

November/December 2011

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

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

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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 15, 2011 – 6:30 p.m. - Webcast

MINUTES

Call to Order: The Board of Directors meeting was called to order at 6:36 p.m. by ARM President, Mark Hortman. **Board present:** Chris Bickmann, Randy Davis, Jesse Faust, Mark Hortman, Paul Lang, Rick Lemke, David Marofsky, Shane Rudd & Steve Tretter. **Board Absent:** Patrick Garrity & Terry Stenglein. **Staff Present:** Kelly Salseg.

June 2011 board meeting minutes were reviewed. *Lemke motioned to approve the minutes; Faust seconded. Motion carried.*

Association and Foundation financials were presented by Bickmann and reviewed by board.

Hortman requested Income Line Items Revenue - Bags and Revenue – Kits be changed to Stormwater Kits and ARM Bags. *Davis motioned to approve the financials; Faust seconded. Motion carried.*

President's Report: Hortman discussed the Stormwater Testing. He reported that ARM has compiled an anonymous compilation of test results and they have revealed some issues, namely problems meeting the standards for iron and aluminum.

Hortman explained that he has discussed these issues with Melissa Wenzel with the MPCA and she reported that there should be a direct correlation between lowering the Total Suspended Solids and lowering the other metals. She recommended that yards look into various filtration systems towards this goal.

Hortman suggested that ARM seek out a professional consultant and have them speak at another ARM organized Stormwater Information Session to recommend various filtration systems.

Tretter inquired how the MPCA arrived at the Standards and questioned whether the standards are realistic and attainable.

Lemke reported that he has discussed the Standards with Wenzel/MPCA and was informed that they had a panel of specialists derive the Standards and that they were not negotiable numbers.

Various other topics were discussed: are yards that are passing gravel or asphalt; are there regional differences in results; how would our industries results compare to other industries.

It was determined that Bickmann will contact Dave Kendziorski/MN CAR Program

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ARM NEWS

Manager and discuss these issues and start the process for arranging another Stormwater Information Session. Bickmann will also discuss with Kendziorski the ideal location for holding this session.

Executive Director's Report: Salseg reported that we have picked up three new Associate members this summer: MCI Cores, Miller Compressing & Legend Smelting.

Hortman addressed the topic of accepting cars without titles and mentioned that it has been an issue in the news of late. It was explained that the current law regarding this is quite vague, and Hortman inquired whether ARM should make a concerted effort to get this law changed or clarified, or if the issue should be left alone, and the board determined to leave the issue.

The 2012 Winter Outing was discussed. After some dialogue; *Marofsky motioned to hold the 2012 Winter Outing at McQuoid's Resort in January; Lang seconded. Motion carried.*

MN CAR: Bickmann reported that he had met with Kendziorski and reviewed the contract. Kendziorski requested some revisions which the MN CAR committee approved. Bickmann will contact Kendziorski to get the contract finalized and signed, and will also ask Kendziorski to provide us with some state comparison data on Stormwater testing requirements.

There being no further business, *Lemke motioned to adjourn the meeting at 7:53 p.m.; Bickmann seconded. Motion carried.*

Date & Location of next meeting: Wednesday, October 19, 6:30 p.m. – Grumpy's in Roseville.

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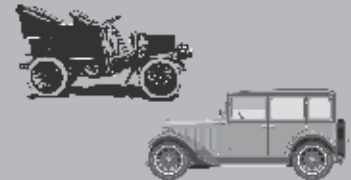
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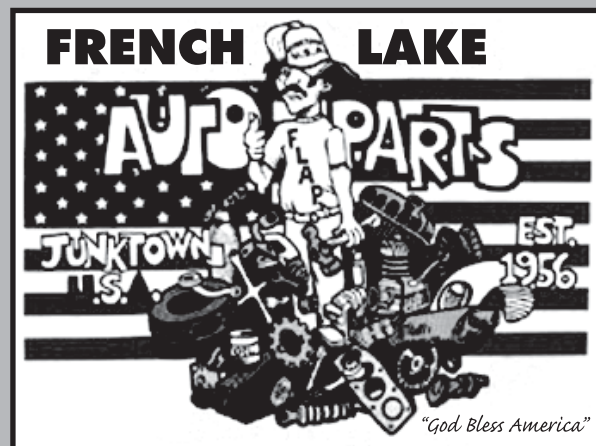


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Message From the President

By Mark Hortman

Stormwater run-off testing has continued to be the hot topic around ARM for the past couple of months. Many yards have had difficulties meeting the new standards. Many yards are calling the office concerned about their results or with questions about the process. All these concerns are quite understandable and they are exactly the reason why the board created the MN CAR Program. Joining MN CAR gets you access to an environmental consultant that understands our industries unique issues and their solutions. Make sure you read the article this month to find out how this program will benefit your yard.

Scholarship applications are in this issue also. Make sure that your employees know about this process and encourage them to take advantage of this excellent opportunity that your membership to ARM affords you. Also please remind your employees and their children to follow the instructions on the application. When the instructions say "Applications may not be hand written", that means that if they aren't typed, the application will not be considered. If the application is past the deadline, it will not be considered. So please follow attention to the instructions.

