



THE MINNESOTA RECYCLER

THE VOICE OF AUTOMOTIVE RECYCLERS IN MINNESOTA

MAY/JUNE 2008
www.autorecyclersmn.net

ARM Associate Member Profile **AFLAC**

Shelly Lucken – District Manager

My name is Shelly Lucken. I was raised in northern Minnesota (Winger) on a salvage yard. My father, Lynn Lucken, owns and operates Lynn’s Auto (Lucken Motor Sports) in Winger, MN. My brother, Tal Lucken, owns and operates Far North Auto in Bemidji, MN. My cousin, Jeff Lucken, owns and operates Lucken Truck in Winger, MN. All three are ARM members. I like to joke that I was born with a crank shaft in my mouth, not a silver spoon.

I moved to the Twin Cities in 1997 and began working for AFLAC in 2000. I am a District Manager with AFLAC and have a team of five agents that work with me. I have worked with many companies in a variety of industries and joined ARM last year as an Associate Member. I have a soft spot for this industry, as I was raised in it.

My father Lynn has been dealing with cancer for the past five years. He has three different poli-

cies with AFLAC that have helped over the years. He has thanked me many times for getting him enrolled in AFLAC. He is currently waiting to come home from Rochester after three months of treatments. He has not been home since December 8, 2007. AFLAC has made it possible for him to have the ability to seek the best care and medications.



AFLAC is designed to pay the policy holder, not the doctors, clinics, or hospitals. In times of adversity, we want you, the policy holder, to be able to pay your mortgage, car payments, purchase

Shelly@Aflac continued on page 12

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ARM BOARD NEWS



**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, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 612-781-5555, Fax: 612-781-7052, Email: autorecyclersmn@bitstream.net. Articles may be edited for length.

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ARM BOARD NEWS

Automotive Recyclers of Minnesota Minutes - Board of Directors Meeting April 9, 2008 – Manheim Minneapolis Auto Auctions Maple Grove, MN

MINUTES

Call to Order: The Board of Directors meeting was called to order at 7:00 p.m. by President, Dan Brekke. **Board present:** Robbie Bajari, Chris Bickmann, Dan Brekke, Carl Genz, Mark Hortman, Rick Lemke, Dave Marofsky, Eric Schulz. **Board Absent:** Randy Davis, Bud Martini, Shane Rudd. **Staff Present:** Kelly Lynch-Salseg.

January 2008 Regular Board Meeting minutes & March 2008 Special Board Meeting minutes were reviewed. *Schulz motioned to approve the January 2008 & March 2008 minutes; Marofsky seconded. Motion carried.*

Association and Foundation Financials were reviewed. *Schulz motioned to approve the Association and Foundation financial reports; Genz seconded. Motion carried.*

Executive Directors Report:

Membership: Reported that we have one new Full Member – Andy's Auto Recycling – Carlton. Total number of Full Members 89; Total number of Associate Members 44; Total Membership 133.

Taxes: Association taxes prepared and filed. Foundation taxes will be filed by May 15, 2008.

Foundation: Reported that 5 recipients were selected for \$1,000 scholarships for 2008. Recipients have been notified and most checks have been cut & sent. Reported that we need to transfer \$3,000 from Waddell & Reed into foundation checking account to cover the cost of the scholarships and any miscellaneous expenses the foundation may incur for the remainder of 2008. *Bajari motioned to approve \$3,000 transfer; Hortman seconded. Motion carried.*

Summer Outing: Discussed various ideas for

the Summer Outing. Determined that ARM's Summer Outing for 2008 would be built around an ARM Tail Gating Party & August St Paul Saints game. Lynch-Salseg to initiate planning working in conjunction with the members of the Events Committee.

Bags: Reported that the supply of ARM bags is starting to run low. Lynch-Salseg to obtain three estimates for another order.

President's Report:

Brekke gave a brief recap of the plans for Greater Midwest Convention scheduled for May 2 & 3, 2008 in Hammond, Indiana. Discussed recent developments and talks with Iowa/Nebraska involving the idea of merging the two Midwest conventions for 2009.

Committee Reports:

Convention – Given previously.

Membership – Given previously.

Government Relations – Schulz discussed the ongoing storm water permit proceedings with MPCA. Anticipate that the new permit will be initiated in February 2009 with recyclers being phased in sometime between February – April, 2009.

Hortman discussed an ISRI conference call he sat in on regarding nondegradation. He will keep the ARM board posted of any developments that may affect our industry.



ARM NEWS

Newsletter – Request for assistance in obtaining articles from ARM Associate members.

Web Site – Passed.

MN CAR – Bajari reported that he and Schulz visited several ARM yards in the southern metro area to discuss MN CAR.

Date and location of next meeting: Tuesday, June 10, 6:00 p.m. – Shane Rudd's or Lord Fletcher's.

