MARDIALK

Issue 4

The Official Publication of the Automotive Recyclers of Michigan

Summer 2017

The President's Message

Thank You to all...

ormally I pick a topic to write about pertaining to what's hot on the table in regards to our industry, or use my typing skills (hahahaha!) to



Jason Fisher

try and provide motivation to you the reader in my sometimes long and boring articles.

However this time around I

would like to use my space in this article to thank each and every one of you, from ARM Board Members, Committee Members, Associate Members, and you the readers alike for allowing me to serve as your ARM association President for the past three years. In reality, it should've only been two years, as I am sure some of you asked "why is he still in there?" but last year in time of need I was asked to stay on for one more year, and was more than happy to do so. Do not ever try and tell Barb NO (Ross are you reading this?)

Speaking of which, as I am typing, this will be my last article as your ARM President, and I am *Continued on page 10*

Get Ready for the ARM Annual Meeting!



By Slater Shroyer

RM is gearing up for our 2017 Annual Meeting in Lansing on October 18. After gathering input from our members, we decided to try something new and exciting. This year we will be hosting the meeting on a Wednesday and combining it with training sessions from Michigan Secretary of State and Michigan Department of Environmental Quality. We will also host a luncheon with legislators on key committees that have a direct effect on our industry.

The entire event will be held in the historic Christman Building which houses the offices of our lobbyists and legislative consultants, Kelley-Cawthorne.

Ryan Grant and Keith
Noble from MDEQ will start
the day with training on the
new Storm Water Benchmark
Monitoring requirements.
We have been trying to get
easy-to-follow instructions
and training since these
requirements were enacted
and are excited that Ryan
and Keith will be here with
our own Dave Kendziorski to
break this down for us.

Date: Wednesday, October 18

Location: Christman Building, Lower Level

208 N Capitol Ave, Lansing MI

TENTATIVE SCHEDULE:

9:00 am - 11:00 am MDEQ Storm Water

Benchmark Monitoring Training

11:15 am – 12:15 pm ARM Annual Meeting 12:30 pm – 2:00 pm Lunch with Legislators 2:00 pm – 4:00 pm MDOS Dealer Training

Denise Quick from Michigan's Sec of State office will share her expertise and dealer training with us one last time before she retires. This will also be an opportunity to meet her replacement, Kelly Mears. If you have questions regarding titles or licensing, Denise is the go-to person for answers.

We will be having lunch with legislators and are planning a question and answer session to get to know key people in state government. We hope that you will come and help us tell our story and voice our industry's concerns. Part of the presentation will include helpful ways to effectively contact your representative and to stay informed about bills that relate to your business.

Continued on page 14



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► Car-Part displays over 100 million images every month.

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Ask your friendly Car-Part sales solution expert for a tune up!



Gone Fishing...

i everyone. I hope you are having a glorious summer. I'm trying to concentrate and think of something profound to write about because as usual, I'm under the gun to meet a deadline, but all that comes to mind is..."gone fishing" as I don't want summer to end and I'm sure I'm not alone. I'm heading to the cottage for the Labor Day holiday for the last hurrah and I am going to try to squeeze a little more fun out of summer before reality truly sets in. But you



Barb Utter

know me well. I couldn't honestly leave to go play if I didn't have my list of "to-do's" completed so you will get a quick version of what's happening in your association. First of all, I'm excited to share with you the new format we have created for our Annual Meeting on October 18th. Yes, that is a

Wednesday. And yes, if you look at the tentative schedule connected with the cover story of this issue, it is an all-day affair. No groaning!! It will be totally worth your time and effort to attend as it is more than just a meeting. We are providing you a one day, all inclusive, forum that will allow you to have an open discussion on some of the many challenges you are encountering. Our goal is to provide you with information and tools so that you are prepared to keep pace with the rapidly changing landscape we are constantly encountering. To do this, we are bringing experts from the MDOS and MDEQ who will discuss some of the most challenging and important topics impacting your everyday operations. We will also be having a working lunch with key legislators who impact our industry and our businesses. Throughout the day you will have an opportunity to discuss your concerns and your challenges with these experts as they are all anxious to help you in any way they can, BUT, you must attend if you want help. No one else can do it for you. It's kind of like winning the lottery...if you don't buy a ticket, you can't win. This is your chance to win the lottery for your business needs.

We have Ryan Grant and Keith Noble, MDEQ Industrial Storm Water Program Specialists, coming to present a hands-on training session on the new Storm Water Benchmark Monitoring requirements. Dave Kendziorski and I met with them and they have a great presentation that is a must for all of you, regardless of your Cycle year. This truly should be required attendance for you and your company's certified storm operator. They are making this easy for you to understand, so DO NOT miss this great opportunity.

We also have Denise Quick, Senior Analyst, Dealer & Repair Resource Section, Business Licensing and Regulation Division of MI Dept. of State joining us one last time before her retirement so you will definitely not want to miss her dealer training session nor miss asking her all the questions you have been accumulating and never get around to getting the answers. Now is your chance as Denise is willing to cover any topic you may have. And, as an added bonus, you will have the opportunity to meet Denise's replacement, Kelly Mears.

For lunch, we have planned an interesting working meal with key State Legislators who chair or are members of committees that affect your business and your industry. If you want to make a difference and protect your business, this is the perfect venue for you to meet them and share your story. This IS your chance to be heard. And since it replaces our usual Legislative Day, don't miss this rare opportunity. And nestled right into that busy day, we will have a short annual meeting so we can elect new officers, pass the gavel and receive the financials and the budget for the coming year. Yes, we have planned a very busy day, but one that we think will be informative and of value to you. As the writer Oliver Goldsmith said, "People seldom improve when they have no other model but themselves to copy after." Here's your chance to see what's happening. Looking forward to seeing you October 18th in Lansing.

The office is also busy closing out our 2016-2017 fiscal year and starting fresh for 2017-2018. This is always a time of reflection and excitement as we look back at our goals and what we accomplished and then look ahead at the new challenges we face. It is also the time when I always think I need to list all the benefits of membership and convince you why you should renew. But this year, after much thought and reflection, I've decided not to do that because if I have truly done my job throughout the years, you should already realize the many benefits your association provides and if they have value for you, you will renew your membership.

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YARDTALK is published quarterly.

Statements of fact and opinions are the responsibility of the author alone and do not necessarily imply any opinion on the part of the officers, director, or members of ARM.

