



AUTOMOTIVE
RECYCLERS
OF MICHIGAN

2017-2018
Scholarship Recipients
begin on page 26

YARDTALK

Issue 1

The Official Publication of the Automotive Recyclers of Michigan

Fall 2017

The President's Message

Hello fellow recyclers...

For those of you who don't know me, I'm Ross Lewicki from Highway Auto Parts in Roseville. My family has been in the automotive recycling



Ross Lewicki

industry for 18 years in and around Detroit. Like many of our young owners and operators I grew up working for and learning

the business from my father. It was through his guidance that I became actively involved in re-gearing our yards for the future. With that goal in mind I began getting involved with ARM about six years ago leading to the position I now find myself in. I'm honored to be the president of one of the best state associations in the country.

The Automotive Recyclers of Michigan has a long history filled with many great leaders, thinkers, and doers. Lots of recyclers just like you have dedicated more than their fair share of precious time and resources to Automotive

Continued on page 10

Save the Date!

10th Annual ARM Road Show & Business Networking Conference

*On location at GoGo Classic Cars & Showroom
Galesburg, MI*



Informative Seminars
& Workshops
Vendor Demonstrations
New Technology Introductions
Exciting Tours &
Specialized Training
Great Food + Fun
Family Activities!

May 3-5, 2018



For more information contact
Barb Utter at the ARM office:
800-831-2519 or e-mail:
arm@mi.automotiverecyclers.org

AOL instant messaging is shutting down 12-15-2017!

No worries. Car-Part's got your back!



- Our Instant Messaging Community is 10,000 members strong!
- iCPM allows you to connect in real time to recyclers, aftermarket distributors, shops and insurers!
- Your IM account address is identical to your email address, for example: "Roger@ForeignAutoSalvage.com"
- Shops can search by radius, find you, and add you to their roster.
- Buy & Sell parts with Recyclers in our Recycler Sales Rooms.
- Our IM is integrated with Car-Part Pro, all 3 collision estimating systems, Trading Partners™, wheel images, Interchange, Car-Part customer service and Checkmate!
- iCPM is compatible with Google Talk, Trillian, and other instant messaging programs.



Your shops can sign up
for free at CarPartPro.com





Executive Director's 2016-2017 Annual Report

As your Executive Director, I am the Chief Operating Officer of the Association and it is my overall responsibility for the complete operation of the Association as it involves programs, plans and operations. Therefore, one of my main responsibilities is to keep us on track, updated and educated and to provide you, the membership, with the current status and financial resources of our 2016-2017 fiscal year which ended August 31, 2017.



Barb Utter

I am happy to report that we have had a very successful year that included our 2017 Annual Road Show and Business Networking Conference, hosted by the Weller family. At this great venue, we were able to reach our goals of providing our members with the latest in industry products, services and technology. We provided training, speakers and seminars that were industry related. We planned activities and events that were conducive to great networking among members and our fundraising activities met our targeted goal all at an affordable cost to our members. I am confident that those who attended found value in doing so and for those of you who did not attend, I hope you will seriously consider joining us at our 2018 Road Show May 3rd thru the 5th at GoGo Classic Car Museum in Galesburg. It promises to be a true classic event!

We have continued to work closely with the State agencies such as the MI Department of Environmental Quality and the MI Department of State so as to keep you informed and educated on any issues or changes that may impact your business and our industry and we continue to keep them informed and educated on the importance of the professional auto recycler and our contribution to our communities.

Of course, these are but a few of our many accomplishments this past year, but for the sake of time, please be sure to familiarize yourself about our entire year by reading the annual committee report beginning on page 18. Discover the value of belonging to ARM.

I am also happy to report that we did come in under budget again this year. However, each year this is becoming more difficult to achieve without using our reserved income to do so. While I believe our future remains bright, I also believe that now more the ever, we must join forces and begin to think outside the box to find ways to increase our non-dues revenue so we can continue to provide the quality programs and services reported on and that each of you have come to rely on to help you grow your business in this ever-shifting global market you face in today's world.

As an association, we seem to be following the national trend among most associations of decreasing memberships. We lost members when we no longer had our self-insured worker's comp program and our MASC salvage auction and we lost a large chunk of our non-dues revenue that we came to rely on when the Long Line became no longer relevant in the new age of technology. Mix in a variety of other more current reasons, such as the higher cost of doing business, increased competition amongst members and the unlicensed recycler, the cost of meeting the many agency compliances required of us as the licensed recycler, the competition of the global economy that exists today due to the Internet, a younger generation who question the value of face to face meetings, or the difficulty of many small mom and pop businesses unwilling to embrace change, the list could go on and on, but the bottom line is, we cannot exist on dues alone and we never have. However, it has become increasingly more difficult to raise these additional resources needed to fund our many programs and services. Yes, we have been able to do so in the past and we are committed to doing so in the future. But, we need the help of all of us to think outside the box as we collectively work together to find the solution.

We exist for you. We rely on your input. We advocate on your behalf. Now, more than ever, I encourage you to get involved. Seriously consider helping your Board of Directors move ARM forward another 40 years as our founders envisioned 40 years ago when they founded ARM for the very reasons we need to remain strong and

Continued on page 6



OFFICERS

President

Ross Lewicki, Highway Auto Parts

1st Vice-President

Gordon Middleton, Middleton Auto Parts

2nd Vice-President

Sarah Schram-Pilcher, Schram Auto & Truck-Lansing

Secretary/Treasurer

John Sadocha, Auto Farm, Inc.

Immediate Past President

Jason Fisher, J & R Truck Parts

Executive Director

Barbara Utter

2017-18 BOARD OF DIRECTORS

Brian Bartels, LKQ West Michigan

Lance DeKeyser, George's Auto Parts

Jayson Doren, Morris Rose Auto Parts

Ted Dusseau, Dusseau Auto Parts

Ron Elenbaas, Pete's Auto Parts

Stefan Gravis, East Bay Auto Parts

Daniel Gray, Doug's Auto Recyclers

Gary Hooper, Hooper Auto Recycling

Glenn Neuner, Neuner's Automotive Recyclers, LLC

Jeff Schalm, Ernie's Auto Parts

Slater Shroyer, Shroyer Auto Parts

Kenny Whipple, Ken's Auto Parts

2017-18 ARM COMMITTEE CHAIRPERSONS

Legislative

Chair - Ted Dusseau

Co-Chair - Jason Fisher

Member Services

Chair - Gordon Middleton

Co-Chair - Glenn Neuner

Meetings/Convention

Chair - Ron Elenbaas

Co-Chair - Jayson Doren

Fundraising/Scholarship

Chair - Jayson Doren

Co-Chair - Daniel Gray

MICAR

Chair - Daniel Gray

Co-Chair - Ross Lewicki

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.

