 2011 newsletter.

Minutes

Call to Order: The Board of Directors meeting was called to order at 9:28 a.m. by ARM President, Mark Hortman. **Board present:** Chris Bickmann, Jesse Faust, Mark Hortman, Paul Lang, Rick Lemke, Dave Marofsky, Shane

Rudd, Terry Stenglein & Steve Tretter. **Board absent:** Randy Davis and Patrick Garrity. **Staff Present:** Kelly Lynch-Salseg.

Hortman presented Marofsky with a plaque and thanked him for his service as 2010 ARM Board President.

December 2010 board meeting minutes were reviewed. **Lang motioned to approve the minutes; Faust seconded. Motion carried.**

Association financials were presented by Bickmann and reviewed by board.

Lemke motioned to approve the Association financials; Stenglein seconded. Motion carried.

Foundation financials were presented by Bickmann and reviewed by board.

Tretter motioned to approve the Foundation financials; Marofsky seconded. Motion carried.

Hortman motioned to provide six - \$1,000 scholarships for the 2011 year; Rudd seconded. Motion carried.

Salseg will set up a conference call for February between Derek Iverson at Waddell & Reed and the ARM board in order to review investments and to determine where from the foundation investments we should draw upon for the 2011 scholarship funds.

Executive Director's Report:

Membership – Current membership – 47 Associates & 85 Direct. E.D. will forward information on those that have not renewed for 2011 to Membership Chair Rudd and he will contact them.

ARM annual membership fees were discussed and it was determined to keep the annual membership fees as is.

MN CAR: 2011 MN CAR certificates have been mailed out as have the 2011 re-enrollment forms. A MN CAR acquisition mailing will be sent to the full membership in February.

Lemke reviewed with the board the proposed ARA

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

CAR changes and the response to those changes by MN CAR Manager, Dave Kendziorski. Lemke will contact Kendziorski to discuss.

Directory: The 2011 Directory is now in production and should be delivered to the postal service by February 14.

Convention: Salseg will contact Canterbury Downs, Mystic Lake, Treasure Island, Embassy Suites – Bloomington, and the Sheraton which is being renovated as possible convention sites for 2012.

Committee Reports:

Education/Events: A Summer Outing as proposed by board member Davis was discussed. Salseg is to contact

some associate members and gauge the level of interest.

Newsletter: Salseg to include SWPPP “To Do” list in next (May/June) newsletter.

MN CAR: Salseg to contact 10 potential labs for storm water testing and have them complete our survey.

Date & Location of next meeting: **Wednesday, April 20, 6:30 p.m.** – location TBD – possibly the **Holiday Inn Bloomington or Wild Fire Viking Room – Eden Prairie.**

There being no further business, *Marofsky motioned to adjourn the meeting at 10:54 a.m.; Lang seconded. Motion carried.*



Message From the President

By Mark Hortman

Stormwater Run-off Permitting Process

These words are enough to strike fear into the heart of many a Minnesota automotive recycler. And for many of those MN auto recyclers, the required MPCA testing is set to begin in June, 2011.

In order to allay much of the uncertainty surrounding this process, on the evening of May 25, 2011, ARM held a very well attended (60+ ARM members) Stormwater Informational Meeting hosted by John’s Auto Parts (Blaine, MN.)

This meeting was very informative, and for those that attended, helped tremendously in clarifying the many questions and uncertainties that surround the new Stormwater Run-Off requirements. Although the questions were many and particular to each yard, most everyone got their questions answered.

ARM is offering testing kits at a great price and I encourage you to contact Kelly Salseg (612-781-5555/

autorecyclersmn@bitstream.net) at ARM to get you started with the test kits. There is a testing kit order form further on in this issue of the newsletter. You may also download an order form from our website (www.autorecyclersmn.net).

If you need more help than that, ARM also has contacts to help you understand what you need to do in order to get your yard ready to test the runoff water. I highly recommend that you join ARM’s MN CAR program to get the assistance you need for paperwork, permitting, and consulting on this topic. MN CAR is meant to be a program to help you. MN CAR was started because ARM believes that we as an industry can fix our problems and don’t need the government to help us run our yard. We know what works best and by joining MN CAR and getting our yards in shape, and conducting storm-water run-off tests ourselves, we are proving that we can do this ourselves.

ARM NEWS

FRENCH LAKE AUTO PARTS

“Junktown USA”

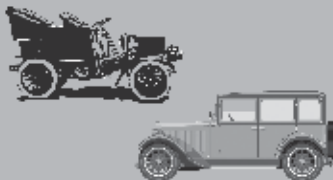
www.frenchlakeautoparts.com

email: flap1956@yahoo.com

OVER 100 ACRES OF CARS

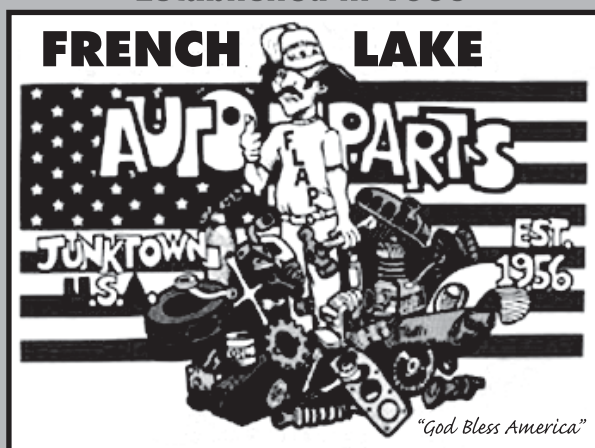


ALL MAKES AND MODELS FROM 1900 TO PRESENT



***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

I believe that this is an important issue because none of us want to have our salvage yards harming nearby waterways. Many times a simple and inexpensive change to a yard can fix a problem that if left unchanged will wind up costing lots of money to fix at a future date.

Regards ~

Mark Hortman

ARM Board President

Stormwater Permit Reminders

- The industrial stormwater permit was issued by MPCA to Sector M (auto recycling) facilities in June, 2010.
- Complete, sign, and implement your new stormwater pollution prevention plan (SWPPP). If you would like to obtain a “sample” SWPPP – contact Kelly Salseg at the ARM office at autorecyclersmn@bitstream.net and she will email you a copy.
- Conduct monthly site inspections. Use the MPCA Industrial Stormwater Site Inspection Form. Each year, one inspection must be during a runoff event, and one inspection must be during a snowmelt event.
- By March 31 of each year, submit the Stormwater Annual Report for the previous year to MPCA.
- Each year, check the MPCA database to determine whether your receiving water (lake or stream) is on the 303(d) impairment list or has an approved Total Maximum Daily Load (TMDL) study.
- Conduct employee stormwater training at least once each year.
- In June, 2011, begin stormwater sampling. Compare your sampling results to the benchmarks, and follow the permit requirements.

ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg



It's been almost exactly a month since the 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show in West Bend, WI and we already have spent weeks working on the 2012 convention... but more about that later.

Based on yet another great show I guess it's true what vendors and attendees keep saying – the Upper Midwest Auto & Truck Recyclers Convention & Trade Show is the best around! The Trade Show was excellent with lots of new vendors, we had more educational seminars than ever before, the "Petting Zoo", "Loader Rodeo", tours and hospitality from WI were not to be beat. Look for in detail coverage of the convention and trade show in this issue.

I would like to take the time to thank all of the people that served on the Convention Planning Committee. These people spent hours, days, weeks – MONTHS – volunteering their time to pull this show together – and not only did we get the job done – but we were able to get the job done while having fun and working together as a real cohesive team! So a big big thank you to my fellow planners: Sue Eiler (MVP – YES!), Sandy Dumke, DeAnna Hart, Kevin Strandberg, Kevin Smith, Rick Lemke, Carl Genz, Chris Bickmann, Dave Marofsky and Mark Hortman. What hard working, smart and pleasant people – thank you team – it was a privilege!

I would be remiss if I did not also thank our wonderful vendors and sponsors who are all listed further in this issue – these companies make the convention possible and we need to show them our support in return.

Lastly thank you to all the attendees – we do this for you – thank you for turning out!

So on to 2012. As I mentioned earlier the Convention Committee has already spent weeks planning the show for next year. We actually started shortly after the

first of the year – doing tour after tour after tour of possible sites. So here it is:

2012 Upper Midwest Auto & Truck Recyclers Convention/Trade Show

April 27 & 28, 2012

Ramada Plaza Minneapolis

1330 Industrial Boulevard, Minneapolis

www.ramadaplazampls.com

It takes a lot of work to put these shows together so we are asking for your help in two ways:

1. If you are interested in serving on any of the convention planning subcommittees we would love to have you – please contact me for further information (autorecyclersmn@bitstream.net)
2. PLEASE contact me with your ideas for possible educational seminars and trainings! Really think about what you and your staff would find helpful. What would be some trainings or seminars that you wouldn't want to miss? LET US KNOW! This convention IS FOR YOU - so WE NEED TO HEAR FROM YOU!

I look forward to hearing your ideas – and wish all of you a playful, happy, sunny and safe summer!

**USED
REBUILT
NEW**



320-356-7504

**AUTO
&
TRUCK
PARTS**

CALL US & SAVE

320-356-7504

Monday - Friday
8AM to 5PM

800-450-7504

Fax: 320-356-7245

No Charge for Nationwide Locating Service • Fast Shipping Anywhere

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

ARM NEWS

How are You Using Technology

By Eric Wright

There are huge dynamics involved with our businesses from the price of metal, to the price of vehicles. Most recyclers I have spoken to saw a net increase in their bottom lines over the last two years. Now that the recession is over, there will be some continual carry-over from holding onto that older vehicle, however the days of 30% growth are coming to an end for all of us. Having said that, there are a couple of avenues and resources that are available to assist in driving customers to your doors that have been overlooked or completely dismissed. Now is the ideal time to assess your business model and possibly make some adjustments.

Quick discussion on customers: we all need them, we all want them, and the fact is we compete to get them, BUT who are our customers? For the first time, we are now seeing 4 different generations of customers and it is important to find out who they are so you can focus on those who are not your customers. Here are the groups and some generalizations to look at and consider:

- The WW's generation – They are the most interested in value for the dollar, loyal to people and businesses where a handshake and hard work still mean something. Familiar with rationing, WWI and WWII affected this group. Many will drive an additional 20 miles to save \$1.45.
- The Baby Boomers – This group is approaching retirement age, and while self sufficient, often defer to others to fix the vehicles. Vietnam, Watergate, and Flower Power all influenced the life outlook.
- Generation "X" – The Boomer's children, they are grown up and struggling financially, Atari & Nintendo were the games of choice. The Cold War, Challenger accident, and the Berlin Wall destruction were major events.
- Information Generation – Those born from the mid 80's to now. Having grown up with computing and computers they know HOW to find things, often seen as the "Instant Gratification Generation". Sept. 11, 2001, and the Oklahoma City Bombings are significant events affecting this group.

Seriously look at these generalizations and add your own views to these groups. Now looking at the divisions, there is a huge difference in customer outlook and viewpoint as you look across these groupings, as well as how they go about searching for your business.



QR SALVAGE SOLUTIONS
Quality Replacement Parts

Professional Recycler Members of ARM:

There are big changes coming to the former QRPVMS system.

Would you like the ability to bid salvage in Minnesota and elsewhere? **Now you can.**

No registration fee, no bidder or internet fee, only a nominal buyer fee when your high bid is accepted.

Find out why over dozen ARM members are already involved.



QR SALVAGE SOLUTIONS
Quality Replacement Parts

Don't pass up this outstanding salvage acquisition opportunity.

Phone 888-241-0294

P.O. Box 618 • Tomahawk, WI 54487

ARM NEWS

Running an ad in the local yellow pages, once a mainstay, is no longer sufficient to get customers to your door. The traditional methods are only useful to reach the WW generation and the Baby Boomers. Now, if you have not looked at or embraced some sort of technology, you are relying too heavily on the traditional methods, even if you have a web site. To reach the Information Generation and the Gen "Xer's", branching out from the traditional web site is needed. Consumers have made the adjustment from desk and laptop computers to smart phones. Smart phones and Android phone sales continued strong and showed growth throughout the worldwide recession.

With the growth of this technology, such as smart phones and social networking, we now have the means to access any tidbit of information we wish as well as distribute that same information instantly. This simple advance in technology has been embraced by all of the generations. Being a member of the Facebook community, I am able to play games as well as see what my family and friends are up to without having to contact them. One feature that I really like is the "Wall". I happen to "like" the MN Wild and the Vikings on Facebook. So now if either organization has something to share it shows up on my "Wall" for me to see the next time I log in. Facebook has given businesses an opening that few have really recognized – Instant communication to the customer via smart phone, laptop, desktop computer, or any of the smart readers available on the market like I-pad, etc. It is only a matter of setting up a business account on Facebook, add some pictures of your yard and clean attractive parts and start contacting "friends" through FB to "like" your business or service ... This will allow you to offer "Facebook savings" – online coupons stating: mention you saw us on Facebook and get a gallon of windshield washer fluid free with purchase, or some similar promotion. Just finished buying 10+ vehicles at a local auction, go ahead and post what you've just purchased with a disclaimer "coming in soon." As your presence on this social networking site grows, so will your potential customer base.