The Winter Outing is coming up January 27th and 28th. Registration information is in this issue. This is always a well attended and fun event. There are many things to do at this event: Beer, fishing contests, beer, appetizer competition, some snowmobiling, maybe some cards, oh and did I mention beer? There are usually many different recyclers and vendors at this event giving everyone a chance to meet and mingle others in this industry that we do business with on a daily basis. Vendors, this is a great informal setting for you, with several sponsorship opportunities available to you. The last event had almost 70 people in attendance. The population of Isle, MN was 750 in 2010. This ARM get together boosts the population of the city of Isle by almost 10%. Make sure to sign up today.

Have a wonderful end of the year, and I will see you all in Isle.

Mark Hortman

John's Auto Parts

Scrap Commodities Market Report

October 2011 *Approximate Pricing*

Crushed Cars	210.00 NT
Prepared Iron	275.00 NT
Motor Blocks	270.00 NT
Aluminum Rims	0.75/LB
Aluminum Condensers Clean	0.55/LB
Alum/Copper Radiators Clean	1.25/LB
Aluminum Case Transmissions	0.15/LB
Dirty Aluminum	0.13/LB
Batteries	0.27/LB
Lead Wheel Weights	0.27/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.*

ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg



I'm an avid fan and admirer of Kurt Vonnegut. To me he is one of the greatest writers of all time. I've not read all of his works but have read and re-read most of his novels: Player Piano, The Sirens of Titan, Mother of Night, Cat's Cradle, God Bless You, Mr. Rosewater, Slaughterhouse-Five, Breakfast of Champions, Slapstick, Jailbird, Deadeye Dick, Galapagos, Bluebeard, Hocus Pocus, Timequake, as well as many of his story collections and collected essays.

One thing I hadn't read, that was recently shared with me, was Vonnegut's speech to the 1997 graduating class of MIT. What great words to read and re-read – as another new year approaches.

Our Condolences

Thomas "Heavy" Hanson, age 56 of Paynesville died Monday, October 3, 2011 at his home in Paynesville. Thomas "Heavy" was former owner of Paynesville Auto and a long time employee of Windy Hill, Martini Auto Parts and Sisseton Salvage.

A funeral service was held at 11:00 on Thursday, October 6, 2011, at Paynesville Lutheran Church. Burial was at the Paynesville Cemetery. A visitation was held the evening of Wednesday, October 5, at the Johnson Funeral Home in Paynesville and the following day at the church prior to the service.

"Ladies and gentlemen of the class of '97: Wear sunscreen.

If I could offer you only one tip for the future, sunscreen would be it. The long-term benefits of sunscreen have been proved by scientists, whereas the rest of my advice has no basis more reliable than my own meandering experience. I will dispense this advice now.

Enjoy the power and beauty of your youth. Oh, never mind. You will not understand the power and beauty of your youth until they've faded. But trust me, in 20 years, you'll look back at photos of yourself and recall in a way you can't grasp now how much possibility lay before you and how fabulous you really looked. You are not as fat as you imagine.

Don't worry about the future. Or worry, but know that worrying is as effective as trying to solve an algebra equation by chewing bubble gum. The real troubles in your life are apt to be things that never crossed your worried mind, the kind that blindsides you at 4 pm on some idle Tuesday.

Do one thing every day that scares you.



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Sing.

Don't be reckless with other people's hearts. Don't put up with people who are reckless with yours.

Floss.

Don't waste your time on jealousy. Sometimes you're ahead, sometimes you're behind. The race is long and, in the end, it's only with yourself.

Remember compliments you receive. Forget the insults. If you succeed in doing this, tell me how.

Keep your old love letters. Throw away your old bank statements.

Stretch.

Don't feel guilty if you don't know what you want to do with your life. The most interesting people I know didn't know at 22 what they wanted to do with their lives. Some of the most interesting 40-year-olds I know still don't.

Get plenty of calcium. Be kind to your knees. You'll miss them when they're gone.

Maybe you'll marry, maybe you won't. Maybe you'll have children, maybe you won't. Maybe you'll divorce at 40, maybe you'll dance the funky chicken on your 75th wedding anniversary. Whatever you do, don't congratulate yourself too much, or berate yourself either. Your choices are half chance. So are everybody else's.

Enjoy your body. Use it every way you can. Don't be afraid of it or of what other people think of it. It's the greatest instrument you'll ever own.

Dance, even if you have nowhere to do it but your living room.

Read the directions, even if you don't follow them.

Do not read beauty magazines. They will only make you feel ugly.

Get to know your parents. You never know when they'll be gone for good. Be nice to your siblings. They're your best link to your past and the people most likely to stick with you in the future.

Understand that friends come and go, but with a precious few you should hold on. Work hard to bridge the gaps in geography and lifestyle, because the older you get, the more you need the people who knew you when you were young.

Live in New York City once, but leave before it makes you hard. Live in Northern California once, but leave before it makes you soft. Travel.

Accept certain inalienable truths: Prices will rise. Politicians will philander. You, too, will get old. And when you do, you'll fantasize that when you were young, prices were reasonable, politicians were noble, and children respected their elders.



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
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Respect your elders.

Don't expect anyone else to support you. Maybe you have a trust fund. Maybe you'll have a wealthy spouse. But you never know when either one might run out.

Don't mess too much with your hair or by the time you're 40 it will look 85.

Be careful whose advice you buy, but be patient with those who supply it. Advice is a form of nostalgia. Dispensing it is a way of fishing the past from the disposal, wiping it off, painting over the ugly parts and recycling it for more than it's worth.