There being no further business, *Bickmann motioned to adjourn at 8:42 p.m.; Marofsky seconded the motion. Motion carried.*

**ARM WOULD LIKE TO
EXTEND OUR THANKS TO
NATHAN & JON OF MANHEIM
MINNEAPOLIS AUTO AUCTION
FOR HOSTING OUR
APRIL BOARD MEETING.
WE VERY MUCH APPRECIATE
THE TOUR, YOUR GRACIOUS
HOSPITALITY AND
YOUR SUPPORT!!!**

Message from the President

By Dan Brekke

Hello everyone. It would seem that spring is here. I hope all of you are enjoying late winter as much as I am.

How about scrap prices? I would have never believed it if someone had told me it would go this high! And it would seem that it might go higher still - good for all of us!

Just a few things going on that I'd like to touch upon. Our MN-CAR (Minnesota Certified Automotive Recyclers) Program is growing thanks to the efforts of Robbie Bajari from Hutch Auto and Eric Schulz from AAA. These guys are doing a great job educating our members on the MN-CAR Program. Keep it up! We all appreciate it.

The upcoming convention (May 2 & 3) is nearing and all looks well. For those who have not heard, our state hockey team (for the convention quad-state competition) is named the Muskies. Wish us luck - hope we win – I know we'll have fun! I hope as many of you that can attend will. It looks to be a good show and remember – **ARM will pay the registration fee for the first 50 registered ARM yards. Please take advantage of this great offer.**

There's not much new to report on the storm water permit yet – ARM will keep everyone aware of any changes. We have good people on top the situation.

One last thing - Rick Lemke and I attended the Greater Midwest Automotive Recyclers Exposition - GMARE (Iowa & Nebraska) convention in Des Moines a while back looking for interest in a potential unification of our convention and GMARE. There seems to be a high level of interest in this by all of the states involved. Although nothing is definite yet things are in the works and we will keep everyone informed and up to date.

Hope to see you at the convention!

Tim Little

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ARM NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg



It's April 10th – and as I look out my window it's a virtual white out. Wasn't Spring supposed to have started with the vernal equinox on March 20th? I am more than ready for warmer weather, the turning of the green and some sun-

shine. If spring-like weather doesn't present itself soon I'll assume the apocalypse is officially upon us.

In the mean time, one of the things that is keeping me going through this eternal winter is planning some fun summer activities. Scheduling time

for weekends at the cabin, some bicycling trips with friends, summer camp for the kids, and planning the ARM SUMMER OUTING!

For the past 6 years the ARM Summer Outing has been held in conjunction with the Dakota County Fair. As most of you know it consisted of enjoying the fair, an ARM bbq and a special ARM heat in the demolition derby. While anyone that attended this event will tell you it was a riot, after 6 years the ARM board has decided to try something new. Variety is the spice of life – right?

While plans for the 2008 ARM Summer Outing are in the infancy stages at this time, I want to give you all a heads up of what we have in mind so that you can start making plans to attend. So...
MARK YOUR CALENDARS FOR SATURDAY, AUGUST 16th!!!

This year the ARM Summer Outing will take place on Saturday, August 16 –

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ARM NEWS

For those of you that have never attended a St Paul Saints (Minor League) baseball game at the open air Midway Stadium – it is an experience not to be missed. It’s very reminiscent of the Twins games when they played at the old Met Stadium in Bloomington, except at Midway/Saints – every seat is a good seat and close to the action. It really transports you back in time to spend a summer evening with the Saints as you sit outside, enjoy a cold beer, watch great baseball and listen to the sound of the train whistles from the nearby rail road tracks. I had season tickets for years and never missed a game.

We have arranged for an exclusive ARM – Behr Mason City, LLC - Tail Gating area inside the stadium with lots of beer and a delicious catered meal provided. The game at 7:05 p.m. and a pre-game drawing for two on-field experiences will be brought to you by Northern Metal Recycling. Ever thought you were fast enough to steal a base? How about announcing the line up and play ball? This may be your chance! We’ll also be conducting a pre-game Door Prize give away sponsored by Trissel Graham & Toole. . We’ll commemorate and close the evening with a group photo on the field. We are also looking into the possibility of arranging for discounted hotel rates at a nearby hotel and shuttle service.

As I said, planning is in the infancy stages but we will keep you posted as plans progress. Expect to receive more specific details & registration materials for the 2008 Summer Outing/St Paul Saints Tail Gating Party in mid-June. We will also post information on the ARM web site (www.autorecyclersmn.net) and send periodical e-mail and fax alerts. If you have ideas or sugges-

tions for this event – please feel free to give me a call at the ARM office (612) 781-5555.

Until then – THINK SPRING!!