You may address articles or letters for publication to either:

ARM Office

48439

7550 S. Saginaw Suite 9 Grand Blanc, MI Beth Dessert bdessert10@yahoo.com

Calendar of Upcoming Events

September 6-8, 2017 10th International Roundtable Conference

Niagara Falls, Canada

October 18, 2017 **ARM Annual Meeting**

208 North Capitol Avenue

Lansing, MI

November 1-4, 2017 **ARA 74th Annual Convention & Expo**

Do You Know the Answers to These Questions?

ou know about regular titles, salvage titles, scrap titles, TR-52 forms and even TR-208 Certificates of Scrapping. So what happens when an auction sells a vehicle on a Bill of Sale?

Can a person sell a scrap vehicle without a title, or with a title that has been signed off by the owner? If so, what are the restrictions?

When the address on a title doesn't match the owner's new license, which one should be filled in on the title, or are they expected to get a duplicate from the Sec of State?

Late model vehicles require special reports for major component part sales. How long are salvage yards required to keep this information and does it need to be printed out?

Denise Quick from the Secretary of State will be on-hand to answer these and any other questions you have during a dealer training seminar at this year's Annual Meeting. The training starts at 2PM, please make plans to be there!

CONDOLENCES

To Bernie and Elizabeth Milnes of Roscommon Auto Recyclers and their family on the loss of Bernie's father, Roy Milnes, on June 11,

To the family of Sandy Surma, a longtime employee of Commercial Forms and a friend to so many of us, who lost her long, courageous battle with cancer on June 19, 2017.

To the entire Weller Family on the recent loss of their Mother and Grandmother, Dorothy Weller, on August 4, 2017.

To Tom and Deb Schram and family on the loss of Deb's father John (Jack) Shantz on August 21, 2017.

Please know our thoughts and prayers are with all of you during this sad and difficult time.



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Foundry Steel\$225.00 gt	
Auto Cast (clean) \$250.00 gt	
Motor Blocks (uncleaned) \$200.00 gt	
Flattened Bodies (picked-up) \$170.00 nt	
Batteries	
Radiators 1.57 lb.	•
Aluminum (clean)	
Whole Aluminum Transmissions 16 lb.	

Thanks to Bob Bennett at Padnos Iron & Metal, Holland, Michigan

Prices current as of press time. Prices are subject to change and may vary according to volume and location.

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Crime • Auto • Umbrella
Workers' Compensation • And more

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From the Desk of Your Executive Director

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And if they don't have value for you, all of my lectures will only fall on deaf ears anyway.

However, there is one huge benefit that I was recently reminded of that I honestly believe is one of the most important benefits we have available to us and one that we tend to overlook or take for granted. It is the benefit of friendships.

I recently attended the beautiful funeral service of Dorothy Weller and I was reminded of what our association is really all about. We are a unique group. Yes, we're competitors, but we have always shared information, shared what works and what doesn't. If there is a crisis, we band together. If you need something, we're here to help. It isn't about size or number of facilities or number of employees, it's about being friends. It's about caring for each other during the good times and the difficult times. If one fails, we all fail.

At Dorothy's service, many of us were there, some of us hadn't seen each other in years, but we picked right up and it was like it was yesterday as we discussed issues we faced back then and issues we face today, many of which are still the same. We laughed about happenings at meetings and shared many memories. We were saddened by those we had lost and we all remarked how we cherished the friends we made along our journey. Friends we knew would always be there for us. Don and Janice Rouse, ARM's 1st Executive Director was there and I knew I could still count on them if I needed help. It was very evident that friendships that were made through business, are friendships that last a lifetime. I'm not suggesting we all will be BFF's, but I am suggesting that we do need each other. As a group of "friends", we can and will accomplish anything we put our minds to. Please don't underestimate the value of this ARM benefit when you are thinking about renewing your membership.

Enjoy the rest of your summer my dear friends, I'm "going fishing." ←

Hugs, Barb

Recycle! Recycle! Recycle!

Have you ever sat around and griped about the rules and regulations that face our industry?

Do you say to yourself "I wish there was something I could do" or wish you had a say in what changes are made or what new Bills are passed?

Here is your chance to be heard!

Send your non-corporate check (personal or LLC checks only) made payable to **ARM PAC** at 7550 S. Saginaw, Suite 9, Grand Blanc, MI 48439

Together we are making a difference!!

Personal Protective Equipment (PPE) is Your Last Line of Defense

By David Kendziorski

Personal protective equipment (PPE) is worn to minimize workers' exposures to serious workplace hazards such as forklift accidents, fire, falls, and heavy lifting that can cause injuries. These injuries may result from contact with chemical, physical, electrical, mechanical, or other workplace hazards. PPE can include items such as hard hats, safety glasses, safety vests, gloves, protective footwear, earplugs or muffs, respirators, or protective clothing. Most PPE must be provided by the employer, with notable exceptions being prescription eyewear protection and steel toe safety boots which the employee can be required to supply.

Most auto recyclers already require that safety shoes and protective eyewear be used by dismantlers and other yard employees. I believe that more companies should use safety vests and hard hats, which are almost uniformly used in the scrap recycling industry but not common enough at auto recycling facilities.

MiOSHA requires that companies follow these steps to establish an effective PPE program:

- Perform written "Hazard Assessment"
- · Identify and provide appropriate PPE
- Train employees on proper use of PPE

Typical Auto Recycler PPE

- · Leather gloves
- Safety glasses
- Safety shoes
- Back support
- · Hard hat
- Safety vest
- Respirator
- Ear protection



Continued on page 8



PPE Hazard Assessment for Auto Recyclers

Location:	Date of Assessment:
Conducted by:	

Task	Hazard/Exposure	PPE Required (Check all that apply)
1. Salvage vehicle inspection		☐ Leather gloves ☐ Safety vest ☐ Safety glasses ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
Salvage vehicle processing & dismantling		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
3. Warehouse/parts storage		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
4. Salvage vehicle, crushing, flattening		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
5. Fluid storage		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
6. Vehicle storage yard		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other ☐ Other ☐ Continuous ☐ Co
7. Shipping/receiving		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other ☐ Other ☐ Continuous ☐ Co
8. Torch cutting		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other ☐ Oth
9. Office		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other ☐ Other ☐ Continuous ☐ Co
10. Equipment/truck drivers		☐ Leather gloves ☐ Safety vest ☐ Safety glasses ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other
Other:		☐ Leather gloves ☐ Safety vest ☐ Respiration ☐ Safety shoes ☐ Ear protection ☐ Hard hat ☐ Other

Personal Protective Equipment Training

r croonarr rotective Equipment rraining
Training Type:
Initial:
As-Needed:
Instructor:
Date:
Attendance
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The President's Message

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excited to welcome Ross Lewicki from Highway Auto Parts as your next incoming President of ARM for the next two years. He will do great!