Please address articles or letters for publication to:

ARM Office

7550 S. Saginaw

Suite 9

Grand Blanc, MI

48439

Calendar of Upcoming Events

April 5-7, 2018

URG Training Conference

Hyatt Regency Grand Cypress Resort
Orlando, FL

April 9-10, 2018

ARA Hill Days & Legislative Summit

Washington, DC

May 3-5, 2018

ARM Road Show & Business Networking Conference

GoGo Classic Cars & Showroom
Galesburg, MI

June 18, 2018

ARM 18th Annual Kent Utter, Jr. Memorial Scholarship Golf Outing

Links of Novi
Novi, MI

November 1-3, 2018

ARA 75th Annual Convention & Expo

Walt Disney Dolphin Resort
Orlando, FL



ARM's Members Only Storm Water Compliance Program

The Michigan Department of Environmental Quality (DEQ) issued a new industrial storm water permit that took effect on April 1, 2016.

This new permit includes complicated and challenging permit requirements that specifically apply to auto recyclers.

- Designed to make compliance **easy and affordable**
- Professional technical assistance and onsite guidance
- Report preparation
- MiWaters database submittals
- Organization: procedures, forms, and Storm Water Manual
- Coordination of laboratory services
- Coordination with DEQ
- Education and training
- Discounted cost for MICAR Members

For more information contact:

The ARM office at 800-831-2519 or arm@mi.automotiverecyclers.org –or–
Dave Kendzierski at Stormtech (414) 943-1773 or dave@stormtech1.com



Do you want to be a part of something great?

Are you currently on MWRP?

If so, then why haven't you joined MWRP?

Give us a call today!

800-696-1720 ext 101

It's FREE!

We are doing great things!

Scrap Report

Foundry Steel.....	\$215.00 gt
Auto Cast (clean).....	\$245.00 gt
Motor Blocks (uncleaned).....	\$210.00 gt
Flattened Bodies (picked-up)	\$160.00 nt
Batteries31 lb.
Radiators	1.70 lb.
Aluminum (clean).....	.45 lb.
Whole Aluminum Transmissions.....	.17 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.

OUR INSURANCE PROGRAM SMASHES THE COMPETITION

Our specialized program partners with the finest, most secure, "A" rated insurance carriers and covers over 2000 yards nationally. We have been serving the insurance needs of businesses like yours for more than 30 years.

COVERAGE

Liability • Property • Inland Marine
Crime • Auto • Umbrella
Workers' Compensation • And more

OFFERING

Dedicated Claims Handling • Personalized Service
Competitive Rates • Higher Limits • Broader Coverage
Lower Deductibles • Specialized Coverage



GJS CO
INSURANCE
Member of the Sullivan Group

*Program Administrators for the
Auto Dismantling Program*

This is a comprehensive program with the coverage you want at a price you can afford.

For more information or the name of an agent in your area who has the exclusive rights to this program, contact:

www.gjsullivan.com
CA Lic. #0613886

Deborah Mesko, Vice President, Program Division
(800) 235-5485
meskod@gjs.com

From the Desk of Your Executive Director

Continued from page 3

relevant in this ever changing marketplace. Change is inevitable. As President John F. Kennedy said, "change is the law of life. And those who look only to the past or the present are certain to miss the future."

What will your business look like one year from today? Your Association is here to help you have a positive impact on your future and the future of our industry. Can we count on you to work together for this common cause?

I would like to thank the current Officers and Board of Directors. Working with each of you has been a true joy. To Jason, thank you does not seem enough. Your dedication and your enthusiasm have been above and beyond the call of duty. Not only did you lead us for the normal two year stint, but you willingly agreed to give our association an additional year of your time, your effort and your passion for our industry. You are a true visionary and believe and lead in the very essence of team concept. You are always there to step up to the

plate whenever necessary. We just seemed to be there for each other when we needed to be. Maybe it is the "Go Green" connection, but whatever it is, I will always cherish working with you and for the friendship that we now have. And Ross, I truly look forward to working with you as well. Since we have already had the biggest challenge of working together when you and your family hosted our 2016 Road Show, the next two years should be relatively easy. If we can make it through that event, I honestly think everything else will be a breeze.

And to you the membership, it is a privilege to serve as your Executive Director. I am proud of what we have accomplished together as a team and while there are certainly challenges and changes ahead, I am confident that ARM is and will continue to be a viable resource for each of you, the professional auto recycler. 🚗

Respectfully Submitted,

Barb Utter
Executive Director

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!

ARM PAC

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!!

Do I Need a Mercury Spill Kit?

By David Kendzierski

ARM Storm Water Manager

The new storm water permit requires that you have a "mercury spill kit" to safely clean up any mercury releases. I realize that many of us played with mercury as kids without any known bad effects (though my growth is stunted and my hair fell out), but it is true that mercury liquid and fumes can be dangerous. In theory, mercury could be released if one of the mercury light switch capsules ruptured and spilled its contents. I've never heard of that happening – ever. So in my opinion, a mercury spill kit is not necessary, but it's required by the permit.

Mercury spill kits basically contain a powder and activator that you mix with the spilled mercury to solidify it, a tiny broom or scoop to collect the solidified mercury, a plastic bag, and protective equipment such as plastic gloves and eye protection. Talk about overkill.

Industrial mercury spill kits cost \$100 to \$400+. You don't need that. You can find small mercury spill kits for about \$30 (two I liked on Amazon were offered by Spilfyter® and CeilBlue®). You can also find tiny medical mercury spill kits (for example, if a thermometer breaks) for about \$10. That's all you need. 🚗

**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

**LOOKING TO REDUCE
YOUR COST
PER CUT?**



**IT'S SIMPLE!
CONTACT US
800-233-0771 • www.commercialforms.com**

COMMERCIAL FORMS
FORMS & SUPPLIES FOR THE PROGRESSIVE AUTO RECYCLER
RECYCLER Supply

MORSE FIRE & RESCUE
10" 212mm 14 1/8" 3 1/2" 14 1/8"

LENOX Gold LAZER® METAL
LONGEST LASTING EVER!