This same approach can be undertaken with other sites as well. Do you "tweet", if not look into Twitter.

com since it is a favorite of the Information Generation, as is the struggling MySpace.com. Other sites such as Yelp.com and Foursquare.com allow smart phone users to literally "pin the tail on the business" by checking into locations, virtually telling friends "Here I am" with a little map to show where that business is.

Another technological approach overlooked is e-mail; having dealt with unsolicited e-mails for over 20 years this method of reaching your customers is often bypassed. There are marketing businesses out there, like Constant Contact, that will bulk e-mail your customers a



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

newsletter or sales flyer as often as you would like – monthly, quarterly, bi-weekly, or weekly. While these services are not necessarily low-cost or free, they are providing a service to keep your name in front of your existing customers and reach potential new customers. Just make sure that the customer has to sign up of their own accord to receive any e-mails, and that an “opt-out” feature is included in any communication. If you are a tech savvy business, then the creation of an e-mail newsletter and bulk mailing could be taken care of in-house with minimal added expense.

So what does this mean for the average automotive recycler/salvage yard? The only way to maintain your existing business and generate new customers is to put your name where your potential customers are going to look. It has been argued that most of your customer base will live within a very small radius of your business. Depending on location this could be as small an area as 25 miles in a major city, or over 100 miles in a rural setting. However, with

shipping options available and getting your name in front of the customer, your sales base could increase beyond your expectations. Customers, we all need them, we all want them, and in order to get them you need to adjust to the changes consumers make. So make it a point to address your marketing plan and make some changes to embrace technology, if you have not already, and put your business name out there where they can find you.

Order taker or a salesperson?

“Eric Wright is a freelance writer/contributor while working full time at John’s Auto Parts - Wholesale department, where he has been working for the last 2 1/2 years. Prior to that he was employed at a major Auto Body Repair Consolidator for 9 years handling parts, production, and estimating responsibilities. Eric is I-Car trained and carries the ASE’s B6 certification for estimators with over 16 years of professional customer service. He can be reached by e-mail at soilwater73@hotmail.com for comments/questions”

ARM Foundation Awards \$6,000 in Scholarships in 2011

The ARM Foundation was created to assist ARM members and their dependents with the cost of a post secondary education. Awards are made annually, the number and amount of the awards

being determined by the Board of Directors based on the financial state of the fund.

This year the ARM Foundation awarded six - \$1,000 scholarships to the following individuals:

Jesse D. Baune: Jesse is an employee at Hutch Auto & Truck Parts, Inc. (Hutchinson). Jesse is currently a student at Bemidji State University pursuing a degree in Business Administration with a minor in Accounting. Jesse plans to graduate in the spring of 2013.

Tegan Jo Buckley: Tegan is the daughter of Mike Buckley, owner of Jerry’s Auto Salvage (Big Lake). Tegan is currently at student at North Dakota State University pursuing a degree in Pharmacy. Tegan expects to graduate in the spring of 2013.



BUDGET AUTO PARTS

WHY BUY NEW...WHEN YOU DON'T HAVE TO??

5111 HWY 27 EAST
ALEXANDRIA, MN 56308
320 763 4231
WWW.BUDGETOFALEX.COM

ARM NEWS

Rebecca Ann Huesers: Rebecca is the daughter of Patrick Huesers, owner of Pam’s Auto (St. Cloud). Rebecca is currently a student at the College of St. Benedict pursuing a degree in Psychology or Management. Rebecca is on course to graduate in the spring of 2013.



dent at the University of NW Iowa studying for a degree in Elementary/Mid-Level Education with an endorsement in Special Education. Lacey expects to graduate in the spring of 2013.

Baylee Marie Mehr: Baylee is the daughter of Michelle Mehr, Administrative Assistant at Pam’s Auto (St. Cloud). Baylee is currently a student at the College of St. Benedict pursuing degrees in Communications and Spanish. Baylee expects to graduate in the spring of 2012 and plans to continue her studies in the pursuit of a graduate degree in English Linguistics or Family Communications.

These students scholarship application materials were most impressive and ARM wishes them the best of luck in their future endeavors.

Application materials for the 2012 round of scholarships will be made available on the ARM website (www.autorecyclersmn.net) in December of 2011.

Lacey Jo Reese: Lacey is the daughter of Julie Ann Stahly, Director of Publishing with Kabele Truck & Auto Parts (Spirit Lake). Lacey is a student at Iowa Lakes Community College pursuing a degree in Nursing & Nursing Administration. Lacey is on course to receive her degree in the spring of 2013.

ARM would like to ask you to consider making a donation to the ARM Foundation in order to assist worthy students such as this year’s scholarship recipients. If you would like to help students like these with the cost of a post secondary education fill out the form below and return to ARM @ 3333 Skycroft Circle, Minneapolis, MN 55418.

The ARM Foundation is a not-for-profit 501(c)3 and your contribution is tax-deductible to the full extent of the law.

Lindsey Reese: Lindsey is the daughter of Julie Ann Stahly, Director of Publishing with Kabele Truck & Auto Parts (Spirit Lake). Lindsey is a stu-

YES! I would like to make a tax-deductible donation to the ARM Foundation.

- \$50
- \$100
- \$200
- \$250
- \$500
- Other amount _____

Name/Company _____

Address _____

City, State, Zip _____

Phone _____

Email _____

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

Mail To: Automotive Recyclers of Minnesota • 3333 Skycroft Circle, Minneapolis, MN 55418

THANK YOU FOR YOUR SUPPORT!



“PartsView has given us a better picture of the product we sell to our customers. Through 2D or 3D imaging we are better prepared to answer and supply the customer with information and parts. By allowing our sales team to better view the product break outs we can educate the customer on additional pieces needed for their specific needs, **increasing our sales...**”

Terry Westedt, Weller Auto Parts Inc.

PartsView™

Next Generation Parts Identification Tool



Access to crash estimating data and industry leading 3D vehicle graphics designed specifically for recyclers.

Audatex®, Hollander's sister company, just launched its' vehicle graphics program, **PartsView**, which has the same information used by insurers and body shops to create damage estimates but designed specifically for **use by recyclers**.

Contact us TODAY!