As I reflect back, my how the time has flown by. It seems just like yesterday that I was sworn in as succeeding President to Bill Fox in Frankenmuth. I will never forget that day. We brought in Elizabeth Weier from the Secretary of State to answer questions our members had for her, on hot topics like unlicensed facilities and what the state was doing to crack down on them. I never felt sooo bad for one person as she was totally new to her job, and as you can imagine, knowing how resilient and demanding recyclers can be, she was thrown to the wolves and faced a very tough crowd that day and at times I noticed her looking for the exit door.

But she survived and went on to represent us well for the next couple of years. I can however say I outlasted her in my position as President, as she got smart, saw the writing on the wall dealing with us stubborn recyclers, and hightailed it for another position within the SOS.

There will be many great memories of my time spent as President, and the many great people I have had the chance to meet. I was always very humbled by the position and the opportunity to represent such a great community of Recyclers that we have in Michigan.

Working with the Board Members within ARM has been a very pleasurable and humbling experience as well. They are in very good hands going forward with Barb at the controls, as are you recyclers.

Speaking of Barb...where do I start? When I first came aboard as a board member nearly 10 years ago now

Need information? Have a question? Send us a note!

You can reach the ARM office via e-mail. Our address is:



arm@mi.automotiverecyclers.org

(wow!) I saw Barb as this strong tenacious leader who, as I would travel to Lansing with Tom Kooienga every other month for a board meeting, led our group...and people listened!

It wasn't until I took over as President 3 years ago that she actually became a very good friend of mine, and in many ways another mother figure to me. I know I have gained a true friend for life that I can turn to for anything. Thank you tons Barb. I truly feel we as an association do not thank Barb enough for her commitment to us and the association. I can't even imagine where we would be without her. I have had the privilege to travel around the country and interact with other state associations, and no matter where I go, Barb's name always comes up and I am quickly reminded by them just how lucky we are to have her in Michigan. Don't ever let her go anywhere!

THANKS AGAIN BARB!

They always say when one door closes...another one opens. Well...in my case that holds true. I have recently been appointed as your new North Regional Director for ARA. I will be overseeing 13 states in the North Region, acting as their liaison to and from the national level. It is also my intent to keep both ears open on the national level, and bring to you, our great state association, any and all pertinent information needed to help you survive, as well as grow as a business in our ever so changing industry.

As always, I look forward to what the future holds for me...but will never forget my time served as your President and all the wonderful people I have had the opportunity to meet! My office door will always be open and cell phone on (sometimes I wish not!), if any of you ever need anything or have questions and or concerns for me to take to ARA. I personally promise I will take your questions/concerns to the national level and report back to you in a timely manner. For those of you that know me, I do not leave any stone unturned.

Your Pres. Jason Fisher



THE ISSUE

By Jason Fisher

The over 4,500 members of the Automotive Recyclers Association (ARA) who each day sell over 500,000 recycled original equipment parts urge co-sponsorship of a Rep. Adam Kinzinger (R-IL) bill – H.R. 2460 – to provide the professional automotive recycling industry with access to critical original equipment (OE) parts data for vehicles. This information is necessary to clearly identify all parts, systems or components by their vehicle manufacturer's part number, parts identifier and serial number related to the unique Vehicle Identification Number (VIN) of each motor vehicle.

In November 2015, Congress has passed a five-year highway reauthorization bill, entitled the Fixing America's Surface Transportation (FAST) Act which included a provision that requires automotive

manufacturers to provide OE parts data for **recalled** components. The President signed the bill into law on December 4, 2015. This new law requires automobile manufacturers to make publicly available the OE component names, component descriptions and component numbers of a vehicle's defective parts that are subject to a recall.

Congress must now work further with the predominately small business professional automotive recycling industry to require automobile manufacturers to remove the barriers they have constructed so that **all** automotive parts data is made available.

This legislation will ensure competitive service and repair parts for consumers' driving safety and financial choice as well as protecting the environment. \Leftrightarrow

HILL DAY @ HOME TOOLKIT

It's time to act **NOW** on federal legislation which will help the professional automotive recycling industry and your business. Even if you were unable to come to Washington D.C. on May 2 for ARA's Hill Day and meet your lawmakers, there are several things that you can do at home! Here is a list that you can choose from and please do as many as you feel comfortable with:

- ☐ Email your Member of Congress: Click on this link to find your Congressman/woman and then follow the link to their webpage:
 - http://www.house.gov/representatives/find/

It will lead you to their website where you can contact them and use the following statement:

Please cosponsor H.R. 2460 which will provide my small business with data that I need to identify auto parts. It will help your constituents and the environment.

- Participate in activities in the district: Every Member of Congress spends time during Congressional work periods (recesses) attending town hall meetings and other events in the district. Check their websites and also local media to find out where and when. Even a quick handshake gives you an opportunity to ask for their support of our legislation.
- Host a facility visit/tour: ARA members in several states have hosted their elected lawmakers for a tour of their facility. In almost every case, an ARA staff member has joined and helped explain the issues important to the industry. All you have to do is say yes and ARA will set it up, may attend and thoroughly brief you all along the way. There is no better way to communicate with your lawmaker than to host them at your business and introduce them to your employees their constituents. 🖨

Around Our Industry







I-CAR Clarifies Practice Statement on Quarter Panels

Recently I-CAR, the Inter-Industry Conference on Auto Collision Repair, published a best practice statement stating that recycled outer quarter panels with rolled hem flanges should not be used. The practice statement was the product of a May I-CAR repairability summit and collaboration between "I-CAR and subject matter experts from vehicle makers, collision repairers, insurers, and tool and equipment makers."

ARA has expressed concern to I-CAR about the statement and the process through which it was drafted, which did not include input from the automotive recycling industry.

In a July 21 announcement, I-CAR stated that "Outer quarter panels with rolled hem flanges are not candidates for recycled part usage...due to the removal process required; alternate removal methods will result in a work-hardened flange that may fail."

A clarification was issued after concerns were raised by ARA and others within the industry and it was clarified that I-CAR's position applies only to outer quarter panels and not to recycled quarter panel assemblies. The word "outer" was omitted in the original practice statement, which led to much confusion. I-CAR stated that it has no plans to address recycled quarter panel assemblies or those with conventional, spot welded, or mating flanges in the wheel arch area.

ARA will continue to dialogue with I-CAR leaders.

ARA Member Facility Featured in Local Newscast for Proactive Steps to Address Recalls

ARA member facility M&K Used Auto Parts in Orange City, Florida was recently featured in an WKMG-TV Orlando, Florida broadcast about defective Takata airbags. Unlike the numerous broadcasts across the Continued on page 30



H.R.2460...what does this even mean?