But trust me on the sunscreen."

Speaking of commencement speeches – you will find in this issue the ARM Foundation 2012 Scholarship Application Materials. A copy of the application materials

were recently emailed to each ARM Full Member. Application materials are also available on the ARM website (ARM Foundation page) at www.autorecyclersmn.net

On the ARM Foundation page you will also be able to download a donation form, or you may use the donation form in this newsletter. ARM would like to ask you to consider making a donation to the ARM Foundation in order to assist worthy students with the cost of a post secondary education. Complete the form and return with your donation to ARM @ 3333 Skycroft Circle, Minneapolis, MN 55418.

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

Attention All Full ARM Members

Scholarship Applications are Now Being Accepted for 2012 Year of Funding.

Enclosed in this newsletter you will find a copy of the ARM Foundation application for scholarships to be awarded in 2012.

The deadline to apply for a scholarship is March 1, 2012. All applications must be complete and post-marked by that date or they cannot be considered.

Please provide copies of this article, along with a blank application, to any employees of your company who have been or will be employed for at least one-full year as of January 1, 2012. Any of your dependents, your employees, or dependents of your employees who will be attending college in 2012 qualify to apply.

Application materials may also be obtained from the ARM website – ARM Foundation page (www.autorecyclersmn.net)

Winners will be informed and checks will be sent in mid 2012. All checks will be made out to the College, Technical School or University the student will be attending. If no school has been selected it is the

sole responsibility of the scholarship recipient to inform the ARM Foundation of the College, Technical School or University to be attended no later than August 31, 2012, or the scholarship will be forfeited.

Any questions regarding this application or scholarship should be directed to:

Kelly Salseg, Executive Director
ARM Foundation



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Automotive Recyclers of Minnesota Foundation

Thank you for your interest in the ARM Foundation Scholarship Award. To file a completed application, it will be necessary for you, the applicant, to follow the steps below and to complete the enclosed forms as directed.

This scholarship is available for high school seniors who are planning post-secondary education or for current post-secondary students. Please be reminded that you may reapply for this scholarship annually, if you or your parent(s) remain employed by a *full ARM member firm*. Your Grade Point Average (GPA) plays a major role in determining your annual scholarship award eligibility. Please strive to keep your GPA high!

High School Students Only – PLEASE READ

Test Requirements: High school students must furnish the results of either the Scholastic Aptitude Test (SAT) or the American College Test (ACT). If you have not already done so, obtain test registration materials from your school and follow the instructions carefully.

Sending Test Results: When registering for either test, indicate that you want the results sent to the ARM Foundation. If you have taken either of these tests, use the Transcript Request Form (SAT) or the Additional Score Form (ACT) to have the results sent to the ARM Foundation. Your high school should have these forms.

If you have taken either of these tests, you may have the results sent by your high school when it sends your transcript of grades and credits (see number 1 below), or you may use the Transcript Request Form (for SAT) or Additional Score Form (for ACT) to have the results sent to the ARM Foundation. Your high school should have either of these two forms.

The following information and materials are to be sent to the ARM Foundation Board of Directors in care of the ARM office. All applications for scholarship must be completed by the applicant. All required materials must be received by ARM by March 1, 2012, or the application will not be considered.

1. Request that your high school or college send a transcript of your academic record to the ARM Foundation office. The transcript must include grades for the 2011 fall term.
2. Complete the enclosed "Application Form" and the "Profile Sheet."
3. Obtain a letter of verification from you or your parent's employer indicating the starting date of employment with the firm. You or your parent must have been or will be employed with a full member of the Automotive Recyclers of Minnesota for at least one year prior to January 1, 2012.
4. Applicant must complete the enclosed "Certification Form."

Social Security #

_____/_____/_____
Date of Application

Name Of Applicant

ARM NEWS

ARM Foundation Scholarship Application

APPLICATIONS MAY NOT BE HAND WRITTEN.

1. Full Name (please print): _____
First Middle Last

2. Home Address: _____
Number and street City State Zip Code

3. Home Phone: _____ 4. Date of Birth: ____/____/____

5. Expected date of graduation (please Check one)

High School: ____/____
mo. Yr.

High School: ____/____
mo. Yr.

6. **High School Students Only.** Name, in order of preference, the three colleges you would like to attend. You must indicate whether you will live on campus or commute daily.

College	Location (City, State)	Live at Home or on Campus
A. _____		
B. _____		
C. _____		

7. Your name or name of parent who has been employed by a FULL MEMBER of the ARM for at least one full year. _____

8. Your/Parent's Occupation: _____

Employment Start Date: ____/____/____

9. Name of your/parent's employer* _____

Firm

Address

*See instructions on page one (1).

Profile

Use the Space Provided Below or a Separate Sheet or Paper if Needed.

Applications May Not be Hand Written.

1. State briefly what course of study you wish to pursue/are pursuing in college and what your goals are (reasons for attending college and choosing this field.)

2. State briefly what kind of person you think you are. What self improvements would you like to make?

3. How do you evaluate your academic record as compared to your ability?

ARM NEWS

Profile

Use the Space Provided Below or a Separate Sheet or Paper if Needed.

Applications May Not be Hand Written.