DOUBLE DUTY
MILWAUKEE SAWZALL

ismantler Blade™ PRO SERIES
10" 212mm 14 1/8" 3 1/2" 14 1/8"

DIABLO
EXTREME METAL CUTTING
10" 212mm 14 1/8" 3 1/2" 14 1/8"

MILWAUKEE
10" 212mm 14 1/8" 3 1/2" 14 1/8"

MORSE
10" 212mm 14 1/8" 3 1/2" 14 1/8"

LENOX

ismantler Blade™



How to Comply with the New Storm Water Permit

By David Kendziorski
ARM Storm Water Manager

1. Register in MiWaters. For assistance contact Kelly Ploehn, ploehnk@michigan.gov, 517-284-6861
2. Have at least one *Certified Industrial Storm Water Operator* at your facility
http://www.michigan.gov/deq/0,4561,7-135-3308_3333_79877-10121--,00.html
3. Your new permit begins when you receive a Certificate of Coverage (COC) from DEQ
4. Pay Annual Permit Fee to DEQ within 45 days of receiving invoice notice
5. Prepare a storm water pollution prevention plan and site map. Use the DEQ SWPPP Template: https://www.michigan.gov/documents/deq/wrd-isw-swppp-template_398409_7.doc
6. **Comprehensive Inspections:**
 - a. Quarterly: Jan-Mar; Apr-Jun; Jul-Sep; Oct-Dec
 - b. Document
 - c. Must be conducted by Certified Industrial Storm Water Operator
7. **Housekeeping/Preventive Maintenance Inspections:**
 - a. Bi-weekly (every two weeks)
 - b. Document
 - c. Can be conducted by any qualified employee
8. **Visual Storm Water Assessments:**
 - a. Quarterly: Jan-Mar; Apr-Jun; Jul-Sep; Oct-Dec
 - b. Conduct at each storm water discharge point
 - c. Qualifying Storm Event: > 0.1" rainfall, >72 hr since previous rainfall
 - d. Must be conducted within one month of previous Comprehensive Inspection
 - e. Water sample can be collected by any qualified employee
 - f. Visual Assessment (filling out the form) must be conducted by a Certified Industrial Storm Water Operator within 48 hours of sample collection
 - g. Color photo, keep on file
 - h. Document
9. **Employee Storm Water Training:**
 - a. Once per year
 - b. Document
10. Submit Annual SWPPP Review to MiWaters by January 10 of each year
11. Within 6 months of COC date, submit written request to forgo benchmark monitoring or submit Benchmark Monitoring Plan to MiWaters
12. Record Retention: Keep all records for 3 years



1. When do I have to comply?

A. The new permit is being issued over a 5-year period. DEQ will notify you by mail, and issue you a Certificate of Coverage.

2. Are guidelines available to help me comply?

A. Yes – the DEQ industrial storm water website has several excellent guides, videos, and instructions.

3. Should I prepare a Benchmark Monitoring Plan (storm water sampling) or request to forgo benchmark monitoring?

A. You do not want to sample your storm water, have it tested, and compare your results to benchmark standards. Request to forgo benchmark monitoring. Remember, your request to forgo benchmark monitoring must be submitted to DEQ within 6 months of the date of your COC.

4. What will happen if I don't comply?

A. DEQ will take enforcement action against you.

5. Can I get help?

A. You can hire a professional environmental consultant to prepare your documents and help you comply. Or you can join the ARM Storm Water Program. You'll receive all the documents you need (including your SWPPP and Site Map), inspection and training forms, and detailed easy-to-follow instructions – all contained within a Storm Water Compliance Manual to organize your records. To get you started, ARM Storm Water Manager Dave Kendzierski will visit your facility and review the compliance requirements. The cost of the ARM Storm Water Program is a one-time fee of \$350 for MICAR members or \$500 for other ARM members. 🚗

Testimonials from ARM members:

"Thanks for stopping in today Dave, and also for all your help with the SWPPP. I appreciate and value your knowledge and insight."

—Jayson Doren, General Manager, Morris Rose Auto Parts

"Hi Dave, Thank you again so much for all your hard work and help on this. You definitely made my life much easier and we are ready to move forward and handle this properly. Huge life saver."

—Sarah Schram, Schram Auto & Truck Parts



SAVINGS4MEMBERS™

ARA Offers savings4members™ Program

The Automotive Recyclers Association (ARA) has partnered with BizUnite since 2010 to offer cost savings as an added benefit of membership. The ARA relationship with BizUnite through the ARA Marketplace will now be referred to as savings4members™, and will continue to help members combat rising operational costs by saving time and money on the products and services you use every day.

ARA members can take advantage of exclusive discounts with best-in class programs from national vendors such as Sprint, UniFirst, ADP, Office Depot, Staples, WEX and more. These pre-negotiated deals through savings4members™ have proven to save businesses an average of \$13,850 annually on operational expenses.

If you are already taking advantage of these member benefits, nothing changes and you will continue to receive your discounts. If you haven't taken the time to discover what your potential savings could be, check out the **savings4members™** program today.

Automotive Recyclers Association
 9113 Church St., Manassas, VA 20110-5456
 Phone: (571) 208-0428 | Fax : (571) 208-0430
www.a-r-a.org



The President's Message

Continued from page 1

Recyclers of Michigan and many of them are still actively involved. These recyclers come from all different backgrounds, from all different areas of the state, with all different size yards. They come together and dedicate their time and resources because they see the real value of our association, the opportunity to network and share ideas that will ensure the continued evolution and success of the automotive recycling industry as a whole. After all, if our industry isn't evolving and succeeding, how long can we expect to succeed on our own?

The good news is that our industry is evolving and in the face of numerous struggles we continue to have with OE's, insurance companies, and government regulations, we are succeeding. We continue to push, and are getting close to having legislation passed forcing the OE's to release all build data. This would be an evolutionary leap for our industry. We would have the ability to inventory, market, and sell every part on every vehicle.

Last year, we worked closely with ASA of Michigan to reword a bill, that had it passed, could have cut off

virtually all sales of recycled parts for insurance repairs. With our guidance the bill was rewritten to ensure that recycled parts remain a viable option for insurance repairs. We have also spent lots of time working with Michigan DEQ to develop a member's only Storm Water Compliance Program which greatly reduces the cost and amount of work needed to comply with the new DEQ storm water permits. Our MICAR membership is continuing to grow with just over half of our members seeing and reaping the benefits of it. All of the great accomplishments that our association has had are not the result of one person working on their own. They are the accomplishments of a whole group of recyclers committing time and resources towards achieving a common goal that in the end benefits all automotive recycling facilities in our state.