By Jason Fisher

am coming to you as your newly appointed North Region, Regional Director for ARA. I was asked by ARA to oversee 13 states, basically west to Nebraska, east to New York, and as far south as Alabama. The main focus of the newly created positions in ARA (North, South, East, and West Directors) was to act as your liaison to and from the state level up to the national level and back again to the state level.

ARA felt perhaps there was a slight disconnect between the two and wanted a way for all members to be heard and represented without feeling their questions or concerns were falling on deaf ears.

So from time to time I will be reporting to our awesome state association any pertinent information and or new topics that come from the national level.

Which brings me to H.R.2460. This is a Bill introduced by Rep. Adam Kinzinger of Illinois which would require the OEM's to allow us as recyclers, access to all OEM part numbers, as well as all build sheet data. Currently they are only required to release information in regards to safety recall data.

For the recycling industry I firmly believe this is a potential huge game changer in the way we do

Get Ready for the ARM Annual Meeting!

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The ARM Annual meeting is when the membership will vote on a new slate of Officers and Board Members. This is the time to review our budget for the coming year and to ask questions of the people working for your association.

Not a member? Not a problem! Attending the Annual Meeting is the perfect chance to see what ARM is working on and to get involved!

business. As an example, imagine being able to now interchange and inventory a simple rear view mirror. But that rear view mirror has a back-up camera in it. Oh, by the way, that mirror with the back-up camera lists at the dealer for \$1100.00! Do you think you would start inventorying rear view mirrors? The answer is simply, yes!

There would not be a single part on a vehicle that we would not have the interchange information for. This, in my mind along with others, is the single biggest "next big thing" to come our way since computers and networking. This will make those two look miniscule.

Now instead of tracking say your top "20 parts" from which you purchased the vehicle, imagine tracking the 195 or so that are available for tracking but out of those 195, currently 100 of them don't carry interchange. That all changes with the passing of this bill.

I am going to strongly encourage each and every one of you to read up on Bill H.R.2460...and get involved. Our future as recyclers depends on it! Start at your local level, contact your area representative and encourage him or her to become familiar with the Bill, and explain to them why it is of utmost importance to you and your business—not only currently but for our future recyclers. If nothing else we owe it to our future recyclers to keep laying the tracks for their potential future.

There is more information on H.R.2460 available on the ARA website as well.

Remember...

H.R.2460...IT'S HERE...IT'S NOW! What are you going to do to help secure your future?!

As always, my door is always open, cell phone always on, and email always checked. Feel free to contact me directly with any questions and or concerns with H.R.2460, as well as anything else. As your North Region Director—I'm here to help.

Jason Fisher – North Region ARA Director jason@jandrtruckparts.com (616) 696-1520 ext. 101 ↔

Join us in *Dallas, Jexas*November 1–4, 2017



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REGISTER @ www.araexpo.org

Delivering Into the Future

By Jim McKinny

ow time flies. As I started to sit and write this article I reflected on where we were just 10 years ago in this industry compared to where we are today and it is mind blowing how far we have come. Then I thought of it in a different light – how far we have not come.

One often overlooked area in our industry is deliveries and promise dates. Today's expectations for deliveries are much higher than they were years ago. The advent of companies like Amazon have raised the bar and our business is not excluded from that. I am an avid Amazon customer and what I have found is my expectations have risen. Transparency and communication in their order processing process both holds the vendor accountable and builds trust with me, their customer.

Here is the scenario – the customer orders a door and a fender. The door is in-stock and the fender is brokered. The salesperson tells the customer he will have the parts in 2 days.

The orders are written and that is usually the end of the communication with the body shop until our driver shows up to deliver the parts. Many times when the yard we brokered the fender from calls us to tell us about more damage than what was listed on the part the

File A Complaint on Unlicensed Vehicle Dealers

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or

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or

Follow the link below and complete the Reporting an Unlicensed Dealer Form



http://www.michigan.gov/documents/curbstoner_form_65906_7.pdf

salesperson says "send it" and does not inform the customer. Many times when the brokering yard is late sending the part we do not inform the customer and on and on.

We hope that the shop has placed the order two days ago and has forgotten about our promise date to them. We hope that this, like many other orders, will slip through the cracks and they don't actually realize it is late. If the customer calls wanting to know where his part is typically the salesperson will deflect the blame to the brokering yard and explain how they dropped the ball thinking that the body shop will join our "we were both screwed" campaign and have some sort of sympathy for us- after all, misery loves company. Today's body shops are much savvier in their processes. Mostly due to their biggest customer, the insurance industry, demanding them to become lean and efficient in their processes as well as measuring their performance through cycle times etc. We, like the body shops, must change and improve our processes to help them solve their problems of cycle times and more. Transparency and communication are more important than ever.

While we do measure sales, returns and other key metrics, in most yards we do not measure our own cycle times and promise dates. The simple task of being accurate in our promise dates and delivery times is more important than ever. Improving this system also directly improves our bottom line. Yes, in gross sales but more importantly reduced returns. We have deduced that a return in our industry costs around \$100.

EZ-Route has shown us that each delivery costs an average of \$25. Since most of us do not charge for deliveries that is a direct expense to us. Just to deliver and consequently pick up the part costs us \$50.00. The salesperson has to create an RMA. Someone has to re-evaluate the part and do something with it. If it is a brokered part it has to be delivered or shipped back to the vendor yard, another \$25.00 delivery. None of this cost accounts for the displeased customer that we have just created a problem for.

Evaluate your processes with the end game of improved transparency and meeting promise dates with your customers and find a way to measure it. You will build trust with your customer and reduce returns.

We are bringing a new software to the table this year called EZ-QC that guides you through a process that will transparency and improve communication with your customers.



Plan deliveries and track your drivers with EZ-Route! Created by a salvage yard for salvage yards!

> Integrates with Pinnacle Checkmate Hollander ITS

Your Deliveries

Your Deliveries on EZ-Route





Reduces or Eliminates Driver Overtime Reduces Fuel Costs Increases Customer Satisfaction

Go to ez-route.com/demo to see a demo video

EZ-ROUTE.COM 419-747-0100

DEQ Provides Excellent Tools to Help You Comply with Your New Storm Water Permit

By David Kendziorski ARM MICAR Program Manager

The Michigan Department of Environmental Quality began issuing the new storm water permit for the salvage industry on April 1, 2016. The permits are issued within Cycle Year Watersheds over a 5-year period. While each permit will take effect in April of its corresponding year, the compliance activities do not begin until the DEQ sends you a Certificate of Coverage (COC). In May 2017, DEQ began sending out the COCs for facilities that lie within Cycle Year 1 Watersheds, noting that the clock has started.