800-825-0644

www.hollandersystems.com

hollandersales@audatex.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!**

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

Email autorecyclersmn@bitstream.net

INCREASE your PROFITS in 2011 with a FREE 30 DAY TRIAL of *Hotlines*

- **Pro-actively sell parts.** *Hotlines* is very different from other networks because it offers recyclers a proactive selling benefit. Recyclers can see who is looking for parts in their inventory and proactively sell these parts. This is perfect for recyclers looking for ways to actively increase their sales.
- **Buy parts at better prices on Hotlines.** Because *Hotlines* is live, the other members can see when you are looking for a part and respond with their best prices. Increase your profits buying parts on *Hotlines!*
- **Hotlines part searches are real time.** Each time you look for a part, the *Hotlines* system will automatically check the LIVE inventory of your Trading Partners and the other members of the Network.
- **AutoReply can be set to automatically respond to part requests that match your inventory.** This feature will reduce the need for your salesperson to continually monitor the *Hotlines* Network.
- **Increase retail sales!** Because we display your part in front of tens of thousands of people every month, your name is constantly advertised! You have opportunities to sell your parts to insurance adjusters, estimators, body shops, used car dealers, new car dealers, garages and consumers!
- ***Hotlines* also provides you with a Shopping Cart service,** enabling parts to be purchased online. While not all orders can be processed without a conversation from the buyer, many can. **"Buy Now" enables you to process many of these orders in less time and that translates into more profits for you.**
- ***Hotlines* has the toughest Roll Call policy in the industry.** *Hotlines* helps insure recyclers get prompt payment for their parts both locally and nationally.

Join us!

AAA Auto Salvage, Carney Auto, Inc., Dyke's Auto Salvage, Economy Auto, Elite Auto, Jellison's Auto, John's Auto Parts, Inc., MARCO Auto Recycling, Pam's Auto, R & R Auto & Metal Salvage, Inc., Sharp Auto Salvage, Shipman Auto Parts, Timm's Auto Salvage, Viking Auto Salvage

**Sign up for your free trial today
by calling (866) 355 – 5350**

ARM NEWS

Recycled Parts Plus

In many industries the Internet has shortened the distances between buyers, sellers, suppliers, and business partners. Where once we drove to faraway places, we now click. And the catalogs we once thumbed through have been replaced with convenient and intelligent search tools. Properly leveraged, the Internet can help businesses build new supplier relationships and marketing channels with relative ease.

But the Internet is not a panacea. Web-based business strategies must be properly developed to make sense for businesses and customers. And not every business can afford the capital investment necessary to develop its own online presence.

With this in mind, Recycled Parts Plus focused on collaboration, quality tools, and market-leading service while developing its online auto salvage marketplace. Founded in 2003 to join insurers and salvage dealers in Iowa, Wisconsin, Upper Michigan, Minnesota, and Illinois, Recycled Parts Plus strives to make its online marketplace an easy-to-use tool in growing your business. The website instantly connects you to more customers and suppliers. And our market-leading services remove the administrative hassles normally associated with developing these new marketing and supply channels. Beyond new customers and business partners, you get quality and assurance.

First, Recycled Parts Plus is member-owned by auto salvage dealers throughout the Midwest. This keeps our focus on serving the needs of salvage dealers. Second, our commitment to quality service goes beyond the convenient tools in the online marketplace. Our experienced team works in the background for you. Your membership includes proper paperwork completed on vehicle purchases, in your hands, taking in consideration the proper titling laws in each state. We offer communication channels that

go beyond our powerful website. Your most urgent parts needs, and high-value salvage can be broadcast to regional members. Recycled Parts Plus is also a licensed auto auction dealer, hosting a continuous online auto auction that expands your reach to salvage buyers everywhere. And our publicly-available broadcast tools ensure you are aware when salvage dealers have high-value or hard-to-find parts. Lastly, our experienced salvage professionals are always ready to respond to your needs.

Importantly, Recycled Parts Plus recognizes different businesses have different needs. We therefore offer different levels of membership to best meet your company's goals. Our Member-Owners, Associate Members, and Buyer-Members can tailor their exposure to new suppliers and customers, depending on needs and goals. But everyone experiences our market-leading service, powerful tools, and ready assistance. The end result is a powerful network of salvage professionals of all sizes, coming together collaboratively to grow, share, and prosper.

Yes, the Internet can be leveraged to grow your business, but it takes more than a simple online presence. Recycled Parts Plus adds value to the power of the web, helping you build a strong and flexible



Recycled Parts Plus

www.rplusplus.com

Parts Broadcast Line: 888-210-1850

Fax: 800-469-9445

Cindy LaVesser

Direct: 866-837-2039

cindy@rplusplus.com

ARM NEWS

online strategy, quickly. We connect your business to the world, and back it up with quality and assurance.

If you've thought of moving your business onto the web, but weren't sure how to get started, or how to reach the right people, get in touch with Recycled Parts Plus. We can discuss with you how our tools, business channels, and service can take the headache out of reaching more customers and business partners. We can explain how Recycled Parts Plus

does more than just get you on the Internet. Our quality and assurance have helped us develop a rich network of insurers and auto salvage dealers waiting to do business with you.

Our friendly professionals can be reached at:

Phone: (866) 837-2039

Fax: (800) 469-9445

Email: cindy@rpplus.com

Mail: Recycled Part Plus, PO Box 696, Crivitz, WI 54114

ARM HAS YOUR BAGS!!

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

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

	ARM MEMBER	NON-MEMBER	Qty.	Price
Plastic bags: 18 x 24 - 250/pkg. 3 MIL Thickness	\$45.00 + tax	\$50.00 + tax	_____ X	_____
				Subtotal _____
				Minnesota & Hennepin Cty. Sales Tax 7.275% _____
				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 _____ Exp. Date _____

Credit Card# _____

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

ARM NEWS

The Upper Midwest Auto & Truck Recyclers Convention and Trade Show

By Ryan McClellan, RJ McClellan, Inc.

On April 28, 29 and 30 auto recyclers, vendors and industry professionals gathered at the Washington County Fair Park in West Bend, WI for the 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. The event was hosted by The Automotive Recyclers of Minnesota and The Concerned Auto Recyclers of Wisconsin. This is the 15th year Wisconsin and Minnesota have combined their efforts to work smart and offer the opportunity for you to use your time and energy wisely. This year "Working Smarter Not Harder" was our theme.

Events throughout the weekend included yard tours, a "Junkyard Petting Zoo", seminars/training, trade show and a live auction!

Seminars

Not able to make it to the show or make it to a seminar that you were interested in? Here's an overview of what you missed.