Now imagine how much more we could accomplish as an association with more involvement from members and non-members alike. My goal over these next two years is to increase membership and participation while continuing to increase the value the association brings to your businesses. With this goal in mind and in an attempt to hear from more of you about the problems and concerns that you want ARM to tackle we will begin having regional meetings next year. We hope that with increased face time and communication we will be able to address the unseen problems of all the yards in our state.

We are here for all of you, but we can only do so much without all of you getting involved. Please feel free to reach out to me at any time with concerns about our industry or our association. I'm grateful for the opportunity to carry the torch that so many have diligently carried before me and I look forward to meeting and hearing from as many of you as possible over the coming years. 🚗

Ross Lewicki
ARM President

FUTURE RECYCLER

We send our congratulations to our newest recycler and to his proud parents ARM President and First Lady Ross and Sarah Lewicki and Grandparents Marty and Pam Lewicki of Highway Auto Parts in Roseville on the birth of their son and grandson Ryder Maxwell, born October 25, 2018.

WEDDING BELLS

Our best wishes to Slater Shroyer of Shroyer Auto Parts in Lansing and his bride Elisabeth Cowles on their recent November 11, 2017 marriage.

CONDOLENCES

ARM sends our deepest sympathies to Danny Wild and Bill Wild of Ferrous Processing & Trading and to Mayor Bill Wild of Westland and Scrap Busters U-Pull-It Auto & Truck Parts and their families on the recent loss of their mother and grandmother Lois Wild on October 20, 2017. Please know our thoughts and prayers are with you. 🚗

Protect Our Earth *Recycle!*



**In with the old.
Out with the new.**

Recycling — it's all about sustainability. By reusing steel from end-of-life cars, appliances, machinery, bridges, and buildings, we conserve the earth's resources for future generations. OmniSource collects and processes steel scrap, much of which is supplied to Steel Dynamics to be melted and converted into new steel. Working as one, SDI and OmniSource take in the old ... to create the new.

CALL FOR PRICING AT ANY OF OUR SIX MICHIGAN LOCATIONS

ADRIAN

815 Treat St.

517-265-5195

BAY CITY

1414 N. Madison St.

989-895-5571

COLDWATER

375 S. Michigan Ave.

517-278-1449

JACKSON

711 Lewis St.

517-787-1731

JONESVILLE

751 Beck St.

517-849-2149

STURGIS

2160 S. Centerville Rd.

269-651-7851



OmniSource
The Best in Metals Recycling



Steel Dynamics, Inc.®

www.omnisource.com

www.steeldynamics.com



Texas Jury Faults Collision Repair Shop For Faulty Repairs in Multi-Million Dollar Lawsuit

A Texas collision repair shop was found 75 percent liable for a fiery crash because of alleged repair deviations from manufacturer-suggested procedures. The plaintiffs were awarded \$31.5 million from John Eagle Collision Center, a “dealer collision repair facility with OEM certifications from manufacturers including Tesla and Aston-Martin” according to media reports. A repair was made to the 2010 Honda Fit that used adhesives to replace the roof rather than welding which is how Honda specifies the repair to be made. The plaintiffs purchased the car used and allegedly were not told that the car had been in a previous accident. Apparently the Carfax report did not show this previous collision either. The driver of the car that struck the plaintiffs vehicle was held liable for the remaining 25 percent of the total \$42 million award.

ARA is reviewing this case to analyze the potential effect on the professional automotive recycling industry. Regrettably, there is a growing trend among auto manufacturers to reverse or take entirely new irresponsible positions on recycled and salvage OEM

parts without any research or data to justify these sweeping policies.

These corporate decisions and attacks on recycled OEM parts significantly backtrack on previous environmental stewardship commitments to conserve resources and protect the global environment, and contradicts many automakers’ publicly stated environmental principles. Despite touting commitments to the basic tenants of a circular economy – recovering all products, components and materials at their highest utility and value – automakers are now opposing the fundamental reutilization of their company’s very own parts once they have left a dealership.

OSHA Releases its Annual List of Top Ten Workplace Safety Violations

The U.S. Occupational Safety and Health Administration (OSHA) recently released its annual list of the top ten “frequently-cited” workplace safety violations with fall protection once again at the top. Lockout/Tagout issues such as worker training and inspections remained at number five. The list has varied little in the past five years and the top five violations remained the same. The violations, in order of their ranking, are as follows:

1. Fall Protection in construction
2. Hazard Communication issues
3. Scaffolding safety
4. Respiratory Protection
5. Lockout/Tagout
6. Ladders in construction
7. Powered Industrial Trucks
8. Machine Guarding
9. Fall Protection – training requirements
10. Electrical – wiring methods

ARA Meets with Congressional Committee Staff to Continue Push for Implementation of Safety Recall Parts Data

ARA representatives continue to press for safety recall parts data as passed by the U.S. Congress in December 2015. ARA CEO Michael Wilson, ARA consultant former Congressman Lee Terry and ARA Vice President, Government Relations Delanne Bernier recently met with six House Energy and Commerce Subcommittee

File A Complaint on Unlicensed Vehicle Dealers

ARM Will File the Complaint for you!

Contact Barb at
arm@mi.automotiverecyclers.org

or

810-695-6760 or 800-831-2519

or

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



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



attorneys to request their intercession with the National Highway Traffic Safety Administration (NHTSA) to push for a rulemaking to provide automotive recyclers with OEM recalled parts data. The House Energy and Commerce Subcommittee on Digital Commerce and Consumer Protection has a new General Counsel and several new attorneys with whom the meeting was held.

The "Kinzinger" provision passed out of Congress in the 2015 multi-year highway bill but has yet to be implemented in any effective or meaningful manner. ARA has met several times with NHTSA providing them with the details of what would technically make the law feasible including automated, historic and VIN-specific data transmission.

New Study of Massachusetts Recyclers Cites Dramatic Carbon Footprint Reduction

A new study by Worcester Polytechnic Institute (WPI)

quantifies the reduction in the Massachusetts carbon footprint as a result of professional automotive recyclers activities in that state. The study, entitled "Assessing the Environmental Impact of Automotive Recyclers of Massachusetts", concludes that at least 2.2 million tons of carbon dioxide on an annual basis is reduced by the state's automotive recyclers' handling of an estimated 165,000 vehicles.