4. List your high school/college activities:

	High School	College	Comments
Academic Honors			
Offices Held			
Music/Art			
Athletics			
Other Extra Curricular			
Community Activities			
Other			
Employment			

5. What activities have contributed most to your development? Why?

6. Please list the newspapers (daily & weekly) in your hometown area so we can send announcements to them if you should win an ARM Foundation Scholarship:

NEWSPAPER

ADDRESS

CITY/STATE/ZIP

CERTIFICATION

(To be completed by the parent or employee)

I certify the following to be true and correct (please check those that apply):

- The ARM Foundation Applicant is a dependent student who receives financial assistance from me.
- The ARM Foundation Applicant is claimed by me individually or jointly as a dependent for federal income tax purposes.
- Not Applicable (I am the applicant)

FULL APPLICATION SHOULD BE RETURNED TO:

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

Name (Please Print): _____

Signature: _____

Date _____

**APPLICATION & ALL REQUIRED MATERIALS MUST BE RECEIVED
NO LATER THAN MARCH 1, 2012.**

ARM NEWS

Ask Questions and LISTEN

By Christine Corelli

Forget tough! Today, competition is fierce. You need to practice consultative selling if you want to influence customers to do business with you. One way to demonstrate consultative selling and enhance your ability to close more sales, is to develop the habit of asking questions first and listening before you speak. It is the most effective way to learn about your customer's needs. Asking questions and listening also helps to gain your customer's confidence, and shows them you care.

Why is it that so few companies train their people on listening skills? All too many salespeople jump at the opportunity of being in front of a live customer. Instead of taking the soft approach, they start their conversation by stating how great their product or service is. Or, they'll ask one quick question such as "How are you?" and start selling, instead of asking questions. This could be due to the fact that these days, it's incredibly difficult to get an appointment or speak on the phone to a real live buyer.

Do you think you might be losing business because you're talking when you should be listening? If you do, you need to remember that your customers need you to listen to them about what is important to them. They want to make sure that you understand their needs, concerns, priorities, problems, and expectations. If you don't listen, they'll go to one of your competitors who will.

Refrain from the impulse to start selling until you've asked a few questions. You need to be able to direct your prospect's thinking to uncover their needs.

In your initial meeting or when a customer walks into your store, make it a habit to ask questions like the following ...

"How's your business doing?"

"What's most important to you about..."

"What do you want to accomplish with this project?"

"How's the car running for you?"

"Why are you considering this venture?"

"What motorcycle is the one you dream of riding?"

"What educational sessions are most appealing to you for our next conference?"

"Can you tell me about your needs?"

"What are some of the challenges you're facing?"

"What, specifically, are you looking for in a provider?"

"Would you like me to point out the sales rack for you?"

"What challenges have you had in the past?"

"How fast did your last order sell off?"

"Do you have a surplus in your inventory?"

"What would you change from the last company you worked with?"

"What are the capabilities you would like to have with our product?"

"How do you handle the financing?"

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“What type of model most appeals to you?”

“What style do you like to wear?”

Ask open-end type questions – How, What, Why, Who – and take careful notes. Asking questions is highly beneficial for these reasons:

Questions lead to answers.

- Answers lead to rapport, and discovering what the other person needs to know and needs to hear from YOU to influence them to buy.
- Asking questions gets your buyer’s attention, and gives you control of the conversation.
- Asking questions allows your customer to talk, so you’ll gain insight on how to respond
- Asking questions give you the opportunity to observe their personality and body language, so you’ll know how to act and respond appropriately.
- Asking questions demonstrates that you have a genuine interest in them

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Christine Corelli uthor of five business books including the popular *Wake Up and Smell the Competition*. Her track record includes over two hundred published articles, hundreds of presentations at meetings and conferences and an impressive client list including many in the automotive industry. Her newest book release, *Capture Your Competitors’ Customers and KEEP Them* is set for May, 2011.





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of Minnesota &
Concerned Auto
Recyclers of Wisconsin



For More Information Contact:
Kelly Salseg 612-781-5555
or Sandy Dumke 800-229-2886
www.recyclersconvention.com

ARM NEWS

Are You in Compliance With Your Stormwater Permit? ARM Can Help!

By David Kendziorski, MN-CAR Program Manager

It is not easy to comply with the Minnesota industrial stormwater permit. The permit requires extensive paperwork, implementation of numerous best management practices (BMPs), quarterly stormwater sampling, the application of benchmark limits, and follow up actions (depending on your sampling results). By now, all ARM members should have submitted a stormwater permit application to MPCA, prepared a site specific stormwater pollution prevention plan (SWPPP) and site map, identified stormwater sampling locations, conducted the first round of stormwater sampling, and be getting prepared for the second round of sampling.

Many ARM members are concerned about their initial sampling results. ARM has confidentially summarized the results from more than 20 members. Most members are violating the benchmark limits for iron and aluminum, and many members exceed the limit for total suspended solids. Other benchmarks are also exceeded, but less frequently. Facilities that exceed the benchmarks must continue sampling beyond the first year, and implement additional stormwater controls. These follow up actions are costly and complicated, so all ARM members should be striving to meet the benchmarks.