DOT Training Presented by: Justin Jilling from the Washington County Sheriff's Department

This seminar gave a chance to learn about the federal regulations that govern your vehicles, equipment, and cargo. Attendees learned about:

- Vehicle and load securing
- Drivers License requirements
- Vehicle markings

- Complete walk through of inspection procedures
- Google Analytics Workshop** Presented by: Adam Chuback and Jo Stumpner from Top Floor Technologies

This informative workshop was designed to give an introduction to Google Analytics. Google Analytics is a free, powerful tool that offers marketers valuable insight into their website activity and online marketing results. Topics included:

- Setting up a Google Analytics account
- Specific actions to track
- Contact forms
- Requests for quotes
- Time on site
- Pages/Visits
- How to interpret the data that Google provides.

If you want to learn more please visit www.topfloortech.com

Employment Law 2011 Presented by: Robert Longo from Fred Pryor Seminars

Employment and labor law is constantly changing. What you don't know about employment and labor law can hurt both you and your business. It is important to stay up-to-date and compliant with the latest developments. This seminar provided the tools and information to stay up-to-date with training focused on practical workplace applications that assist in managing real-life situations that are faced daily. Topics included:



ARM NEWS

- Americans with disabilities act
- Family and medical leave act
- Hiring and firing
- Disciplinary actions
- BFOQ standards
- FLSA wage

First Aid/CPR Presented by: *The Washington County Chapter of the American Red Cross*

What happens in the first few minutes of an accident can be crucial. In this seminar we touched on basic first aid, compression only CPR and were given a demonstration of an AED (Automated External Defibrillator) machine.

To learn more or to have a class taught at your own yard contact your local American Red Cross.

Social Media Bootcamp Presented by: *Tony Verre from Top Floor Technologies*



When it's all said and done social media is about online conversations. Who's talking about your company, what are they saying and most importantly what you are saying to them. In this seminar, we're introduced to the essentials of the popular

social media platforms allowing you to be pro-active online instead of re-active.

If you want to learn more please visit www.topfloortech.com

Human Resources Responsibilities Presented by: *Robert Longo from Fred Pryor Seminars*

How well do you know HR?

- What are the HR "Best Practices" that will keep your business out of legal hot water?
- How can you stay in compliance with HIPAA's privacy guidelines?

- What are proper destruction and disposal methods for files and records that are no longer necessary?
- How long should you retain personnel records after employees leave your company?
- What are the differences in part time, contractor and temporary employee classifications?

In the HR Responsibilities seminar we learned the answers to these questions and more.

I-CAR Recycled Parts for Collision Repair Presented by: *Shawn Collins Certified I-Car Instructor*

In this Seminar, Shawn Collins walked us through the basics of what I-Car is doing to help educate the auto repair industry about the recycling industry. Shawn took time to review the changes in the automotive industry and the repair industry; changes that are affecting the way we do business right now. Topics included:

- Manufacturer sectioning guide lines
- Steel technologies
- Electric parts

Host an I-CAR event at your yard and help the recycling industry and the collision repair industry flourish together. Contact I-CAR today!

Utilizing eBay in Your Business Presented by: *Steve Adams & Brian Servatius, eBay Motors*

In the ever expanding ecommerce marketplace, business owners and operators are taking advantage of a wealth of new opportunities available within the online landscape. In this seminar Steve discussed not only the strength and benefits of eBay but also strategies to take advantage of this system. Topics included:

- Understanding the ecommerce consumer
- Meeting expectations for communication, service, and fulfillment
- An in-depth overview of tools available to help sellers efficiently manage their eBay business



ARM NEWS



Trade Show

Over two days, thirty-five vendors gathered together to display the latest and greatest of the recycling industry. Grand Champion Exhibitors included:

- Auto Data Direct
- Behr Iron & Metal
- Integrated Recycling Technologies
- Legend Smelting & Recycling
- Pam's Auto
- Recycled Parts Plus
- SAS Forks
- Total Resource Auto Auctions
- URG

Check out the full list of sponsors and vendors at the end of our coverage.

Auction

Bill Morrison from Morrison's Auto Salvage returned again this year as Auctioneer. As always, once Bill got the bidding going he kept it hot all night...even running the batteries out on his mic once! The bidding began with "Priority Seating" which allowed the holder to jump any line and always have a chair on hand. From then on, the bidding exploded with art, car ornaments, the fabled and sought after Seatbelt purses (going for \$425, \$625

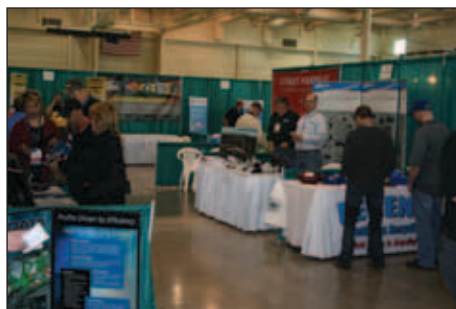
\$600, and the final for \$475), art from the Junkyard Petting Zoo (with the first place winner a dragon going for \$312.50) and much, much more. Finally, the highlight of the bidding a 350 Chevy Engine Grill that included 3 cases of beer, a case of Wisconsin bratwurst, a case of burgers and finally a case of Wisconsin cheese curds all of it going for \$2,350! **In all, over \$19,000 was raised for ARM and CARS!**

Events

The trade show, seminars and auction were just a part of what the convention had to offer. Miller Compressing Company, the largest ferrous and nonferrous scrap processor based in Wisconsin, opened it's doors to the convention and gave tours of it's facilities. Other yards also opened their doors to allow convention goers the chance to view and learn. Yards included B&M Auto Sales & Parts, Inc., Kirchhayn Auto Parts, Rhine Auto, Inc., and Roz Auto Salvage. On Saturday evening, Kirchhayn Auto Parts opened its doors to us once again to host the open house, where guests enjoyed:

- Additional product displays and demonstrations
- Raffles/games/competitions
- First ever Loader Rodeo Sponsored by Total Resource Auto Auctions
- Snacks and refreshments sponsored by Hollander
- Ice cream social sponsored by Auto Data Direct

The 2011 Upper Midwest Auto & Truck Recyclers Convention and Trade Show ended on a high note! Overall, it was a well attended, entertaining and informative event. Thank you to all of our sponsors, speakers, members and attendees who joined us to "Work Smarter Not Harder"! See you next year April 27 & 28 at the Ramada Plaza in Minneapolis, MN!