The research performed at the Metal Processing Institute at WPI calculated energy saved by recycling metals – reducing the need to mine and refine ores and new metals – and by reutilizing engines, transmissions and other parts. The Director of this program, Professor Brajendra Mishra, PhD, discusses the importance of the circular economy and states: "We make a car. We use a car, and we completely recycle the car so the materials stay in the system, in a circle, and we want to do that for as long as we can."

Continued on page 30

586.294.1730
www.earlsbattery.com

**EARL'S
BATTERY
SERVICE**

*Buyer of core batteries
Seller of reconditioned batteries
Automotive & Industrial*



DJ has too much fun at Copart's Crashed Toys while attending the ARA 74th Annual Conference & Expo

Time to Go Fishing!

Mark Pettit started working for Schram Auto Parts in August of 1977. He grew up in the thumb area and came to the city looking for work. He was instrumental in implementing policies and procedures that have helped us build the foundation that we have today. He is extremely knowledgeable in our industry as he worked in every facet of our business. Mark is very methodical in everything that he does.

We want to thank him for his loyalty to our company and three generations of Schram family members. We wish him all the best in his retirement. Time to go fishing!! 🚗



From left to right, Bob Schram, Mark Pettit, Harold Schram and Tom Schram.

Recycle! Recycle! Recycle!

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

Important NMVTIS Reporting Reminder for Flood-Damaged Vehicles Resulting from Hurricane Harvey and Hurricane Irma

At the request of the U.S. Department of Justice (DOJ), ARA distributed a letter to all US-based members on September 12 regarding the expected influx of flood-damaged vehicles resulting from Hurricane Harvey and Hurricane Irma. As a result of the floods, thousands of vehicles sustained severe water damage and the DOJ is asking that all reporting entities take all available steps to ensure that flood damaged vehicles are properly identified as damaged and reported to NMVTIS.

Please see the entire letter on page 15.

ARA urges all members to remain vigilant in following all reporting requirements for these flood damaged vehicles. 🚗



U.S. Department of Justice

Office of Justice Programs

Bureau of Justice Assistance

Washington, D.C. 20531

September 11, 2017

RE: Flood-Damaged Vehicles and Federal Enforcement of Reporting Requirements Regarding Businesses Engaged in Salvage and Total Loss Automobile Commerce

Dear Business Owner:

The Department of Justice (DOJ), Office of Justice Programs (OJP), Bureau of Justice Assistance (BJA) is responsible for the oversight of the National Motor Vehicle Title Information System (NMVTIS). BJA is appreciative of your continued commitment to report junk and salvage (including total loss) automobiles to NMVTIS as required by federal law. As you know, consumers rely on NMVTIS data to make informed buying decisions to avoid purchasing potentially unsafe used vehicles and to avoid paying more than a vehicle's fair market value. Therefore, your prompt and complete reporting is directly related to consumers' safety and protection from fraud.

As a result of the floods caused by or associated with Hurricane Harvey and Hurricane Irma, thousands of vehicles sustained severe water damage that can make their electrical systems, including their airbag sensors, prone to failure. NMVTIS is designed to prevent certain vehicle histories, such as flood damage, from being concealed. Therefore, we must work together to ensure that the reporting requirements are met and consumers are aware of the dangers associated with flood-damaged vehicles. As part of this effort, we are working closely with the American Association of Motor Vehicle Administrators (AAMVA) to encourage state titling agencies to take extra precautions to identify and brand flood-damaged vehicles and to query NMVTIS before issuing a title. Likewise, we must ask NMVTIS Reporting Entities to take all available steps to ensure that flood-damaged automobiles that they obtain are properly identified as being so damaged, so that they may be properly reported to NMVTIS.

BJA's Director has discretion in assessing a civil penalty for violations of NMVTIS reporting requirements. Some considerations that inform the exercise of this discretion, perhaps to aggravate a civil penalty, are whether non-reporting was due to negligent or intentional action/inaction of the NMVTIS Reporting Entity, and whether the associated automobiles resulted in a purchaser's being defrauded or injured. An important consideration that the Director may consider to mitigate a civil penalty is prompt reporting that shows an overall intent to maximize protections to consumers. We encourage NMVTIS Reporting Entities to submit NMVTIS reports on a daily basis (or as soon as possible, even before the deadline for reporting). In light of the anticipated high volume of flood-damaged automobiles, and the associated potential for widespread harm to consumers, BJA intends to closely monitor reporting of these automobiles.

BJA remains committed to ensuring the consumer protection benefits of NMVTIS. Thank you in advance for your efforts to ensure that information about flood-damaged automobiles is available to consumers before a vehicle is offered for resale or sold.

Sincerely,

Todd J. Brighton
Senior Policy Advisor
Bureau of Justice Assistance



The Coming Flood of Flood Cars

By Jay Svendsen, National Sales Manager for ADD

Recent months have seen one extreme event after another, each seeming to trump the previous. When the next natural disaster occurs, the media moves on, and we hear little about the aftermath of the previous events. In late August hurricane Harvey lingered over south Texas, resulting in over 40" of rain in some areas, causing massive flooding. Two weeks later, hurricane Irma came right up the Florida peninsula causing a historic exodus of people fleeing the coming storm, with about 6 million people evacuating their homes. Puerto Rico was devastated, half of the Florida Keys were severely damaged, and parts of Florida experienced 15 hours of hurricane force winds and rain.

I wanted to share what we know is happening as a result of the aftermath of these devastating hurricanes. In Texas, most of the attention is on Houston, where parts of the city were greatly affected by storm waters. Tow companies and insurance companies have made arrangements to store all the flooded vehicles. Dozens of vast fields, airports, and raceways have been setup as holding lots for the estimated 1 million vehicles flooded as a result of Hurricane Harvey. Insurance companies and the Texas DMV are being diligent in making sure that flooded vehicles are properly branded, but because of the large volume of vehicles involved, it may take until the end of February 2018 for all the vehicles to be processed. At the ARA Convention in Dallas, it was mentioned that Insurance Auto Auctions will be selling 1,500 flood vehicles from Houston every day, including Sundays, until all the vehicles are sold. It is important to note that most of the Texas flood vehicles will be freshwater floods, but that many vehicles were in the water for several days, or even weeks.