MN-CAR Professional Assistance

ARM members can obtain extensive professional on site assistance with their stormwater permit by joining the MN-CAR program. The MN-CAR program certifies that participating members are meeting a set of environmental, safety, and

regulatory licensing standards. You do not need to be meeting all of the standards before joining MN-CAR. During his initial visit, Dave will explain what you need to do to become MN-CAR certified, and offer you plenty of help. MN-CAR is an excellent way to stay informed about regulations affecting our industry, receive hands-on training and advice, and be recognized as one of the leading recyclers in Minnesota. Members are audited to verify compliance with the standards. The MN-CAR fee is \$350 per year.

Under the MN-CAR program, Dave will help prepare your permit application, SWPPP, and site map; identify your stormwater sampling locations; discuss sampling procedures and how to prepare for sampling; review your sampling results; and advise you how best to meet the benchmarks and stay in compliance with your permit.

To join MN-CAR, contact ARM Executive Director Kelly Salseg at 612-781-5555 or autorecyclersmn@bitstream.net, or fill out and complete the MN CAR applica-

CONGRATULATIONS TO THESE NEWLY CERTIFIED MN CAR MEMBERS:

A-ABCO FRIDLEY AUTO PARTS
BALOW'S HWY 7 AUTO SALVAGE, INC.
BUDGET AUTO PARTS
ELITE AUTO

ARM NEWS

tion form in this newsletter and return with to ARM with your annual MN CAR payment of \$350.00.

Help is Available to All ARM Members

Our MN-CAR Program Manager, Dave Kendziorski, has over 30 years of stormwater permitting experience. Any ARM member can contact Dave at 414-943-1773 or dave@stormtech1.com to discuss:

- how to interpret your stormwater sampling results
- sources of specific pollutants
- best management practices that control stormwater pollutants
- ways to prevent or minimize exposure of materials to rainfall and stormwater

- how to properly sample stormwater
- how to prepare your outfall locations prior to sampling
- stormwater treatment systems that are suitable and effective for the auto recycling industry

If you haven't yet started to comply with your permit, give Dave a call and he'll explain how to get started.

ARM will continue to distribute information and advice on stormwater compliance at the convention, periodic training sessions, and through this newsletter.



Automotive Recyclers of Minnesota Annual Winter Outing - Sponsorship Application Friday & Saturday, January 27 & 28, 2012

- **Hospitality Lodge ...\$1200**
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. You will receive sole signage in the Hospitality Lodge where only you may display materials, promotional items, etc. Includes up to four free registrations.
- **Ice Fishing Competition ...\$1200**
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. You will receive sole signage at the Ice Houses. Includes up to four free registrations.
- **General Event Sponsor...\$200**
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. Includes one free registration.

Sponsorship: _____
 Firm Name: _____
 Contact Name: _____
 Address: _____
 City/State/Zip: _____
 Phone: _____
 Fax: _____
 E-mail: _____

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

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

ARM NEWS

Automotive Recyclers of Minnesota

7th Annual Winter Outing

Friday & Saturday, January 27 & 28, 2012

**Free Beer! Free Food! Free Fun! Cash Prizes!
Ice Fishing Contest! Hospitality Lodge!
Chili Cook Off!**

Where:

Mille Lacs Lake • McQuoid's Inn
1325 Hwy. 47 North
Isle, MN
800-862-3535
www.mcquoidsinn.com

Lodging Information:

McQuoid's Resort offers hotel rooms, cabins and condos, as well as a variety of sleep-in ice fishing houses at a variety of prices. McQuoid's contact info: Toll Free 800-862-3535; www.mcquoidsinn.com.

THANK YOU TO OUR SPONSORS:

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BW INSURANCE AGENCY

NORTHERN METAL RECYCLING

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

Winter Outing Activities Schedule:

Friday, January 27

5:30 p.m. Hospitality Lodge Opens — Beer provided — you are welcome to BYOB

6 p.m. BW Insurance Agency
Appetizer Competition
1st Prize \$100 ~ 2nd Prize \$50 ~ 3rd Prize - \$25
Bring an appetizer to share at the Hospitality Lodge and have a chance of winning a cash prize for tastiest treat!

Saturday, January 28

9 a.m. — Ice Fishing Contest \$50 cash
3 p.m. prize for each category: First Fish, Most Fish, and Biggest Fish (pounds)

1 p.m. Hospitality Lodge Opens.

1 p.m. Lunch available for pick up in Hospitality Lodge.

For those needing a break from fishing — hang out in the Hospitality Lodge for dice or card games..

6 p.m. Tasting, Judging & Awarding of cash prizes for the Adolph's Converters & Cores Chili Cook Off & the Ice Fishing Contest in Hospitality Lodge. Must be pre-registered to enter Chili Cook-Off Competition. One winner - BEST DARN CHILI - receives a \$200 cash prize!

Contact Kelly Salseg for more info @ 612-781-5555 or
autorecyclersmn@bitstream.net

ARM NEWS

ARM 2011 WINTER OUTING REGISTRATION FORM

**REGISTRATION FORMS MUST BE RETURNED TO ARM OFFICE
NO LATER THAN MONDAY, JANUARY 25, 2012**

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 & # _____

BW INSURANCE AGENCY 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

What's New With You?

~Birthdays are good for you. Statistics show that the people who have the most live the longest.~

Schaefer Auto: Happy Birthday to Jim Wolterstorff (November 21)

Elite Auto: Happy Birthday to Shane Rudd (November 21)

John's Auto Parts: Happy Birthday to Mark Hortman (November 30)

Marco Auto Recycling: Happy Birthday to Dave Marofsky (November 27).