More From the 2011 Upper Midwest Convention



ARM NEWS

Thank you to Our 2011 Upper Midwest Convention Sponsors:

Adolph's Converters & Cores
Alter Metal Recycling
Auto Data Direct
Behr Iron & Metal
Car-Part.com
Crow Wing Recycling
Far North Auto
Global Parts Solutions
Hollander
Integrated Recycling Technologies
Kirchhayn Auto Parts

Miller Compressing Company
Pam's Auto
QRP
R.J. McClellan
Recycled Parts Plus
Sadoff Iron & Metal Company
Total Resource Auto Auctions
Toy's Scrap & Salvage
United Milwaukee Scrap
URG

Thank You to Our 2011 Upper Midwest Vendors: Grand Champions

Auto Data Direct
Behr Iron & Metal
Integrated Recycling Technologies
Legend Smelting & Recycling
Pam's Auto

Recycled Parts Plus
SAS Forks
Total Resource Auto Auctions
URG

Reserve Champions & Champions

ALLDATA
Al-Jon Manufacturing
Arnott Industries
Buddy Automotive Innovations
E&R Towing
CarInspector.US
Car-Part.com
Clean Burn
Commerical Forms

Exide Technologies
EZ Crusher
Fast Parts
Green Vehicle Disposal
Hollander, A solera Company
Induction Innovations
Ivan Gandrud Chevrolet
JCB of Milwaukee
Knopf Automotive

Logan Oil
LSB Financial
Lynch Truck Center
MCI Cores
Rebuilders Automotive Supply
The Connection
Walters Buildings
Wells Fargo Insurance Services

ARM NEWS

Leroy Haluptzok



ARM sadly shares the news that Leroy Haluptzok, father of Derek Haluptzok (A-Abco Fridley Auto Parts) and brother of Harry Haluptzok (John's Auto Parts), passed away on May 13, 2011. Our

sympathies are with the Haluptzok family at this time.

Leroy Haluptzok, age 60, passed away on the afternoon of May 13, 2011 unexpectedly from natural causes. Leroy was the longtime owner of John's Black Dirt and his legacy lives on in his children and grandchildren. He will be so missed by all who knew and loved him. Leroy is preceded in death by his father, John. He is survived by his loving wife, Kathy; children, Derek (Tina), Amy (Guido); mother, Eva; grandchildren, Matthew, Kale, Brandon, Nathalie, Isabelle; eight brothers; two sisters; and numerous nieces and nephews. Funeral services were held at 11:00 a.m., Thursday, May 19, 2011 at Mattson Funeral Home, 343 North Shore Drive, Forest Lake. Interment was at Hillside Cemetery, Minneapolis; as Leroy always wanted to be buried next to his father, John.

Upper Midwest Convention Helps Charity



The Upper Midwest Convention had a special item that was auctioned off at the Friday night auction. It was a specially made poker table and the proceeds went to the Ryan Jerabek Challenge. Ryan died from injuries he received in Iraq. He was 19 years old. This non-profit event is to honor and thank the Veterans and honor and remember our fallen heroes. The money goes to the Injured Marine Semper Fi Fund. The table was built by Peter Dumke of Rock River Cabinets and is the son of Sandy Dumke. **Thanks to Brian Reif for being the high bidder of \$950.00.**



**Global Parts Solutions
& Transport LLC**

www.globalpartssolutions.com

**Specializing in
New Take Off & OEM Surplus
Pickup Beds, Bumpers, Cabs, etc.**

Wisconsin: Rod Egelseer • 414-861-8442
U.P. of Michigan: Don Egelseer • 906-360-5940

3170 Hwy 60 • Jackson, WI 53037

ARM NEWS

What's New With You?

BROOK PARK ENTERPRISES: We are planning on installing the Hollander system and are looking for a temporary consultant who knows the system well and could help us get up and running with it. Hours could be flexible and it could possibly turn into something more long term, either part-time or full-time. Please contact Kathy at Brook Park Enterprises, Brook Park, Mn. 612-721-4442.

QRP: BIG change coming with QRP. As of June 1, 2011, QRP will no longer be affiliated with a specific group of auto and truck recyclers. Roger Ross will be the owner/operator of the former QRPVMS salvage acquisition program. Salvage Solutions QRP will be made available to licensed professional auto/truck recyclers who belong to their respective state recyclers association and registration and access is free for those qualified recyclers.

Do ARM members have an interest in bidding on salvage in Minnesota and an adjoining state? **No internet fee, no registration fee, and only a nominal buyer fee when your high bid is accepted.** Salvage Solutions QRP, built by auto recyclers, for auto recyclers and now open to qualified ARM and NDA-RA members essentially free of fees. Contact Roger Ross -- 888-241-0294

WINDY HILL AUTO PARTS: HAPPY BELATED BIRTHDAY GREETINGS to **Allan Bajari** who celebrated another year this past May 20!

Also join us in sending our congratulations to **Allan and Diana Bajari** who will be celebrating 50 YEARS of wedded bliss on July 24!

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

Scrap Commodities Market Report Jun/July 2011 *Approximate Pricing*

Crushed Cars	230.00 NT
Prepared Iron	295.00 NT
Motor Blocks	280.00 NT
Aluminum Rims	0.80/LB
Aluminum Condensers Clean	0.70/LB
Alum/Copper Radiators Clean	1.65/LB
Aluminum Case Transmissions	0.20/LB
Dirty Aluminum	0.17/LB
Batteries	0.30/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.*



2910 Quant Ave N
Stillwater, Minnesota





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

651-439-2604 • 800-737-9503

www.SharpAutoParts.com



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.

November 2008

MN-CAR Members

AAA Auto Salvage
AAA Auto Salvage - North
Aazzee's Auto Salvage
Ace Auto Parts
All Parts Pickup & Auto, Inc.
Automotive Parts Solutions
Barlow'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
Sharp Auto Parts LLC
Shipman Auto Parts, Inc.
U Pull R Parts
U Pull R Parts II
Viking Auto Salvage

ARM NEWS

EU Scrap Metal Law Aims to Boost Trade, Recycling

The European Union recently adopted quality criteria for iron, steel, and aluminum scrap, with plans for similar rules for copper, paper, glass, and compost. The goal is to boost recycling markets. The EU Council of Ministers has adopted a regulation establishing criteria to determine when scrap iron, steel, and aluminum is no longer considered waste. "We must start treating waste as a valuable resource," and end-of-waste criteria for material streams will boost the recycling industry and services, says EU environment commissioner Janez

Potocnik. The new regulation will create a level playing field for the recycling industry and remove administrative burdens for the recycling sector "by releasing safe and clean secondary raw materials from the scope of waste legislation," Potocnik says. The new regulations will be directly applicable in all 27 EU countries after a transition period of six months.