Within 6 months of the date your COC is issued, there are a number of compliance requirements that must be met, including:

- Update your Storm Water Pollution Prevention Plan (SWPPP)
- Incorporate salvage industry sector-specific requirements into your SWPPP, including nonstructural and structural storm water controls
- Develop written procedures for quarterly visual assessments, and begin conducting the assessments
- Develop a Benchmark Monitoring Study Plan or submit a request to DEQ to approve foregoing benchmark monitoring, if you meet certain conditions
- Submit required documents to DEQ through the MiWaters database program

You will also conduct annual employee training and submit an Annual SWPPP Review to DEQ by January 10 of each year.

When the new Cycle Year 1 permits were issued, we feared that the permits were unnecessarily complicated and that many recyclers would find compliance confusing and overwhelming. Preparing the required documents seemed to be especially challenging. During the past year, DEQ has been developing guidelines to help recyclers comply with the permit. They wanted the guidelines to be available before the COCs were issued.

On August 22, 2017, ARM Executive Director Barb Utter and I met with Ryan Grant and Keith Noble of DEQ to

discuss the guidance materials and upcoming training programs. We were impressed! Ryan and Keith have created an outstanding set of do-it-yourself tools to make it as easy as possible to prepare and submit the documents required by the permit. There are also straightforward instructions to help you conduct the visual assessments and benchmark monitoring (if needed). Seriously, you will be able to do all this yourself: you will not need to hire an expensive consultant. DEQ staff will also help you set up and navigate your MiWaters account.

Basically, DEQ has designed a series of templates and forms that are easy to understand and fill out. There is a fill-in-the-blank template to prepare your SWPPP, a surprisingly simple four-page Benchmark Monitoring and Visual Assessment Procedures Report, a form to request forgoing benchmark monitoring, and a single-page Benchmark Monitoring and Visual Assessment Report Form. You'll be able to fill out the forms in Word, and then electronically submit them to MiWaters. DEQ is still fine tuning the guidelines, which you will access on the DEQ website – industrial storm water link.

To help launch these guidelines and explain how to use the tools, DEQ will offer at least two training sessions each cycle year. The first training session will be held during the ARM Annual Meeting in Lansing on October 18. The training will be open to any auto or scrap recycler in Michigan. It will be particularly useful for Cycle Year 1 or 2 facilities. A second training session will be held later this Fall at a different location. This training will be very worthwhile – be sure to attend!

ARM is pleased to support DEQ to help ARM members understand and follow the new storm water permit compliance requirements. We will continue to explain permit issues in *YardTalk* and in presentations at the Road Shows and Annual Meetings, and hopefully we can sponsor future DEQ training programs. As always, ARM staff will be happy to answer questions and talk you through the compliance steps, and of course feel free to contact DEQ storm water staff for assistance. MICAR members will continue to receive expert onsite advice and guidance that is specific to their facility. \Leftrightarrow

17th Annual Kent Utter Jr. Memorial Scholarship Golf Outing

nce again our Kent Utter Jr. Memorial Scholarship Golf Outing was a huge success. As always, Dave Creedon & Mike Sinta pulled off a spectacular fun day of golf and fellowship while we raised funds to help students realize their dreams. One of the highlights of my job is reading the applications of these outstanding young people. My friends let me assure you, our future is in good hands as they are extremely talented, level-headed and driven to reach their dreams, which is to make this world a better place for all us and I am confident that they will.

Thank you to the following for their generous donations:

Dan Miller of Legend Smelting and Recycling Anita Utter & Origins of Somerset Mall Danny Wild of Ferrous Processing & Trading

A Very Special Thank You

from the ARM Association and the Utter Family to co-chairs David Creedon & Mike Sinta, all of our wonderful volunteers and to the staff at the Links of Novi for another great outing.

2017 Tournament Winners:

1st Place – Highway Auto Parts (Ross Lewicki, Mark Bassett, Ryan Hopkins, Ryan Cioch)

2nd Place – Fox Auto Parts (Bill Fox, Bob Fox, Kurtis McMahan, Kyle O'Keefe)

3rd Place – Complete Scrap (Chris Schumacher, Todd Schumacher, Kerry Foley, Brian Denty)

2017 Contest Winners:

Closest to the Pin (Men) – Rob VanWormer, All Catalytic Converters

Closest to the Pin (Women) – Jodie Sprague, Utter/ Sprague

Longest Drive (Men) – Bob Fox, Fox Auto Parts Longest Drive (Women) – Jackie Schram, Schram Auto Parts – Waterford

Putting Contest – Michael Thompson, American & Import Auto Parts

Skins – Highway Auto Parts (Ross Lewicki, Mark Bassett, Ryan Hopkins, Ryan Cioch)

All Catalytic Converters (Tim Feliciano, Jake Feliciano, Rob Van Wormer, Kadin Feliciano)

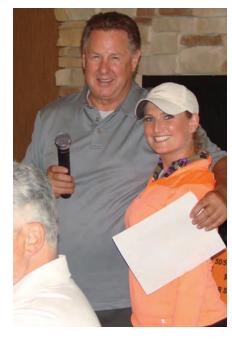
We look forward to seeing everyone at next year's event!











17th Annual Kent Utter Jr. Memorial Scholarship Golf Outing

THANK YOU!

To all the sponsors, participants, and volunteers who made the 17th Annual ARM & Friends Golf Outing a huge success!!

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- Schram Auto Parts
- Scrap Busters Auto & Truck Parts
- Shroyer Auto Parts
- Sunroof Express
- Taylor Auto Salvage
- The Kent Utter Family
- The Sprague Children
- U.S. Auto Sterling Heights
- Worldwide Equipment Sales of Michigan