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ARM NEWS

ARA Mid-Year/Hill Days In Review

By Eric Schulz

ARA held the Mid-year Conference and Hill Days in conjunction this year in Washington DC, March 8th through the 11th. Nearly every ARA Committee held a meeting during the Mid-Year while mixing in some good seminars and entertainment. ARA members had over 100 meetings scheduled on "The Hill" with their representatives as well as higher level meetings with the authors and sponsors of the VIN bill.

I was able to attend most of the committee meetings. The CAR and Gold Seal Committees kicked things off on Saturday morning. ARA has hired a new staff member to manage the CAR program. Her name is Chrissi Moyer. After she gets settled and can comfortably manage the CAR program there are plans to have her manage all ARA certification programs. The Gold Seal Committee is developing plans for a marketing campaign directed at collision repairers and insurers. There was also some discussion regarding the CSI calls required by the program and some potential changes in committee members. The E-commerce committee had a lively discussion regarding plans to implement grading and ARA Damage Codes for wheels. ARA-University has again expanded their offering in the training department. They now offer training on mercury switches, OSHA approved forklift training, Stormwater Sampling, and Legal Compliance. This can be a great tool for members and non-members to train themselves and their staff. The ARA Educational Committee and Scholarship Foundation are gearing up for the ARA Convention in Kansas City by beginning the sale of reverse raffle tickets with the grand prize of a brand new Saturn Sky! Last but not least was the Salvage Solutions Committee. ARA and more specifically the Salvage Solutions Committee are working very hard to pass legislation to help undermine the fraud and theft that happens every day at the auctions we purchase our inventory

from. It is amazing the connections that have been made between auto theft, terrorism, organized crime and salvage auctions. The result of the legislation would be a central and accessible database that can be used to make sure that identical VIN's are being used on multiple vehicles and that multiple vehicles are being exported under the same VIN. ARA has also developed a relationship with the National Insurance Crime Bureau (NICB). This relationship will enable us to quickly and easily adapt to any new rules regarding the 1992 Anti Vehicle Theft Act and the VIN reporting that is required by that act.

There were some great seminars this year too. The Rogers Group did a couple seminars on leadership and returning value to ARA members. EverDrive did a presentation on emerging markets and the retail consumer. Nationwide Enrollment Services showed attendees how to take advantage of tax credits for both employers and employees. And ARA University demonstrated how their program works and how to best take advantage of the tools available. The final seminar of the Mid-year Conference was really an introduction to and training for our Hill Days meetings. Jerry Cox from NICB did a presentation on what is happening and the progress we are making regarding the VIN bill. He also discussed in greater detail the relationship ARA has with NICB and the agreement for ARA to provide VIN information to NICB which will fulfill any reporting requirements that we may be forced to make in the future. If you attend our Upper Midwest Convention Jerry will be making a presentation there on all of the developments regarding the VIN bill and NICB.

This was my third time attending Hill Days. ARA put together some very professional and fact filled packets for us to give to our representatives. I had meetings that day in the offices of Congressman John Kline, Senator Amy Klobuchar,

ARM NEWS

and Senator Norm Coleman. Most of the time when going to these meetings you end up meeting with a late- teens or early-twenties staff person, but once in a while you will get to meet with the real deal. This year “The Hill” seemed exceptionally busy. I was able to shake hands with Amy Klobuchar on her way into her office while I was meeting with one of her staffers. The fun one was while I was meeting with Norm Coleman’s staffer in the hallway in front of his office all of a sudden there was a guy standing next to me listening to our conversation. I glanced over and there is Norm! We had a great conversation about automotive recycling. He told me a story about getting his Explorer repaired at a St. Paul body shop and how they used recycled parts in the repair.

The Mid-year and Hill Days events are a great

opportunity to learn what is happening in our Industry and help to direct where we are going in the future. The VIN legislation that is being worked on and the agreement with NICB will have a very positive effect on recyclers and help to improve our image and recognition as an industry. It is estimated that automotive recycling generates \$25 billion in annual revenue and is the 16th largest industry in the United States. The amazing thing to me about those numbers is that the majority of our industry is comprised of family run businesses. Our associations both local and national are vehicle we can use to keep up with the constant change in technology, innovation, and techniques to provide economic and environmental benefits to our communities.

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ARM NEWS

What's Your E-Mod?



By Trissel Graham & Toole

What is your e-mod? In fact, what is an e-mod? Your experience modifier or e-mod is a number that shows how your organization's worker's compensation claims experience compares to the experience of other businesses similar in size and types of jobs.

The average for similar businesses is exactly 1.0. If your e-mod is less than 1.0, then your claims experience is better than average. If it is more than 1.0, then your experience is worse than

the average and probably worse than many of your competitors – so you may have some catch-up work to do.

Your e-mod number is a multiplier used in calculating your work comp premium. An e-mod less than 1.0 directly reduces the premium you pay. The lower your e-mod, the greater the reduction.