Hutch Auto & Truck Parts: Happy Birthday to Robbi Bajari (December 13)

"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).

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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

- A-Abco Fridley Auto Parts*
- AAA Auto Salvage*
- AAA Auto Salvage - North*
- Aazzee's Auto Salvage*
- Ace Auto Parts*
- All Parts Pickup & Auto, Inc.*
- Automotive Parts Solutions*
- Balow's Hwy 7 Auto Salvage, Inc.*
- Brook Park Enterprises, LTD*
- Budget Auto Parts*
- Elite Auto*
- Hutch Auto & Truck Parts*
- Jerry's Auto Salvage*
- John's Auto Parts*
- Kelly Auto Parts*
- MARCO Auto Recycling, Inc.*
- Metro Auto Salvage, Inc.*
- Misgen Auto Parts, Inc.*
- PAM's Auto, Inc.*
- R & R Auto & Metal Salvage*
- Sharp Auto Parts LLC*
- Shipman Auto Parts, Inc.*
- U Pull R Parts*
- U Pull R Parts II*
- Viking Auto Salvage*

ARM NEWS

More Stormwater Sampling Tips...

By David Kendziorski, MN-CAR Program Manager

Your Goal:

Meet the benchmark limits! You are an auto recycler, not a professional stormwater researcher. Follow the sampling rules in your stormwater permit, but do so in a way that helps you meet the benchmark limits. Your sample kit likely includes, for each sample site, one larger bottle for total suspended solids, one larger bottle for metals, and three small vials for volatile organics. The vials and metals bottle include a preservative. Many if not most benchmark

violations are caused by improper sampling techniques and poorly prepared sampling locations.

1. Scoop It

In order to avoid cross-contamination, many labs and consultants will advise you to dip your sample bottles directly into your stormwater runoff to collect your samples. I disagree. Use a scoop to collect your water sample and avoid scraping the bottom, disturbing sediments, and collecting debris and floating substances. Carefully fill your sample bottles with the scoop. If the scooped sample looks bad, don't use it and try again. Find the perfect size and shape scoop for your sample location. Hardware, kitchen supply, and farm supply stores offer a great variety of scoops. Don't use a metal scoop – glass or pexiglass are best. If you are concerned about cross contamination (I'm not), rinse the scoop with distilled water between samples.

2. Mr. Clean

Keep your sampling location and the area near the sample location, as clean as possible. Seriously: go crazy – clean, clean again, and then repeat. Scrape up accumulated sediments, sweep, and remove debris. Keep salvage vehicles, parts, and equipment away from your sample site. If necessary, you can even line the bottom of your sample site with a plastic liner to prevent sediments from being re-suspended. Don't worry –the plastic will not cause a violation of your volatile organic benchmarks.

3. Slow Down

If possible, slow the water down before collecting your sample. Use check dams, absorbent booms, rocks, silt fences, or anything else you can think of to detain the water before it gets to your sample site.



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ARM NEWS

4. Go Green

Jeff Balow of Balow's Highway 7 Auto & Salvage (Lester Prairie) has a perfect sampling location – a gently-sloped grass swale that slows the runoff and filters the pollutants. Jeff keeps the grass long, maintains a protective grassed buffer alongside the swale, and added several floating absorbent booms across the swale. In his first round of sampling, Jeff easily met all of the benchmarks. Vegetation is your friend.

5. Beware of Snowmelt

Your third quarter sample (Dec-Jan-Feb) will likely be snowmelt. Be careful – snowmelt runoff often has very high levels of pollutants. Don't pile dirty snow near your sampling location. If possible, try to collect your sample early – when the snow just starts to melt, but before it gets too muddy. If it looks too nasty, don't sample and wait for a better event. Remember: the benchmark limits will be compared to your average annual pollutant levels. So one bad sample can easily ruin your average. If one of your quarterly samples exceeds the benchmarks by more than four times, you're screwed – it will be impossible to meet the benchmark on an annual average (unless you sample more often).

2012 ARM MEMBERSHIP RENEWAL

YOU SHOULD NOW HAVE RECEIVED YOUR 2012 ARM MEMBERSHIP RENEWAL NOTICE. IF YOU HAVE NOT YET SENT IN YOUR 2012 RENEWAL – PLEASE DO SO AS SOON AS POSSIBLE.

ARM MUST RECEIVE YOUR RENEWAL NO LATER THAN DECEMBER 31, 2011, IN ORDER TO INCLUDE YOUR FREE LISTING IN THE 2012 ARM MEMBERSHIP DIRECTORY.

THANK YOU FOR YOUR COOPERATION!!!

6. HELP!

If your sampling results look bad or you have questions, get some help. Contact your environmental consultant (if you have one) or feel free to



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

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 56334

All Grades of Scrap Metal

Joe Alexander

1-320-634-3035

Wisconsin

8010 Olson Drive, Eau Claire, WI 54703

All Grades of Scrap Metal

Chris Higley

(715) 834-6677

ARM NEWS

get in touch with me at 414-943-1773 or dave@stormtech1.com. Use your network of trusted fellow recyclers to see what worked for them, or contact the ARM office. Although MPCA has some useful sampling guidelines on their website, I do not recommend contacting MPCA staff with your facility-specific concerns. If you have identified more than three sample sites, let's talk – you are probably sampling too much.