17th Annual Kent Utter Jr. Memorial **Scholarship Golf Outing**





























2017 GOLF TEAMS

Team #1

Winchester Investments #1

Dave Creedon Mike Sinta Steve Myers Joe Johnson

Team #2

Alta Equipment/Crush Software

Bill Theile Steve Greenawalt Bill Short Dimitri Gerontis

Team #3

Fox Auto Parts

Bill Fox Bob Fox Kurtis McMahan Kyle O'Keefe

Team #4

Morris Rose Auto Parts/ Howe Auto Sales

Brian Wascher Mark Rose Jayson Doren

Team # 5Bloody Mary Boys

Bob Johnson Daniel Gray Dave Gregory Chris Goerlitz

Team # 6

Schram Auto Parts-Mason

Sarah Pilcher Tony Murell Roy Dutcher

Team #7

Ferrous Processing #1

Danny Wild Bob Johnson Mike Rogers Steve Benacquisto

Team #8

Ferrous Processing #2

Caleb Mellanby Tyler Grech John Kapousis Rob Wise

Team # 9

American & Import Auto Parts

Michael Thompson Michael Perrott Michael Komascic Joe Komascic

Team #10

Kent Utter Family #1

Chris Utter Tom Smith Mike Utter Thomas Utter

Team #11

Sprague/Utter Team

Kent Utter Sam Utter Sandy Sprague Jodie Sprague

Team #12

Worldwide Equipment Sales of MI

James Dubrovich Dennis Richards PJ Daly Roy Porter

Team #13

Parts Galore

Joshua Miller Dennis Tomes Chris Vasquez Oliver Bryan

Team #14

Red Metals Recycling

Nick Hubbell Dan Rieckhoff Brian Rieckhoff Jack Mink

Team #15

OmniSource

Dan McDonald Todd Mason Bob Shroyer Toby

Team #16

Complete Scrap

Chris Schumacher Todd Schumacher Kerry Foley Brian Denty

Team #17

Commercial Forms Recycler Supply

Brian Collins Emmit Collins Brandon Collins Derek Kuri

Team #18

Highway Auto & Truck Parts

Ross Lewicki Mark Bassett Ryan Hopkins Ryan Cioch

Team #19

Schram Auto Parts-Waterford

Tom Schram Jackie Schram Ken Schram Bob Schram

Team #20

LKQ West Michigan

Brian Bartels Tim Marken Tony Pancoast Mike Shields

Team #21

Hooper Auto Recycling

Gary Hooper Garrick Hooper Mark Martins Dave Klender

Team #22

All Catalytic Converters

Tim Feliciano Jake Feliciano Rob VanWormer Kadin Feliciano

Team #23

Winchester #2

Jeff Borg Tom Walker

17th Annual Kent Utter Jr. Memorial Scholarship Golf Outing

























17th Annual Kent Utter Jr. Memorial Scholarship Golf Outing

























A NMVTIS Refresher

By Jay Svendson

NMVTIS has been in effect for more than eight years and more and more states are adopting NMVTIS reporting as a requirement at a state level. Many businesses are actively and regularly reporting to NMVTIS and 37 states are using NMVTIS as part of their titling process, either as a tool to screen vehicles or to update state records. There has also been growth in the state title data in NMVTIS. According to AAMVA 96% US DMV data is represented in NMVTIS. Data and reporting accuracy has always been important but with this increased utilization, it is more important than ever. One example of how states are using the NMVTIS database to update records is New York. NYDMV extracts NMVTIS salvage data and uses the reports to determine which New York-titled vehicles should be branded in its database.

As a refresher, I wanted to go over the NMVTIS requirements and differences that currently exist. Please know that all the official requirements can be seen in detail at www.vehiclehistory.gov or by going to www.add123. com/jsi. Any business or individual that handles five or more salvage vehicles per year must report to NMVTIS, by federal rule, regardless of business type or classification. All of these entities must obtain a NMVTIS ID to do so. Many states are also now requiring a NMVTIS ID as part of the state business registration and license renewal process. Businesses may have one enterpriselevel NMVTIS ID for multiple locations, or, in certain circumstances (such as for businesses located in GA or TN) each physical location must have its own NMVTIS ID. It is important to note that only vehicles considered salvage under the NMVTIS rule should be reported to NMVTIS. Also note that title type or status does not determine if a vehicle is considered salvage, the physical state of the vehicle does. Definitions of a salvage vehicle and how to determine if a vehicle is salvage can be found at the above-mentioned sites.

While salvage businesses should report all salvage vehicles that they handle, insurance companies have a special exclusion. They are only required to report total loss vehicles of the current model year or any of the four prior model years (though reporting all loss vehicles is encouraged).

At present, salvage buyers/sellers must report the salvage vehicles they purchase within 30 days through one of

four authorized data consolidators (the data consolidators are Auto Data Direct, Audatex, ISO, or AAMVA). Salvage entities are required to report their business information, the date of purchase/sale, the VIN, what has been done with the vehicle (disposition), who they bought it from/sold it to, and whether it is intended for export. In two states, GA and TN, businesses must report additional information and must report more frequently than required by the federal guidelines.

NMVTIS does have some exclusions. Businesses are not required to report vehicles over 10,000 lbs, trailers, mobile homes, special machinery, vessels, mopeds, semi trailers, golf carts or boats.

Currently, only two states (GA and TN) are providing a reporting service on behalf of its businesses, so it is still up to salvage entities in all other states to report in order to stay federally compliant. Under the NMVTIS rule, businesses can be subject to a \$1,000 fine per violation for not reporting to NMVTIS, and to date over \$2M in fines have been issued.

In GA and TN, the two states that do offer consolidated reporting, if businesses submit their records through Auto Data Direct within the state-specific timelines, auto recyclers and secondary metal recyclers are able to make a single report that satisfied both state and federal reporting requirements. In GA the businesses have 48 hrs to report and in TN the businesses need to report within 24 hrs of purchase. Because ADD is the sole contracted provider of consolidated reporting for these states, even though the state law requires reporting of more information in a shorter period of time, businesses get the added benefit that the information is then reported to NMVTIS for them (one report and both requirements are done). Several other states are considering adopting similar laws to GA and TN.

Additionally, in Tennessee, there is a theft check performed on all reported vehicles, and if a vehicle is found to be an active theft, the business is notified and instructed to contact local law enforcement for further instruction. Also in TN, the state law allows for \$1,000 fine per violation for not reporting.

Because of ever-pressing efforts from the ARA, the DOJ Continued on page 28

Understanding Implied Warranties

By Slater Shroyer

s a business owner trying to protect yourself from frivolous lawsuits, you've probably spent a fair amount of time crafting a water-tight written warranty. This usually includes scouring the internet, looking at competitors' invoices and reading articles in trade magazines. It spells out everything you're willing to cover and all sorts of things that you won't. After all of this work, it might seem that with clear-cut terms you are covered for product liability. However, even the best disclaimers may not hold up against unwritten "implied warranties," and this can get complicated.

When it comes to product liability under the Uniform Commercial Code (UCC), "implied warranties" refer to two areas: implied warranty of merchantability and implied warranty of fitness for a particular use (sometimes referred to as warranty of fitness).

A warranty of merchantability applies to professionals in the business of selling goods and means that the goods are as-described and reasonably fit for the purpose for which they are sold. The UCC requires that the goods conform to the standards of trade as applicable to the contract for sale. The warranty of merchantability can be disclaimed/removed from the transaction under certain circumstances: it must be clearly stated in writing using the words "warranty of merchantability."