The better you manage your business when it comes to preventable injuries, the lower your work comp premium. Most businesses that are success-

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ARM NEWS

ful at preventing injuries have these practices in common. They:

- Are responsive to safety throughout their organizations. This shapes a safety culture. It influences employee work behaviors. And typically, safety is coordinated by one or two safety point persons.
- Hire with safety in mind. It all starts with the person hired.
- Put into writing the kind of safety focused organization that they are and communicate the focus to employees on a regular basis.
- Regularly train employees to work safely. They spot check their employees work and work habits.

But even the best intentions still result in a work place injury. Minimizing the injury costs can present difficult situations for managers and owners. A big one is deciding whether to and how to bring an injured employee back to work at a lighter-duty job.

Although creating a light duty job is hard, bringing an employee back to work after they have been released for light duty by their doctor can have a sizable impact on reducing the amount of the claim. Many employers experienced at managing their e-mods have made light duty, early return-to-work the norm. They understand its value. They work closely with the treating doctors to obtain medical releases. Some go to great lengths to accommodate an employee's physical condition or other needs. By bringing an employee back to work as soon as possible, they do not get out of a work routine and they are ready to go back to their regular job duties more quickly.

There are many reasons individuals own and operate their own businesses. Certainly one of them is to make money and profit. So minimizing work comp claims, having a lower e-mod, and focusing on the majors helps to drive money and profit to the business bottom line. Managing your e-mod becomes a win-win!

What's New With You?

BEHR MASON CITY, LLC: The man, the myth, the legend - John Glover, is celebrating another year on May 18th! Our heartfelt wishes to John for a VERY HAPPY BIRTHDAY!!!

DYKE'S AUTO SALVAGE: Our Office Manager, Maralee Onken, celebrated 25 years of employment with Dyke's Auto Salvage in Worthington, MN on March 25, 2008. Congratulations to Maralee!

JACK & DON's: Arlene Majkich, past owner of Jack & Don's, passed away January 17, 2008. She and her husband have owned the business since 1967. Their children (3 boys and 1 girl) now have taken over the business. They have been with the company since they were old enough to work with their dad fixing and towing cars. They have always had a 24 hour towing business, so needless to say Arlene was up answering the phone at all hours. She was the bookkeeper there for over 30 years.

JOHN'S AUTO PARTS: HAPPY 35th ANNIVERSARY!! John's Auto has been around since 1946. Harry's father, John, purchased it in 1961. On March 1, 1973, Harry and Linda Haluptzok bought the business and kept the John's Auto Parts name. They had 6 employees when they began, and now are nearly 120 employees strong!

VIKING AUTO SALVAGE: Birthday greetings go out to Tony Faust who will be celebrating another year on May 23rd - Best wishes Tony!

"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!

ARM NEWS

Shelly@Aflac continued from page 1

groceries, etc. Perhaps the dollars from AFLAC will allow you and your family to seek care that otherwise you could not afford. We are here to help with the monetary side of an illness or accident, so that you can deal with the emotional side and not have that added stress. If you are injured or sick, you need to be able to get better and heal. Not worry about how to pay your house payment.

We do not compete with or replace any major medical plan. We are here to merely compliment them. When it comes to benefits, we enhance and compliment what you may have in place. If you have no benefits, we give you an option for your employees. The policies are individually issued and employee owned. Thus, we only ask that the employer payroll deduct the premiums.

I am sure everyone knows someone that has been in an accident or gone through an illness. No employer wants to become a banker and have to make loans to their employees due to these circumstances. Benefits have become a challenging area. Attracting and retaining quality employees becomes more competitive each day. We have everything from Accident, Dental, Cancer, Life, and numerous other policies. We have several policies that help pay for the delivery of a child. This is why AFLAC has become the perfect solution for so many businesses and their employees.

I feel my business has been a success because I truly care. I help employees choose what fits their needs and budget. Very similar to your businesses, AFLAC agents are self employed. And as in your businesses - customer service IS KEY!

My goal is to contact the members of ARM and set up a 15 minute meeting to see if AFLAC may be a good fit for your business. I look forward to getting to know all the members of ARM. Yes, I do travel with the duck! Thank you in advance for this opportunity.

Sincerely ~ Shelly Lucken

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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 5,000 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 and Illinois and Indiana state associations to host the best regional convention in the country.

Products

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

MN-CAR Program (Minnesota Certified Automotive Recycler)

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

Educational and Social Events

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

Be a Player

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

ARM NEWS

Sign up today:

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, please provide: _____

Phone: _____ Fax: _____

Toll Free: _____

E-mail: _____

In business since: _____ No. of employees: _____

Web Site: _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK:

199.00* Full Membership

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

150.00* Associate Member

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

Rates are based on annual membership.