In Florida, Hurricane Irma created the largest flight of residents in recorded history with an estimated 6 million people leaving their homes to avoid the storm. Hurricane Irma was stronger in force than Harvey, but it moved more quickly. It is estimated that insurance companies will process about 250,000 flood vehicles in Florida. Many of the Florida flood vehicles will be saltwater floods, which are the least desirable vehicles for recyclers. This storm created a unique event in that when residents evacuated, many only took their "good" car when they left, leaving the older cars, motorcycles, and other "toys" behind. In many cases, the other vehicles might not be covered by insurance (only having liability insurance), leaving the owners to deal with any damage that

occurred to vehicle. Since the storm created more damage to homes and businesses in Florida, even though the number is smaller, it will likely be February before all the flood vehicles are processed in Florida as well.

According to recyclers I have spoken with, most don't want anything to do with flood vehicles. For those who operate in the metal recycling/processing space, there will be many vehicles available at greatly reduced pricing since metal values are currently low and have been decreasing for the last few months. On the upside, as people are paid for their insurance claims, there has been a spike in auto sales and there will likely be a corresponding increase in parts sales as people repair their owner-retained flood vehicles.



From what I can see, many of the Texas and Florida Flood vehicles will be reported to NMVTIS, as both the state DMVs and insurance companies are being diligent in reporting them correctly. There will still be issues with vehicles that are not processed through insurance companies, but recyclers can use NMVTIS inquiry reports to help identify potential flood-damaged vehicles. The major salvage auctions are really good at reporting vehicles to NMVTIS and they generally report daily, so the data is timely. A NMVTIS inquiry will show last state of title plus previous states of title. Both Florida and Texas are real-time with NMVTIS, meaning recyclers can use the reports to identify vehicles that were previously titled in either Florida or Texas before September 10th, then were re-titled in another state at a later date. If this is the case, there is a high likelihood that the vehicle was involved in the flooding and should be physically inspected or priced accordingly. Verifying a vehicle's NMVTIS title record can be a very good investment when looking at higher dollar vehicles. 🚗



**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***

2017 ARM Annual Meeting

WEDNESDAY, OCTOBER 18 • LANSING, MI

2016-2017 ARM Annual Committee Reports

LEGISLATIVE COMMITTEE:

Chair: Ted Dusseau **Co-Chair:** Slater Shroyer

Kelley Cawthorne: David Gregory

Committee Members: Gary Hooper, Jeff Schalm, Brad Rose

Lansing Update/Annual Report:

By David Gregory of Kelley Cawthorne

October 2017

ARM Legislative Issues Largely Quiet In 2017

There have been few bills of specific interest to ARM so far in 2017. As mentioned previously, **Sen. Joe Hune (R -Livingston Co.)** re-introduced his “anti-steering” auto parts legislation from last session. The bill would prohibit an insurer from requiring that an auto repair facility “use a specific vendor or process for the procurement of parts or other materials.” **See SB 291** in Senate Insurance Committee.

Like last session, the association for automotive repair facilities, ASA, supports the bill and the insurance lobby opposes it. After much debate, **the ARM Legislative Committee is neutral on the bill.** There is simply no consensus within the automotive recycling industry about the impact, pro or con, of the proposed legislation. Moreover, the bill is not likely to move any time soon, giving ARM additional time to consider the issue.

Other Issues

- As requested, we have researched the issue of whether ARM can obtain a **charitable raffle license** for general fundraising purposes. The answer is, “maybe, but we do require further information from third parties and the board before we can proceed with application”.

- The Legislature continues to debate **Auto No-Fault Insurance Reform**. However, that debate centers largely on optional lowering of personal injury protection benefits and imposing fee schedules on medical providers.
- We have assisted ARM in setting up presentations to its membership by the Secretary of State’s office regarding implementation of recent changes to the **salvage title inspection law**. As you may recall, the SoS in late 2016 sought an amendment to the salvage title law to require certification from a licensed mechanic prior to converting a salvage title. There is a mixed opinion on the changes within the industry, but they were adopted by the Legislature at the insistence of the SoS.

2018 Outlook

2018 – and another election year – is just around the corner. The following is a brief overview of what’s at stake.

- All three (3) major statewide non-federal offices, **Governor, Secretary of State, and Attorney General** are open in 2018.
 - The GOP currently holds all three (3) offices.
 - The current leading candidates for Governor are: **Attorney General Bill Schuette (R-Midland)** and former **State Sen. Gretchen Whitmer (D-East Lansing)**.
 - Current legislators seeking to become Attorney General are: **House Speaker Tom Leonard (R-DeWitt)** and **Sen. Tonya Schuitmaker (R-Lawton)**.
 - All 38 seats in **State Senate** are up for election, with 26 seats open due to Term Limits.
 - Republicans currently hold a 27-11 super-majority.
 - Due to current maps and other factors Republicans are likely to retain majority in Senate even if 2018 is a good Dem year, possibly with slimmer margins.

- Potential open pick-up seats for the Dems include those centered in: Bay County/Thumb (Sen. Green); Upper Peninsula (Sen. Casperson); Muskegon (Sen. Hansen) Kent County (Sen. Hildenbrand); and Macomb County (Sen. Rocca)
- All 110 **State House** seats up for election with 23 open seats due to Term Limits.
 - GOP currently has a 63-45 advantage with two (2) vacancies likely to be filled by Democrats.
 - Up to ten (10) Term-Limited members will be running for Senate and as many as nine (9) additional members could leave office early to run for Senate.
 - Dems could pick up seats, but a nine (9) seat swing necessary to regain control of the House appears unlikely unless the environment turns overwhelmingly Anti-Trump/Pro-Dem.

Legislative Committee Report:

Chair: Ted Dusseau, Dusseau Auto Parts

Again, this year as in many years past, legislation has been proposed in the Michigan Legislature and the Congress of the United States that would have had an adverse effect on the operations of the Automotive Recyclers of Michigan. Through the combined efforts of your Executive Director Barb, David Gregory, and several members, ARM members were made exempt from those bills that became law. The one exception was the new requirement to have the rebuilding of salvage vehicles done in a workmanlike manner, as certified by a properly licensed mechanic in the appropriate specialty. Some of our members had an issue with this requirement, but I ask you is this really a bad issue or does it make us recyclers look more positive in the eyes of both regulators and the general public? I personally believe it is for our benefit.



As we have said many times in our membership, individuals must get involved in the political process. The question we ask, in your everyday business operation, do you feel most comfortable with someone or some business that you have had a good relationship with? Well, the question asked is if an issue in the legislature or local government came to be that would affect your business, would it not be much easier to express your point of view if the government official knew you as a person and not only as a business owner with a complaint?