Reprinted with permission of ScrapMonitor Info.



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

Team PRP Announces Major Expansion With Launch of PRP Midwest

April 21, 2011 – Denver, CO – Team Premium Recycled Parts (TEAM PRP) has announced a major expansion of their membership with the creation of a new regional group, PRP Midwest. This new organization serves America's heartland - from Minnesota to Georgia, Texas to Ohio - and was formed by combining the former QRP Midwest, PRP Absolute and PRP Heartland groups. The announcement was made at the Annual TEAM PRP Owner's Meeting, held in conjunction with the United Recyclers Group (URG) & Pinnacle Training Conference, held April 14-17, 2011 in Denver, Colorado.

"We are extremely pleased to bring QRP Midwest into the PRP family," says Kent Rothwell, TEAM PRP Chairman and CEO of Weaver Auto Parts (Carnesville, GA). "This greatly strengthens our membership core in the center of the country, and it makes TEAM PRP the largest progressive group of independent auto recyclers serving major markets in the nation." He added that the move adds 31 new members to TEAM PRP, bringing the organization's membership to a total of 107. PRP Midwest will hold their first meeting as a new group in Tulsa in July, with details to be announced.

Announcing...
IRT is NOW...
ISO 14001:2004 Certified

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



ARM NEWS

"Everyone involved benefits from this new venture," says Mel Hunke, former General Manager of QRP Midwest. "With the tough competition that independent recyclers face today, we're all going to do better working together than we will separately. This new organization is made up of a great group of people, and our future success will build on the tremendous quality of the companies and organizations that now form PRP Midwest."

Bringing QRP into TEAM PRP adds 34 warehouse locations across nine states, and adds 750,000 sq-ft of warehouse space holding some 1.3 million parts in inventory. It also will enhance parts deliveries to customers, who will benefit from an enhanced network of parts providers. Team PRP members will also benefit from a larger network and economies of scale.

"TEAM PRP members represent the best the auto recycling industry has to offer," says Mike Kunkel, PRP Board Member and General Manager of American Auto Salvage (Ft. Worth, TX). "TEAM PRP is growing and trading parts today at record-breaking volumes. We are competing for our share of the \$20 billion vehicle repair market."

TEAM PRP is a leading supplier of recycled parts for a majority of markets across the United States, and choosing a TEAM PRP facility for parts is the smart choice of many of the best collision and repair facilities – with the full support of leading insurance companies. Hard to find parts can be located anywhere in the national network and delivered promptly. You can be sure that a TEAM PRP recycler has spent a great deal of time and money providing their customers a clean high quality part (with adherence to tough URG 8000 standards) that is accurately described and delivered promptly. Superior warranties and a quote guarantee are important parts of the TEAM PRP way of doing business.

TEAM PRP now has four regional alliances – PRP West, PRP Midwest, PRP Northeast, and PRP Mid-Atlantic - operating in the U. S. Each alliance is independent, but has adopted the minimum standards of the URG PRP program. Alliances consist of between 20 and 54 recyclers with several hundred thousand to a million parts in inventory. Warranties, quote guarantees, delivery guarantees, and other business practices are the same within each alliance. Each recycler remains inde-

pendent, however, thus guaranteeing competitive prices.

For more information on Team PRP, visit their website (www.teamprp.com) or contact TEAM PRP spokesman Mike Jones by phone at 303-905-9148 or e-mail: jmjones51@hotmail.com.



www.NorthernMetalRecycling.com

For current pricing call any
of the locations listed below:

St. Paul Area

521 Barge Channel Road, St. Paul, MN 55107

All Grades of Scrap Metal

Bob Kaplan

(651) 224-4877 (800) 798-2103

Minneapolis Area

2800 Pacific St. N, Minneapolis, MN 55411

All Grades of Scrap Metal

Jim Peters

(612) 529-9221

Western Minnesota

900 18th Av. NE, Glenwood, MN 56304

All Grades of Scrap Metal

Joe Alexander

1-320-634-3035

Wisconsin

8010 Olson Drive, Oklar, WI 50703

All Grades of Scrap Metal

Chris Higley

(715) 834-6677

INDUSTRY NEWS

SUPPORT OUR ASSOCIATE MEMBERS

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

Chief Express Trucking LLC

630-229-4369

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

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

Legend Smelting & Recycling

800-697-5556

Liberty Tire Services of Ohio LLC

330-868-0097

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

Reserve Management Group

612-807-0833

Richmond Body Shop, LLC

320-597-3030

Sadoff Iron & Metal

920-921-2070

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

Wells Fargo Insurance Serv.

952-830-3039

Wheeler's Autobody Supply

319-234-3414

Zurich

800-468-8078

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

Stormwater Runoff Update

On May 25, 2011, over 60 owners and employees of dismantling and recycling facilities from throughout Minnesota attended an ARM Stormwater Informational Seminar to learn about the Stormwater sampling process for the newest permit requirements.

Held at and hosted by John's Auto Parts (Blaine), Rick Lemke (Metro Auto Salvage – Lakeville) presented a tutorial guide for navigating through the MPCA web site. Tim Portner with the Minnesota Valley Testing Laboratories familiarized the group with the components of the testing kits (see picture)

and gave a step-by-step on ordering kits and sampling. The seminar included a lengthy and informative Q & A period. Eric Schulz (AAA Auto Salvage/Rosemount) and Mark Hortman (John's Auto Parts) assisted Lemke and Portner in addressing questions.

Lemke provided a hand out/guide for navigating the MPCA website. If you are interested in receiving a copy of this handout please contact the ARM office. In addition, ARM will soon be posting the PowerPoint presentation from the MVTL on our website (www.autorecyclersmn.net).

The Seminar was taped and we will be releasing information soon on how to view the Seminar on-line.

There is an order form for the Stormwater Testing Kits in this issue of the ARM Recycler. Order forms may also be downloaded from our website on the ARM Products page. The kit includes: Cooler, Nitric Acid preserved bottle for metals, Unpreserved bottle for TSS, Temperature Blank, Ziploc bags for ice, Trip Blank for BTEX, Sample vials for BTEX, Label for bottles, return shipping label, Chain of Custody form, & lab services.

Our thanks to Rick Lemke, Tim Portner, Eric Schulz, Mark Hortman and Jean Ackermann (John's Auto Parts) for their participation in this seminar.