For federal income tax purposes, up to 9.5% of your investment in the Automotive Recyclers of Minnesota may be deductible as a necessary business expense (IRS Section 162). However, it is not deductible as a charitable contribution (IRS Section 10701).

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

ARM NEWS

Help is Available to Meet the MN-CAR Standards

By David Kendziorski
MN-CAR Program Manager

The new Minnesota Certified Automotive Recycler (MN-CAR) program will certify participating automotive recyclers that meet 26 business, environmental, safety, and regulatory standards. To verify compliance, MN-CAR compliance audits will begin later this year. Many different types of assistance are offered, at no additional cost, to help recyclers comply with the standards. This assistance is provided through ARM-sponsored training sessions, handouts and mailings, articles in *The Minnesota Recycler*, on site guidance (during the audits), and by e-mail or telephone.

The following types of assistance are currently available to recyclers participating in the MN-CAR program:

- **Storm Water Permit Assistance**

The MN-CAR Program Manager will help recyclers comply with the Rule 6 industrial storm water permit administered by MPCA. The Program Manager, upon request, will review your storm water pollution prevention plan (SWPPP), evaluate your non-storm water discharges, and advise you on permit renewal requirements, storm water sampling, and the annual report.

- **Material Safety Data Sheets (MSDS)**

Recyclers are required to have MSDS for all hazardous materials that are present at the facility. MN-CAR offers a list of common MSDS for auto recyclers, a compact disk that includes about 60 of the most frequently required MSDS at recycling facilities, and a list of the best web sites where recyclers can easily download the MSDS they need. The MSDS should be placed in a binder or folder and made accessible to all employees.

- **Eyewash Station**

A hard-piped or 15-minute continuous flow portable eyewash station is required to be

properly located at each recycling facility. MN-CAR offers a list of where to purchase eyewash stations and identifies the approved models.

- **Airbag (Hazardous Materials Transportation) Training**

Airbag (hazardous materials transportation) training is required for all recyclers that ship or deliver airbags. The training must be renewed every 3 years. Training is offered at certain ARM events such as the annual convention.

- **Forklift Training**

Forklift and loader operators must receive formal training, at least once every 3 years. MN-CAR will identify where to obtain the needed training. Training is also offered at certain

2008 MN-CAR Members

AAA Auto Salvage
Aazzee's Auto Salvage
Ace Auto Parts
Automotive Parts Solutions
Hutch Auto & Truck Parts
Jerry's Auto Salvage
John's Auto Parts
Marco Auto Recycling, Inc.
Metro Auto Salvage, Inc.
Pam's Auto, Inc.
Sharp Auto Parts LLC
Shipman Auto Parts, Inc.
U Pull R Parts
U Pull R Parts II
Viking Auto Salvage

ARM NEWS

ARM events.

- **Mercury Switch Collection**

Removal of hood and trunk convenience light mercury switches from selected domestic vehicles older than 2002 is required under the MN-CAR program. Nationwide, collection of vehicle switches is administered through the National Vehicle Mercury Switch Removal Program conducted by End of Life Vehicle Solutions (ELVS). MN-CAR can assist members is signing up for the ELVS program, and explain the procedure. ELVS will provide collection containers with prepaid return shipment, instructions, a Universal Waste label, and a list of vehicles that may contain mercury switches. Upon receipt of your switches, ELVS will send you \$1 per switch in compensation.

- **Cutting Torch Safety Protocol**

MN-CAR will assist recyclers in meeting the cutting torch safety protocol being implemented in 2008 by the Automotive Recyclers Association (ARA). A sample safety protocol will be prepared and offered to MN-CAR recyclers.

The MN-CAR program will continue to develop and provide additional services and guidance materials to help members meet the standards. Let us know how the program can best help your operation. To join MN-CAR or offer suggestions or comments, please contact Kelly Lynch-Salseg at 612-781-5555.



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Minnesota Certified Automotive Recycler (MN-CAR) 2007 - 2008 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 2008 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 2007

ARM NEWS

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American Solutions for Bus.
651-322-4222

Bayside Recycling Corp.
218-628-3109

Behr Iron & Steel
641-424-9521

Big Lake Auto Repairable
763-263-2050

Car-Part.com
800-347-2247

Chiefs Towing
952-888-4944

Coldwell Banker Burnet
952-432-4900

Crow Wing Recycling
218-828-0048

Derson Manufacturing
800-403-3456

EZ Crusher
800-328-3613

Gerdau Ameristeel
204-482-6701

GreenMan Tech. of MN
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Harleysville Ins. Co.
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Heartland Pymnt. Sys.
651-437-2075

Hollander
800-825-0644

Ins. Salvage Serv.
952-475-0027

Integrated Recycling Tech.
877-892-9194

Keystone Automotive
800-328-1845

Mike French & Company
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ARM NEWS

ARM Foundation Awards \$5,000 In Scholarships for 2008

The ARM Foundation was created to assist ARM full member's children, and the children of their employees, with the cost of post secondary education. The ARM Foundation is funded through the donations of ARM member yards, fund raisers, and investments. The Scholarship Selection Committee had a tough job ahead of them this year as the quality of the applicants was extremely high. In total for 2008, the ARM Foundation awarded five - \$1,000 scholarships. ARM congratulates the following individuals on their scholarship awards and wishes all applicant's the best of luck in their academic endeavors.