As an example of how this works, let's consider a company that is selling an engine. Regardless of what the warranty says, there is an underlying assumption that the item being sold is, in fact, an engine. It is also implied that said engine is in working order.

If the engine is not being sold as a working part, the contract must state clearly that there is no implied warranty of merchantability. The sale invoice may also state that the engine is being sold as-is or as a re-buildable core – and this must be somewhere that is easily seen. The customer in this case must have the ability to check out the engine and decide whether to purchase it, refuse it or renegotiate terms.

Recycle! Recycle! Recycle!

A warranty of fitness for a particular use gets a little bit more complicated. In this case, the buyer is relying on the seller to make a determination that the item will fit or is suitable to the use being requested. The buyer is relying on the seller's expertise and whereas warranties of merchantability only apply to professionals, the warranty of fitness applies to anyone who sells anything. Furthermore, this type of warranty cannot be effectively disclaimed.

In our engine example, this means that if a buyer requests an engine for a particular make and model, the seller makes a guarantee that the part will fit. This warranty can, however, get more complicated. A common example is when a person purchases a set of tires asking for something that "drives well in the snow." The seller might recommend snow-tires, all-terrain tires, all-season tires, or even highway tires, and the effectiveness of each of these in actual driving conditions may be subjective.

Implied warranties can generally be excluded by using the terms "as is" or "with all faults" provided that this is in writing, and that the buyer has had an opportunity to inspect the merchandise before entering into the contract. This is not necessarily a be-all end-all, if the buyer asserts that the item was misrepresented he/she can still claim that there is a breach of warranty under implied warranties.

All of this doesn't necessarily mean that sellers are merely liable for the whims of customers. The implied warranties also place limitations on buyers. If someone purchases an item and uses it in a way that it was not intended, the warranty may not apply. An example of this would be powering a go-kart with a diesel truck engine.

Implied warranties can be used against you in a lawsuit, and a judge may give merit to claims that a salesperson made promises as to the performance or suitability of an item even if the printed warranty disclaims any and all liability. When it comes to the implied warranty of fitness, it is important that salespeople understand the liability that comes from claims they make about the products being sold. This extends to providing expertise, making a selection or offering advice. \Leftrightarrow

State of Michigan 2017 Dealer Training Bulletin

The Michigan Department of State is offering full-day training in Lansing to assist all classes of licensed vehicle dealers and their staff on the basic requirements of the Michigan Vehicle Code. There are no course registration fees.

- **Pre-registration is required.** Registration is first come, first served at **www.Michigan.gov/SOS**. Use this link to get to the self-registration page.
 - If a course date does not appear in the drop-down menu, it means the class is full.
 Please register for another date, or check back at a later date for openings.
 - Picture ID is required for entry into the building where training is held.

· Who should attend?

- Any class A, B, C, D, E, F, G, R, or W dealership may attend full-day trainings.
- Dealership owners, managers, sales & office staff.

· What will be covered?

- Michigan.gov/sos and other state Web sites
- Vehicle Trade-In Credit
- 2017 Vehicle Registration Fees
- TR-210/TR-209 Secured Interest Change on Title Process
- Dealership Records
- Dealer Plate Usage
- Your Ouestions

Training Dates, Times and Locations:

Date:	Day:	Hours:	Location:
October 10, 2017	Tuesday	10 am to 4 pm	Operations Center, Lansing
October 19, 2017	Thursday	10 am to 4 pm	Operations Center, Lansing
November 8, 2017	Wednesday	10 am to 4 pm	Operations Center, Lansing
November 16, 2017	Thursday	10 am to 4 pm	Operations Center, Lansing

In the online registration module, if a course does not appear in the drop-down menu, it means the class is full. Please register for another date, or check back at a later date for openings.

For questions or assistance with registration, contact the Business Regulation Section at 517-373-9294.

We do take periodic breaks and a lunch. There is an on-site cafeteria and nearby fast-food.

Operations Center, 7285 Parsons Drive, Dimondale 48821 (go to building #4, on map #2)

How does Car-Part Handle Data?

By Theresa Colbert

know, I know, most of you are accustomed to me writing about being on the road, things that I have seen (good and bad), and ideas or thoughts that I have about our industry. I don't usually write about Car-Part. com even though I work there. But, I think it's about time to address some questions and misconceptions I have been hearing from recyclers.

Let's go back to that day in August of 2010 when I was doing one of my very first Car-Part Gold installations at Trails End Auto Recycing in Des Moines, Iowa. I am sitting in the office of Mike Swift (past ARA president) and talking about our industry, our mutual alma mater, and friends that we had in common. Mike was saying how happy he was that I was with Car-Part.com and that he thought it would be a great fit for me. Then he said the strangest thing: "It's a good thing you come from the recycling industry and have thick skin, because a lot of yards think Car-Part has done us a disservice by putting prices out there, and they think that you steal our data." I couldn't believe what I was hearing, and that some people actually thought that!

Well, that day and many, many days over the past 7 years, I have talked to recyclers about the truth of these issues. For those concerned about showing prices, I can draw on my first-hand experience from my time as a sales manager at Nu-Parts Automotive. At Nu-Parts, when we started listing parts on Car-Part.com, we talked about whether we should reprice our parts lower than the competition (and lower than we wanted to). As a friend told me, you only get 2 out of 3: would you like GREAT QUALITY, GREAT SERVICE or a GREAT PRICE? So I said, "We have the VERY BEST customer service in the industry! We have GREAT parts with a lifetime warranty! If we put our parts onto Car-Part.com and keep the prices as-is, what is our competition going to do? What will our customers do if we are not the lowest price? Are they going to quibble over a dollar when they are getting the best service and best warranty out there?" (In reality, a few did quibble, but we just price matched to make them happy.) Guess what happened? When we listed parts on Car-Part.com with prices we were comfortable with, sales went through the roof! That's why I was so shocked when I came to Car-Part and learned that some people didn't want to list parts with prices on Car-Part.com.

I really think our industry is lucky that Car-Part.com, which was created by a family-owned recycling yard, was the first to put parts and prices online. Can you imagine if eBay, Craigslist or some independent third party would have been the first to put our parts online? Do you think that any of those other people care about the seller having a salvage license and actually being a "REAL" recycler? Do you think that these other people would send me out to a location to see in person if there really was a salvage yard there? Do you think that when they found out the guy was selling parts out of his garage and did not have a salvage yard, that they would take his parts OFF line? I am thinking probably not, as they let ANYONE sell auto parts on eBay and Craigslist now.