MEMBER SERVICES COMMITTEE:

Chair: Gordon Middleton **Co-Chair:** Daniel Gray

Committee Members: Kenny Whipple, Glenn Neuner, Slater Shroyer

We began our 2016-2017 fiscal year with (81) Direct members and (30) Associate members. We had two (2) new Direct members and three (3) new Associate members.

Direct:

iDriveAuto Parts, Inc., Warren
Midwest Auto Truck & Spring, Canton

Associate:

Assured partners of Minnesota
Just Packaging, Inc.
GLE Scrap Metal

Six (6) Direct members and three (3) chose not to renew their ARM membership for various reasons that include closing their business or due to the economy.

At the close of the 2016-2017 fiscal year, we currently have (77) direct members and (30) Associate members.

Membership Benefits:

ARM is committed to providing our members with services, programs, information and assistance to help them promote their professional recycling business and our industry. It is our continual goal to help them meet and maintain the standards and many compliances required of them, provide them with information on the latest industry happenings, make available cost saving benefits and services to assist them in their everyday operations, offer affordable employee training, and to always provide support and information to help them compete in today's global marketplace.

Continued on page 20



Among the many benefits offered to our members, are our member's only MICAR, MICAR Plus, Safety and Storm Water Compliance programs, our legal and lobby consultants Kelley Cawthorne, who are our voice in Lansing, our ARM PAC, our Scholarship program for dependents of members employees, our quarterly newsletter *YardTalk* as well as our e-newsletter and our Annual Road Show & Business Networking Conference to name a few. And because of our affiliation with our International Association, ARA, we are also able to offer all ARM members the opportunity to participate in many cost saving benefits of exclusive discounts provided by national vendors. Included in these discounts is Sterling B2B Group, a business unit of Sterling Payment Technologies Credit Card Processing, a company that provides cutting edge electronic payment processing services.

Our focus is and will continue to be on member services and on educating stakeholders as to the need and contributions of our professional recycling industry.

Website:

It has taken longer than originally planned to reach our goal to launch the website by the end of last year, but we are on track to have the new website up and running within the next month or two. We are in the final stages of putting the finishing touches on the website and making sure it will provide everything that we need including mobile compatibility, a members only log in, easy access to forms, multiple advertising options, and a whole new look, as well as provide users of the site a better understanding of who ARM is and what ARM does.

Along with getting the website ready to launch, we are working on pricing and a contract for the advertising

space, as well as gathering data related to the number of visitors to the website.

Newsletter:

Chair: Slater Shroyer, Shroyer Auto Parts

YardTalk, our quarterly publication, provides our members and other licensed auto recyclers in the State of Michigan with relevant industry information. A variety of sources contribute articles and information for each issue that range from management practices to agency requirements. Our printed newsletter has a circulation of over 400. While ad revenues continue to outpace expenses and we once again have a net profit, we have fallen short of our target. The Board has set a fairly aggressive net income goal of \$7,000 for the past 2 years and it would appear that in order to reach that number, significant effort will be needed to generate new revenue sources. The newsletter committee also has a stated goal to link content to an online format within the organization's website which we have yet to accomplish.



We continue to send email newsletters and updates on a regular basis from the ARM office to all current direct and associate members. These notices publicize our programs, activities, benefits, deadlines, and happenings in Lansing and around the industry. The emailed updates have been well received by our members as they have said they like the simple, concise format that allows them to see at a glance what is currently happening in ARM. We have yet to sell advertising space on these updates.





As always, the newsletter committee is looking for contributors willing to submit articles and information that can be distributed throughout the industry. Inquiries can be made directly to the ARM office.

2017 MIARC Annual Report

Chair: Daniel Gray, Doug's Auto Recyclers

The MIARC Board is a forum that was set-up by Car-Part.com for members only of the Automotive Recyclers of Michigan. It is an electronic tool that replaces the Long Line and allows you to buy and sell parts or just chat with your fellow ARM members. You can chat publicly on the Board or privately with other ARM members. The monthly fee is per month, per facility. There is no limit on the amount of users at each facility. MIARC is an easy to use, fast way to find those small, hard to find parts you need to complete the sale and it provides additional revenue to your association. It is also a great way to connect with other ARM members around the state and a valuable resource for upcoming events.

MIARC continues to be a good financial resource for ARM due to the generosity of Car-Part.com donating all fees collected from users directly to ARM. We would like to ensure the viability of MIARC by continuing to recruit new members and increase the usage by existing members. An easy way to promote use of MIARC by current members is to make sure the MIARC chat room is bookmarked within Car-part.com messenger for sales people, inventory staff and even managers. Bookmarking MIARC within Car-part messenger will force the board to automatically open when the messenger is started in the morning. Darlene Barber, 859-757-1481, at Car-part.com is the best source to provide training on Car-part.com messenger.

We encourage all members to participate on the MIARC board as it is not only a great user friendly tool, but it is a great communication venue for ARM members.

MEETINGS/CONVENTIONS COMMITTEE:

Chair: Ross Lewicki **Co-Chair:** Jason Fisher

Executive Director: Barb Utter

Road Show Committee: Sarah Schram-Pilcher, Gordon Middleton, Jayson Doren, Jake Weller, Wiley Wiltse, Kim Gray, Brian Bartels, Ron Elenbaas, Brian Collins, and Stefan Gravis.

The goals of this committee include planning a Road Show that is affordable to our members while providing them with vendors, speakers, training and networking opportunities that will help them enhance their business, as well as raise additional non-dues revenue for the association and to also plan an Annual Meeting that meets the qualifications specified in our by-laws.

Our 9th Annual Road Show & Business Networking Conference was hosted by the Weller Family at their Wyoming, MI facility. We had a huge turnout with 211 individuals representing 44 member and guest facilities attending the event that included 32 vendors from around the country. Our Friday Yard Tour had 105 people visiting Premier Auto & Truck Parts and J & R Truck parts of Cedar Springs and Weller's full service facility in Grand Rapids. With our large attendance, generous sponsors and our fundraising activities on Friday evening, we were able to surpass our budgeted goal. It truly was a huge success for the association, the vendors and for those who attended.