Michelle Buckley. Michelle's father, Mike Buckley, is company President/Owner of Jerry's Auto Salvage, Inc. located in Big Lake, Minnesota. This is the fourth scholarship Michelle has been awarded through the ARM Foundation. Michelle is an undergraduate at the University of Maine at Machias, majoring in Psychology and minoring in Biology. She plans on attending graduate school in the fall of 2009 to pursue a Master's in School Psychology.



is working towards finishing her pre-pharmacy undergraduate studies.

Tegan Buckley. Tegan Buckley is also the daughter of Mike Buckley of Jerry's Auto Salvage. This is the second scholarship Tegan has received from the ARM Foundation. Tegan works as a pharmacist technician and is a freshman at North Dakota State University. She



Alex Genz. Alex's father, Carl Genz, is Manager of U Pull R Parts in Rosemount and an ARM board member. Alex is attending St. Mary's University – Winona, where he is pursuing a degree in Accounting, as well as an HR Management degree. He plans on obtaining his CPA certification upon graduation.

Angela Kuebler. Angela's father, Brad Kuebler, is Owner of St. James Auto Salvage, Inc. in St. James. Angela is a freshman at Manhattan Christian College, where she is pursuing a degree in Worship Ministry.



Jessica Perry. (picture unavailable) Jessica's father, Patrick Perry, is Shop Manager at Viking Auto Salvage in Northfield. Jessica is a Senior at Northfield High School. Jessica is planning on attending either Metropolitan State University or The College of St. Thomas. Although Jessica has not declared a major, she is considering a degree in Psychology or Accounting.



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ARM NEWS

Upcoming Air Pollution Standards May Affect Automotive Recyclers

By David Kendziorski

Under the Clean Air Act Amendments of 1990, the U.S. Environmental Protection Agency (USEPA) is required to regulate the emissions of hazardous air pollutants from certain industrial categories, including electric arc furnaces (EAF) and foundries. On December 14, 2007, USEPA issued air standards for EAFs. On January 2, 2008, the agency published the final area source rule for iron and steel foundries. For the past several years, USEPA has been working with the EAF and foundry industries in the development of "maximum achievable control technology", or MACT standards. Rather than require that most steel industries install or upgrade expensive emission control equipment, the MACT standards instead focus on controlling the incoming material. The MACT standards are intended to reduce the atmospheric emissions of pollutants such as mercury, lead, manganese, nickel, and chromium.

Because EAF facilities and foundries melt scrap metal (including vehicle bodies), compliance with the MACT standards may limit the quality and content of scrap that is accepted by these steel industries. The standards require the industries to develop pollution prevention practices that affect metallic scrap, mercury removal, and other measures. For example, foundries will be required to develop a written metallic scrap plan that specifies that the facility will not accept scrap from motor vehicle bodies, engine blocks, oil filters, oily turnings, lead components, chlorinated plastics, or free liquids; or it accepts scrap that has been depleted of organic compounds and hazardous metals to the extent practicable. The standards also specify that foundries purchase motor vehicle scrap only from scrap providers that participate in the National Vehicle Mercury Switch

Removal Program (NVMSRP) or an equivalent program, or that operate a site-specific mercury switch removal program at the foundry. The industries will also be required to comply with extensive notification and record keeping requirements. Larger foundries will be required to meet additional rules. Similar MACT standards apply to EAFs.

The implementation of the MACT standards, and the impacts on auto recyclers and scrap processors that supply scrap to these steel industries, are still uncertain. The steel industries, scrap processing industry, auto recycling industry, USEPA, and others are still working on how the standards can best be met without placing an unnecessary burden on the affected industries. Issues being discussed include sharing supplier information, periodic inspections, record keeping, verification procedures, and continued funding of NVMSRP. ARM will keep members updated as new information becomes available.