WELCOME TO ARM

DIRECT MEMBERS

Lanoué's Paintin Place

Contact: Randy Lanoue

2712 290th Street

Marshall, MN 56258

Phone: 507-532-6000

Fax: 507-532-6008

Email: lsplplace@qwestoffice.net

ASSOCIATE MEMBERS

Reserve Management Group

Contact: Erik Svedin

11600 South Burley Avenue

Chicago, IL 60617

Phone: 612-807-0833

Fax: 651-459-3131

Email: eriksvedin@reserve-group.com

www.reserve-group.com

ARM NEWS



Automotive Recyclers of Minnesota Stormwater Testing Kit Order Form

Kit includes: Cooler, Nitric Acid preserved bottle for metals, Unpreserved bottle for TSS, Temperature Blank, Ziploc bags for ice, Trip Blank for BTEX, Sample vials for BTEX, Label for bottles, return shipping label Chain of Custody form, lab services.

	ARM MEMBER	Qty.	Price
Kit (payment by check)	\$134.09 Includes Sales Tax	_____	_____
			TOTAL DUE _____

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

Shipping/Billing Address:

Name _____

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 _____ Exp. Date _____

Credit Card# _____

CV Code _____

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

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



INDUSTRY NEWS

Georgia Becomes First State to Report to NMVTIS for Auto Recyclers

Last week Georgia Governor Nathan Deal signed a bill that requires the state of Georgia to report to NMVTIS on behalf of auto recyclers and other reporting entities.

The new law adds a requirement for the NMVTIS number on the state's affidavit form. It also requires auto recyclers and scrap metal process to provide to the DMV within two days of each day's close of business a list of who purchased or received vehicles for scrap or parts on a state prescribed form. The list must include, (i) The name, address, and contact information for the reporting entity; (ii) The vehicle identification numbers of such vehicles; (iii) The dates such vehicles were obtained; (iv) The names of the individuals or entities from whom the vehicles were obtained, for use by law enforcement



Governor signs GA HB 269 5/11/11

personnel and appropriate governmental agencies only; (v) A statement of whether the vehicles were, or will be, crushed or disposed of, or offered for sale or other purposes; (vi) A statement of whether the vehicle is intended for export out of the United States; and (vii) The National Motor Vehicle Title Information System identification

number of the business acquiring the vehicle.

"This law is a result of a partnership between auto recyclers, scrap yards and law enforcement in Georgia. We worked together to draft and pass a law that benefits the industry, consumers and law enforcement" said Steve Levetan, Senior VP Pull-A-Part. The law goes into effect in 2012.

Reprinted with permission of ARA.

Taking a Bite Out of Plastic Waste

By Renee Richardson

Bergie's Mobile Shrink Wrap owner Scott Bergeson has developed a machine that converts the plastic shrink-wrap used to cover recreational vehicles into round bales of plastic, which makes the material easier for recyclers to process. Bergeson designed the plastic baling machine with the help of Extreme Machine of Brainerd and Brainerd Hydraulics. Bergeson is working with recyclers who turn the plastic into highway guard

rail spacer blocks and leaf bags. Boats are a main source of the shrink-wrap, but Bergeson says the machine also could be used for recycling the plastic used by ground silos for agriculture. He says the goal is to keep the material out of landfills by providing it in a convenient form for recyclers.

Reprinted with permission of ScrapMonitor Info.

INDUSTRY NEWS

Recycling Turns Trash Into Jobs

By Dee DePass

Recycling manufacturers have produced an economic renaissance that has rippled across Minnesota. For example, Minneapolis-based Rust Brothers makes glass countertops from recycled windshields, soda bottles, and window panes, and Worthington-based Bedford Technology makes commercial boat piers, pylons, and ship bumpers by converting postconsumer plastic into 24-foot boards. Meanwhile, Jordan-based By-the-Yard melts plastic from milk jugs to create resin-based lumber, Adirondack chairs, patio tables, and park benches. St. Paul-based Viking Drill & Tool recently started shipping drill bits to customers in shredded packaging made from corrugated boxes coming into its plant and has invested in equipment that recycles factory lubricants. Kraus Anderson plans to reuse recovered metal plates, rubber, and acid to recycle car batteries. The state's recycling leaders also include 3M, Rock-Tenn Paper, Dotson Iron Castings, Dem-Con, and Gerdau Ameristeel, which melts scrap from cars and curbside-collected steel cans to create construction rebar. The Minnesota Pollution Control Agency reports that manufacturers consumed more



TOTAL RESOURCE AUCTIONS

Minneapolis



Sales every Tuesday at 1:00pm

100+ Units Weekly

Featuring insurance claims, repossessed vehicles, donations, rentals and dealer consignments

Vehicles from... **avis budget group**



CHASE 

CapitalOne 



LeasePlan 

CHRYSLER



...and many more



Manheim

Minneapolis



8001 Jefferson Hwy, Maple Grove, MN, 55369, 1-800-622-7653

Contact Jesse Kangas

763-315-5672

INDUSTRY NEWS

than 2.5 million tons of recycled materials in 2010 and created 15,221 factory jobs and \$1.96 billion in wages and salaries.

Reprinted with permission of ScrapMonitor Info.

EPA Delays Implementation of Large Boiler and Solid Waste

Incinerator Rules - ARA Members NOT Affected

EPA has delayed implementation of two rules that would regulate emissions of hazardous air pollutants (HAP) from boilers and solid waste incinerators. Both of these rules, known as the Major Source Boiler MACT and CISWI rules were supposed to take effect on May 20, 2011.

These two rules were made final on the same day - March 21, 2011 - as a third rule on smaller area sources of emissions that provides automotive recyclers with the continued ability to burn used oil for fuel with no additional regulation. This third rule is not being delayed.

EPA finds that justice requires postponing the Major Source and CISWI rules because the public did not have a sufficient opportunity to comment on certain revisions EPA made to the proposed rules. In addition, the Agency has received petitions for judicial review of the Major Source MACT from a coalition of industry groups. Under the Administrative Procedures Act, "an agency may postpone the effective date of an action taken by it pending judicial review." EPA has done that.

The effective dates of these final rules are delayed until judicial review is no longer pending or until the EPA completes its reconsideration of the rules.

Reprinted with permission of ARA.



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
- \$1,000 property deductible per loss
- Equipment breakdown coverage
- Equipment coverage for forklifts, crushers, etc.
- Loss of business income with no deductible
- No capital charge
- No access fees

Optional Policy Coverages

- Auto
- Employee Benefits (medical, dental)
- Worker's Compensation
- 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



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

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 **1-800-238-6664** 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.aaaparts.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!