People have been asking me a lot lately about where their data is going. Car-Part has always left the recycler in control of their own data, and from day one Car-Part has had an internal policy that they always get a recycler's permission before forwarding data to a third party. Because Car-Part knows that recyclers may want to confirm where and how their data is being used, they offer a portal for each recycler so you can see where your parts are being forwarded, and which basic and optional services your part data is displayed in. This portal is available to each Car-Part customer 24 hours a day. If you aren't sure how to access that portal, contact your Car-Part support rep or salesperson. Car-Part has always had the policy to not forward data unless a recycler specifically grants permission first.

A NMVTIS Refresher

Continued from page 25

has instructed AAMVA to allow individuals to register with NMVTIS and report salvage vehicles. This change should be in effect by the end of the year, if not sooner. NMVTIS was put into place to show a vehicle's "life" from birth to death, showing the events that have occurred over time, and help identify where a vehicle physically is in that cycle. The goal is to provide the best information available to the public on vehicles they may be purchasing.

Membership is POVER

When you join ARM, you'll become part of an association that is stable and viable in this everchanging time in our industry. We are committed to providing you with the services, benefits, information and support necessary to help you meet and maintain the standards you and your customers have come to expect and demand as you compete in today's global markets. We believe the following benefits strengthen the value of your Direct membership.

- **ARM Storm Water Compliance Program**—This *Members Only* program will assist members in qualifying for the new permit option that will save money and reduce the risk of noncompliance.
- **ARM Safety Program**—The safety program helps members comply with the safety regulations that are administered by MIOSHA.
- MICAR Program—Michigan Certified Automotive Recycler.
- MICAR Plus Program—Michigan Certified Automotive Recycler Plus.
- **Kelley Cawthorne Consulting**—Legal and Government Relations Counsel to ARM protecting your interests in Lansing.
- ARM PAC—ARM Political Action Committee.
- MIARC—Electronic parts finding tool for ARM Direct Members.
- **Kent Utter Jr. Memorial Scholarship Fund**—Providing financial assistance for college and secondary education to ARM Direct Member's employees for over 10 years.
- YardTalk Newsletter—Official Publication of the Automotive Recyclers of Michigan.
- Annual Road Show & Business Networking Conference—Hosted each year by a different ARM member at their facility.
- **ARA Savings 4 Members Program**—This buying group leverages the collective buying power of 2.1 million member businesses.
- Sterling Payment Technologies Credit Card Processing Discounts—Sterling B2B Group has partnered with ARA and State Affiliates, including ARM, to offer discounted rates on credit card processing.

Renew your membership today! Membership packets for current members were sent out in early August. Contact the ARM office at 800-831-2519 or arm@mi.automotiverecyclers.org if you did not receive yours. **New Members** can contact the ARM office for an application or fill one out from our website www.automotiverecyclers.org and return it along with your licenses to the ARM office with payment in full of \$495 to 7550 S. Saginaw, Suite 9, Grand Blanc, MI 48439 to be considered for membership.

FUN CAR FACTS & TRIVIA

By Cindy Wedding

- 1. In which movie was a DeLorean the star?
- 2. What is the name of the movie in which Robin Williams portrayed a sleazy car salesman?
- 3. What was the name of a comedy based at an L. A. Car Wash?
- 4. In what movie were dozens of 70s sedans destroyed?
- 5. What is the name of the movie containing the most famous car chase scenes starring Steve McQueen, Robert Vaughn, Jacqueline Bisset and Robert Duvall?
- 6. What is the name of the movie based on a novel by Stephen King about a possessed car?

- 7. What movie had turbochargers, gangs, crime, undercover cops, romance and special effects?
- 8. What movie had a 40 minute chase scene that destroyed 90 vehicles (in the original movie)?
- 9. What movie was the story of the first black racing champ starring Richard Pryor?
- 10. What was the name of the movie that told the story about NHRA drag racer Shirley Muldowney?

10. Heart Like a Wheel	5. Bullit
9. Greased Lightning	4. Blues Brothers
8. Gone in 60 seconds	3. Car Wash
7. Fast and the Furious	2. Cadillac Man
6. Christine	1. Back To The Future
	Answers:

Around Our Industry

Continued from page 13

nation this year focusing on the Takata issue, the WKMG broadcast highlights the proactive steps that professional automotive recyclers like M&K Auto Parts are taking to make sure that defective parts do not enter the marketplace.

ARA encourages all members to share this with their colleagues and again emphasizes how critical it is to have operational procedures in place to address and check for recalls.

5

Reasons to Advertise in YardTalk

- 1) Highly regarded as an industry-leading professionally produced publication.
- 2) Competitive rates.
- **3)** Circulation reaches over 400 recyclers in Michigan, and many other affiliate state associations.
- **4)** Great communication tool and source of valuable industry-related information, products and services.
- **5)** Newsletter content focused on issues pertinent to Michigan recyclers.

If you'd like to place an ad, or inquire about rates or information, please call the ARM Office at (800) 831-2519 or email: arm@mi.automotiverecyclers.org

https://www.clickorlando.com/news/investigators/fadra-honda-pullrecalled-takata-airbags-from-local-salvage-yards

Judge Temporarily Stops Some Takata Airbag Lawsuits

A Delaware bankruptcy judge ordered a 90 day stay halting some Takata airbag lawsuits – but not the federal multi-district cases pending in Miami where ARA's suit is located. The decision affects hundreds of other lawsuits filed in Hawaii, New Mexico and the U.S. Virgin Islands. The delay was allowed at the request of Takata so that the company can continue its bankruptcy restructuring plans. Takata actually sought a longer, six month delay. The judge also temporarily halted lawsuits against automakers for 90 days.

Takata began bankruptcy proceeding in June as a result of over 45 million defective airbags, over 16 confirmed fatalities, hundreds of injuries and multimillion fines and lawsuits. The judge stated that "What the debtors seek and need is a breathing spell". ←

Articles reprinted with permission from ARA

The deadline for the next issue of the Automotive Recyclers of Michigan *YardTalk* newsletter is November 10, 2017. If you would like to place an advertisement or submit an article, please call the ARM office at 800-831-2519.





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Ask us how

45 Rh Rhodium

46 **Pd** 78 **Pt**

Palladium Platinum

PERIODIC TABLE

LOCATIONS

Headquarters Hebron Ohio

BUYING CENTERS

Newark Ohio
Liberty Hill Texas
Ypsilanti Michigan
Spring Valley California
Edinburgh Indiana
Santa Fe Springs California
Joliet Illinois
Lodi California

The Process













Contact: Dan Miller - 815-641-7661



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