WELCOME TO ARM'S NEW MEMBERS

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INDUSTRY NEWS

Turning Scrap Into Scratch Twin Falls Times-News (Idaho) (03/20/08) Palmer, Joshua

Increased demand for steel in countries such as China and India has pushed the price of scrap metal up to more than twice what it was in 2004. As of March 19, 2008, the price of a ton of scrap steel stood at \$351.67, up from less than \$300 a ton a year ago. Because of the rising prices, scrapyards across the country are seeing a significant increase in business. "It's been getting busier and for us it feels like business has doubled," says Russ Taylor, the manager of Pacific Steel & Recycling, which serves south-central Idaho and northern Nevada. Taylor notes that operations at his company's Twin Falls, Idaho, location are up 150 percent from last year. He says the increase came on top of a 120 percent increase the year before. Taylor says that one of the most popular items being recycled is old farm equipment, which contains a lot of steel. Most farm tractors made between 1940 and 1970 contain more than a ton of steel, according to TractorData.com.

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NVMSRP Celebrates Collection of Millionth Mercury Switch

Today the National Vehicle Mercury Switch Recovery Program (NVMSRP) celebrated the collection of the one millionth mercury auto switch at ARA member facility Pull-A-Part in Conley, GA. The U.S. Environmental Protection Agency (EPA) Administrator Stephen L. Johnson was on hand to congratulate participants in the program, which is a partnership between EPA, states, automakers, auto dismantlers, scrap recyclers, steelmakers, environmental groups and ARA.

Members of the ARA leadership were on hand to take part in the landmark event, including President Sandy Blalock, Executive Vice President Michael E. Wilson and staffer Jon Samson, Manager of Government Affairs. ARA is proud to be a part of this successful and very significant program.

The collection of the millionth switch is a sign of the great progress the program has achieved toward reducing the amount of toxic mercury released into the environment as a result of processing end-of-life vehicles (ELVs). The program, instituted in 2006, aims to capture 80 to 90 percent of available mercury switches by 2017, at which time most pre-2003 vehicles (the vehicles most likely to contain mercury switches) are expected to be off the road. EPA estimates that approximately eight tons of mercury are emitted each year from electric arc furnaces that melt scrap metal from ELVs.

ARA would like to congratulate Pull-A-Part for the honor of hosting this milestone event, as well as all those member facilities who participate in the program. For more information about NVMSRP, please visit <http://www.elvsolutions.org/nmsrp.htm>.

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INDUSTRY NEWS

Manheim's Total Resource Auctions to Acquire Four Salvage Companies

Manheim's Total Resource Auctions announced this week that it will acquire four salvage auction companies, including a total of 11 locations. The companies to be purchased are Klode Salvage Distribution Center, S.A.I.S.C. Inc., Sapulpa Auto Pool and SourceOne Solutions. The transaction includes a multi-year agreement to ensure business operations and customer service are not disrupted; all existing partners and management will remain as a result.

In addition to the four salvage companies to be purchased, the deal includes AIMS Software, a leading salvage auction technology company that offers direct interface to customers.

With the addition of the new sites, TRA will own 55 sites in the U.S. and Canada. The acquisition will bring in the first TRA facilities in Alabama, Oklahoma, Colorado and Wyoming, and will expand the company's operations in Arizona.

Jamie Porter, president of TRA, said "This significant investment underscores our commitment to become a national provider in the salvage industry. The existing partners and management teams will remain in place to ensure top-notch customer service remains intact and to share their industry-leading expertise and knowledge."

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INDUSTRY NEWS

Action Alert: DOJ Regulations Set for Release Industry Can Take Steps Now to Significantly Minimize Burden

Last week a key official with the U.S. Department of Justice (DOJ) indicated that the long-awaited regulations implementing key parts of the Anti Car Theft Act of 1992 would be published by the end of June. The Automotive Recyclers Association (ARA) has been aware of the general provisions of the act and in anticipation of potentially adverse regulations, ARA has been active in formulating a solution for the industry to supply federally required reporting to meet the DOJ guidelines.

In early March, ARA sent a letter to major data providers outlining a program aimed at reducing the regulatory burdens associated with the forthcoming regulations. The letter detailed a program, the National Salvage Vehicle Reporting Program, organized pursuant to an agreement between ARA and the National Insurance Crime Bureau (NICB).

It is important that yard management system and data providers for the automotive recycling industry such as Pinnacle, Car-Part, Fast Parts, Actual Systems, Hollander Solera, Hot Lines, Locator, CCC, Mitchell, ITS and others participate in this voluntary program. Without prompt action, auto recyclers could potentially be exposed to burdensome DOJ requirements that might be difficult to comply with, especially for smaller companies.

In general, the DOJ regulations will require all

recycling or salvage yards to file a monthly report with the operator of the system recognized by the DOJ in order to identify lost, stolen or otherwise fraudulently titled vehicles. The required report must contain an inventory of all junked automobiles or salvage automobiles obtained by the facility during the prior month.

ARA is actively engaged with the non-commercial identity, NICB, to provide this vehicle identification number (VIN) information to meet the federal DOJ reporting requirements and allow submission of recycler data in a simple format through the existing industry management systems and information suppliers of their choice.