Happy Sampling!

Automotive Recyclers of Minnesota Stormwater Testing Kit Order Form

Full 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 Price	Qty.	Total
Full Kit	\$134.09	_____	_____
TSS Kit	\$26.82	_____	_____
Aluminum Kit	\$26.82	_____	_____
Iron Kit	\$26.82	_____	_____
Lead Kit	\$26.82	_____	_____
BTEX Kit	\$53.64	_____	_____

All kit pricing includes sales tax

Check made payable **TOTAL DUE** _____
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

Name on Card _____
 Amount _____ Exp. Date _____
 Credit Card# _____
 CV Code _____ Date _____
 Authorized Signature _____

Mail To:

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ARM NEWS

Industrial Stormwater Program Information

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**Contact Jesse Kangas
763-315-5672**

In response to requests to have more compliance information available electronically, the Industrial Stormwater Program has created the "Electronic Information Access" link on the Industrial Stormwater Program Page of the MPCA website (www.pca.state.mn.us/industrial-stormwater). Through this link, trade associations, consultants, permittees and interested parties can:

1. View a list of applicants who applied for permit coverage or certified for the No Exposure Exclusion (sortable by county, sector, city, facility name and other search options)
2. View and confirm Industrial Stormwater application information
3. View facility-specific monitoring calendars
4. Download Benchmark and Effluent Monitoring Report forms
5. Download Benchmark Monitoring Waivers
6. Download a copy of the Permit Coverage Card and/or cover letter
7. View monitoring data results, once submitted

Important Note: In an effort to save money/efficiency, the forms will be available on-

ARM NEWS

line only. Permittees can request a paper copy for the forms to be mailed out to them by contacting the Industrial Stormwater Program at 651-757-2119 or 800-657-3804 (non-metro only) or via email at: iswprogram.pca@state.mn.us.

All permittees are required to conduct benchmark monitoring of their stormwater discharges, beginning one year after receiving permit coverage. Many facilities are not sure when to start their benchmark monitoring. Here's an example facility and their example sampling intervals:

Facility A applied for permit coverage on August 5, 2010 and has no effluent monitoring requirements. The first benchmark sampling interval begins on August 5, 2011. For Facility A, their sampling intervals are:

- August 5-November 4, 2011
- November 5, 2011-February 4, 2012
- February 5, 2012- May 4, 2012
- May 5, 2012-August 4, 2012

Below is A Mock-Up of A Stormwater Test Result Report From the Minnesota Valley Testing Laboratory.

MVTL

MINNESOTA VALLEY TESTING LABORATORIES, INC.

1126 N. Front St. ~ New Ulm, MN 56073 ~ 800-782-3557 ~ Fax 507-359-2890
 2616 E. Broadway Ave. ~ Bismarck, ND 58501 ~ 800-279-6885 ~ Fax 701-258-9724
 51 W. Lincoln Way ~ Nevada, IA 50201 ~ 800-362-0855 ~ Fax 515-382-3885

MEMBER
ACIL

MVTL guarantees the accuracy of the analysis done on the sample submitted for testing. It is not possible for MVTL to guarantee that a test result obtained on a particular sample will be the same on any other sample unless all conditions affecting the sample are the same, including sampling by MVTL. As a mutual protection to clients, the public and ourselves, all reports are submitted as the confidential property of clients, and authorization for publication of statements, conclusions or extracts from or regarding our reports is reserved pending our written approval.

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If your numbers are less than the numbers in the circle You passed!

KELLY SALSEG
 AUTOMOTIVE RECYCLERS OF MINNESOTA
 3333 SKYCROFT CIRCLE
 MINNEAPOLIS MN 55418

Project Name:
 Sample Description: BMI-2

Page: 1 of 1

Report Date: 25 Jul 2011
 Lab Number: 11-A34050
 Work Order #: 12-10592
 Account #: 004251
 Sample Matrix: WASTEWATER
 Date Sampled: 14 Jul 2011 10:45
 Date Received: 15 Jul 2011 9:05

Temp at Receipt: 1.3C

	As Received Result		Method RL	Method Reference	Date Analyzed	Analyst
Water Digestions					21 Jul 11	RMV
Solids, Total Suspended	< 100	58	mg/L	2	15 Jul 11 14:45	LH
Aluminum	< 1.5	0.25	mg/L	0.010	22 Jul 11 11:16	RH
Iron	< 1.0	> 0.75	mg/L	0.015	22 Jul 11 11:16	RH
Lead	< 0.164	< 0.03	mg/L	0.03	22 Jul 11 11:16	RH
Benzene	< 9.0	< 0.001	mg/L	0.001	19 Jul 11	JAN
Toluene	< 3.7	< 0.001	mg/L	0.001	19 Jul 11	JAN
Ethyl Benzene	< 2.7	< 0.001	mg/L	0.001	19 Jul 11	JAN
Xylenes (Total)	< 2.8	< 0.003	mg/L	0.003	19 Jul 11	JAN

BTEX/GRO Sample pH < 2

BTEX SURROGATE RECOVERY: 100 %

INDUSTRY NEWS

Fancy Batteries in Electric Cars Pose Recycling Challenges

By James Kanter, New York Times

Many recycling companies have already begun setting up an infrastructure to process the battery packs that come from electric cars, which could serve as a new source of income as about 500,000 obsolete batteries could be disposed of annually by the early 2020s, according to Frost & Sullivan. Companies that do not plan for recycling could face brand damage, fines, and legal action if the batteries end up being illegally dumped in landfills,

notes Umicore's Ghislain Van Damme. However, the cost of setting up recycling systems for the batteries is a prohibitive factor for many companies because the latest lithium-based batteries are less valuable to recycle than the older models. "Lithium still costs about five times more to recycle than to mine, so environmental laws will drive recycling for now," says Frost & Sullivan analyst P. Aswin Kumar. Toyota Motor recently established partnerships in



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INDUSTRY NEWS

Automotive Recyclers of Minnesota 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.