ARA has been informed by NICB counsel that NICB and DOJ have reached an agreement whereby any submission made through this process promoted by ARA will be accepted by DOJ as meeting the reporting requirements. ARA encourages our members and the industry in general to provide data through the ARA enabled protocol to meet the requirements of the federal law.

If you desire to participate in this program, please contact your yard management system or a data provider of your choice to encourage their participation. ARA suggests their involvement in this public policy matter and federal reporting regulation for the mutual benefit of you our members and the entire automotive recycling community.

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*Aesop,
Day by Day*

INDUSTRY NEWS

Thieves Leave Cars, But Take Catalytic Converters

New York Times (03/29/08) P. A9; Saulny, Susan

Instead of stealing the entire car, a growing number of car thieves are stealing catalytic converters, a part of the exhaust system that is valuable because it contains platinum, palladium, and rhodium. Platinum recently reached a record high price of more than \$2,300 an ounce compared with about \$1,000 an ounce for gold. Thieves can sell each converter for a few hundred dollars and removing it from the car often goes undetected because it doesn't set off an alarm. SUVs and vans have been targeted by thieves because the larger converters contain more platinum, and it is easier for thieves to crawl underneath the vehicles and saw the part off. "These are definitely occurring

more than they have in recent memory, and why that is is definitely tied to the price of precious metals within converters," says the National Insurance Crime Bureau's Frank Scafidi. There have been many large-scale thefts, with thieves stealing converters from 25 cars in an Ohio parking lot and 19 from vehicles being held at a Minnesota police department's impound lot. Several states are considering bills that would make it more difficult for people to resell catalytic converters on the open market.

Reprinted with permission of ScrapMonitor/Information Inc.

"Our greatest weakness lies in giving up. The most certain way to succeed is to always try just one more time."

***Thomas Edison
Attitude is Everything***

Scrap Commodities Market Report April 2008

Approximate Pricing

Crushed Cars	325.00 NT
Prepared Iron	350.00 NT
Motor Blocks	380.00 NT
Aluminum Rims	0.92/LB
Aluminum Condensers	0.77/LB
Copper Radiators	2.05/LB
Aluminum Case Transmissions	0.20/LB
Dirty Aluminum	0.25/LB
Batteries	0.15/LB
Lead Wheel Weights	0.45/LB

*This Report is for the sole purpose of informing members of current metal market activity.

**For more accurate and current pricing call your scrap metal vendor.

INDUSTRY NEWS

ARA Unveils Suspicious Salvage Transaction Hotline

ARA continues to work to limit the ability of fraudulent elements to exploit the auto salvage process. We have worked closely with members of Congress to institute a publicly accessible "total loss" Vehicle Identification Number (VIN) database. We are also enlisting the support of the Federal Bureau of Investigation (FBI), Homeland Security and the Borders and Customs Agencies to ensure, to the furthest extent possible, that salvage vehicles are not being used as a conduit to defraud unsuspecting consumers or to support terrorist organizations.

In response to the ongoing need to combat vehicle fraud, ARA has developed a suspicious salvage transaction hotline. Every day buyers purchase salvage for illegal purposes such as VIN swapping and the export of multiple vehicles under one VIN.

ARA's hotline enables individuals to call in confidentially and report suspicious transactions occurring at salvage auctions throughout the country. Once received, ARA will forward information along to law enforcement officials to be investigated in order to find out if the vehicle is a fraudulent purchase.

If you would like to report a suspicious salvage transaction, please call (888) 385-1005, extension 12, and leave the following information:

- **Year, Make and Model**
- **Name of Pool or Seller**
- **City and State of transaction**
- **Date of Sale**
- **Sale and Stall or Lot number**
- **Selling Price**
- **Brief reason why you believe this sale may lead to illegal activity**

Again, this hotline is confidential, and information provided will be used only for law enforcement purposes.

ARA needs the eyes and ears of the membership to supply us with good information in order to move forward.

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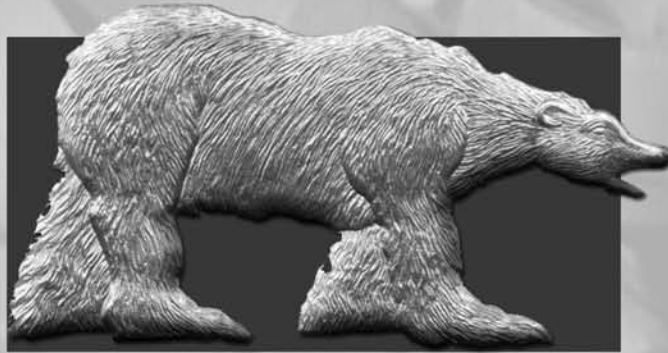
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***Mary Kay Ash
Day by Day***



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