Plastic bags: 18 x 24 - 250/pkg., 3 MIL Thickness
Price Qty. Total

\$45.00 (ARM Member) _____ = _____

\$50.00 (Non-Member) _____ = _____

Subtotal _____

Minnesota & Hennepin Cty. Sales Tax 7.275% _____

Shipping (\$10.00 per package) _____

TOTAL DUE _____

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

Shipping Address:

Name _____

Company: _____

Address _____

City, State, Zip _____

Phone _____

Email _____

Billing Address: (if different)

Name _____

Company: _____

Address _____

City, State, Zip _____

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

Name on Card _____

Amount _____ Exp. Date _____

Credit Card# _____

CV Code _____ Date _____

Authorized Signature _____

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

Automotive Recyclers of Minnesota 2012 Membership Directory

MAKE SURE YOUR AD IS INCLUDED!

Advertise in the Automotive Recyclers of Minnesota 2012 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	Payment and
<input type="checkbox"/> Double Page (9" x 17")	\$500	ad copy must
<input type="checkbox"/> Inside Front Cover (4.5" x 8.5")	\$400	be received by
<input type="checkbox"/> Full Page (4.5" x 8.5")	\$300	ARM
<input type="checkbox"/> One-Half Page (4.5" x 4.25")	\$200	by December
<input type="checkbox"/> One-Fourth Page (4.5" x 2")	\$125	31, 2011.

100# GLOSS PAPER IN FULL COLOR!

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!

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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

Name on Card _____

Amount _____ Exp. Date _____

Credit Card# _____

CV Code _____ Date _____

Authorized 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



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

The **HOTLINES** Difference.

There's a reason the top recyclers across Florida are becoming members of the Hotlines Network. That's because Hotlines remembers what lines used to be like in the days when good payment history and a good reputation were mandatory for line membership.

NEW MEMBERS:

Only the top recyclers are invited to become Hotlines members. Each new applicant is screened based on:

- Length of time in business
- Payment history
- Quality of parts

Applicants must have 3 Credit References who are willing to vouch for the applicant's quality.

Then each new applicant is voted on by the
entire membership

Recyclers who do not pay their bills or
ship shoddy parts are not accepted.

EXISTING MEMBERS:

Once on, those same high standards continue. Hotlines has the toughest Roll Call policy in the industry. The Hotlines owners invented the concept of Roll Call.

Members who do not pay their bills are **REMOVED** from the Network until the bill is paid.

Members who make a habit of not paying their bills are **PERMINANTLY REMOVED**.

If you value these things, look no further.

Call Hotlines today, toll free:

(866) 355 - 5350

**to discover for yourself the
HOTLINES difference**

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

MCI Cores
314-725-267

Mike French & Company
800-238-3934

Miller Compressing Company
414-290-6546

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

INDUSTRY NEWS

National Labor Relations Board (NLRB) Issues Final Unionizing Rule

The NLRB issued a final rule last week requiring employers to post notices advising employees of their rights to unionize. The notice of rights poster will be provided at no charge by NLRB regional offices or can be downloaded from the Board website and printed in color or black-and-white. Translated versions will be available, and must be posted at workplaces where at least 20% of employees are

not proficient in English. Employers must also post the notice on an intranet or an internet site if personnel rules and policies are customarily posted there. The notice should be available for downloading on November 1, 2011. The notice must be posted by November 14, 2011.

Reprinted with permission of ARA.

Minneapolis Paver Firm Gets A Deep-Pocket Partner

By Neal St. Anthony, Minneapolis Star Tribune

Vast Enterprises, which makes pavers and other building materials from recycled tires and plastics, announced a partnership with AZEK Building Products, a maker of specialty building material. Vast has raised about \$2.5 million from several investors over

the years, but the new deal will make AZEK the largest shareholder. "Both companies manufacture highly engineered, low maintenance, exterior products that offer exceptional performance and longevity," says Eric Jungbluth, CEO of CPG International, the parent company of AZEK. Vast CEO Andy Vander Woude says that "what we are trying to build is a new product category, composite masonry," and he notes that AZEK has "a history of success in building product categories based on premium, unique technologies." Vander Woude says that every 5,000-square-foot patio or rooftop garden made with its products keeps 2,500 scrap automobile tires and 75,000 plastic containers out of landfills. He says the company expects to triple its revenues next year and double its number of employees.

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Recycled Parts Plus

www.rpplus.com

Parts Broadcast Line: 888-210-1850

Fax: 800-469-9445

Cindy LaVesser

Direct: 866-837-2039

cindy@rpplus.com



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