Continued on page 22





For our Annual Meeting, the Board of Directors decided we should return to a face to face meeting at a fun but industry related venue that would be of interest to the members and provide an atmosphere for great networking so we chose the beautiful Gilmore Car Museum in Hickory Corners, MI. This outstanding historic campus includes more than 400 vintage vehicles, an old-fashioned gas station and the Blue Moon Diner. It was a wonderful venue to stroll down memory lane on a fall afternoon to explore the past as we planned for the future with our peers.

Plans are already underway for our 10th Annual Road Show & Business Networking Conference being held May 3-5, 2018 at GoGo Classic Cars & Showroom in Galesburg, MI. A location that will surely be an event you will not want to miss.

FUNDRAISING/SCHOLARSHIP COMMITTEE:

Chair: Jayson Doren **Co-Chair:** Kenny Whipple

Committee: Entire Board of Directors, Sarah Schram, Lance DeKeyser

It is the responsibility of this committee to raise additional non-dues revenue for the association as dues alone do not provide all monies needed to fund our programs and we also oversee raising monies to fund our scholarship program for dependents of our direct members. However, thanks to the dedication and support of our Board of Directors, members, past presidents, vendors, sponsors, and tightening our expenses, we were able to meet our goals.

Fundraising:

This year the majority of our fundraising efforts were concentrated during our 9th Annual Road Show & Business Networking conference hosted by the

Weller Family at their Weller location in Grand Rapids. Thursday's golf outing was an adventure! We had a fantastic turnout on Friday evening with a successful live auction and various other fundraising activities. Great big thank you to all the past presidents and others who filled in as bartenders. Thanks also to our outstanding vendors and very generous sponsors for a total Road Show income of \$37,582.25!

Scholarship:

The Kent Utter, Jr. Memorial Scholarship Golf Outing is 17 years old and it continues to be very successful year after year. This is the only fundraising event for the scholarship fund, along with generous contributions from our members. It is held at the Links of Novi in Novi, MI, and is chaired by David Creedon and Mike Sinta. This year we had 22 foursomes, 34 hole sponsors and many very generous members and friends sponsorships to raise a total of \$11,902.74 to date so we could provide a \$500.00 scholarship to each of 13 outstanding students, all dependents of our member's employees. This is truly a great membership benefit for your employees.

MICAR COMMITTEE:

Chair: Daniel Gray **Co-Chair:** Jason Fisher

MICAR Program Manager: Dave Kendziorski

Committee Members: Kim Gray, Slater Shroyer, Glenn Neuner, Ross Lewicki, Jeff Schalm, Stefan Gravis

MICAR Update:

MICAR Program Manager: Dave Kendziorski

The Michigan Certified Automotive Recycler (MICAR) program is one of about a half dozen state association-sponsored certification programs that help auto recyclers understand and comply with the large array of environmental, safety, and licensing regulations that apply to the auto recycling industry. Members that meet the standards are MICAR certified, and those members who also belong to the Automotive Recyclers Association (ARA) are ARA CAR certified, and eligible to participate in the ARA Gold Seal program. There are 26 MICAR standards, and each member is audited every other year to verify compliance with the standards, identify any deficiencies that may exist, and offer onsite professional assistance. Self-audits are conducted in the years between the professional audits by the Program Manager.

MICAR Membership:

About one-half of the ARM members participate in

MICAR. In 2017, there are 80 direct ARM members and 39 MICAR participants. The MICAR fee is \$350 per year. The 2016/2017 MICAR members are listed in the box below.

MICAR Benefits:

1. Information and education
2. Regulatory assistance
3. Basic safety practices
4. Storm water permit help
5. Recognition as a professional recycler
6. Onsite professional guidance
7. Unlimited email and phone support
8. Linked to national ARA CAR program
9. MICAR Compliance Certificate
10. MICAR banner and sign

2016/2017 Performance:

All MICAR participants were MICAR certified in 2016. Some members had minor deficiencies – almost always missing paperwork – often related to the storm water permit or the new (2012) HazCom rules. Members who have minor, easily corrected deficiencies remain MICAR

certified. During the audit, the MICAR Program Manager explains what needs to be corrected and how to do it. There is a common misconception that facilities must be “MICAR-ready” before joining the program. Not true! Facility owners and managers who want to improve their operation or are unsure of whether or not they are in compliance with regulations often benefit the most from the MICAR program.

Auto recyclers are preparing to meet the requirements of a new industry-specific storm water permit that is being phased in over the next four years. MICAR members will benefit from professional onsite storm water assistance without needing to retain an engineer or consultant.

Contact:

MICAR Administrator: Barb Utter, ARM Executive Director, 810-695-6760, barb@mi.autorecyclers.org

MICAR Program Manager: David Kendziorski, Stormtech, 414-943-1773, dave@stormtech1.com 🚗

2017 MICAR MEMBERS

The following ARM members are also members of the Michigan Certified Automotive Recycler program (MICAR). They must meet specified general business, environmental, safety, licensing and regulatory standards. They are required to satisfy these MICAR standards, participate in the MICAR audit program, and comply with the membership requirements by ARM. These MICAR members distinguish themselves as professional recyclers who are committed to meeting the highest performance standards set by the industry. Call the ARM office if you are interested in participating in this program.

Acme Auto Parts
Acre Auto Parts & Sales



Airway Auto Parts, LLC
American & Import Auto Parts
Cat's Parts Mart Auto Salvage
Cutrate Auto Parts
Doug's Auto Recyclers
Dusseau Auto Parts
East Bay Auto Parts
Ernie's Auto Parts
Fox Auto Parts, Inc.
G & T Auto & Truck Parts
Go Go Auto Parts
Grand Valley Auto Parts
Heights Auto Parts
Highway Auto Parts

Highway Truck Parts
Hooper Auto Recycling
J & R Truck Parts
Ken's Auto Parts
LKQ of Michigan
LKQ West Michigan
Marek Auto Parts, Inc.
Michigan Truck Parts
Middleton Auto Parts
Miechiels Auto Salvage
Morris Rose Auto Parts
Parts Galore
Parts Galore II
Parts Galore III
Pete's Auto & Truck Parts
Premier Auto & Truck Parts, Inc.
Schram Auto & Truck Parts
Schram Auto & Truck Parts
– Lansing
Scrap Buster's U-Pull-It Auto
& Truck Parts
Shroyer Auto Parts
Travers Auto Parts
U-Pull & Save East
Weller Auto Parts

Why Can't We All Just Get Along?

Employees: Their Interaction with Others and the Chemistry and Problems that they Bring

By Marty Hollingshead

My first year in business, I experienced many problems besides starting up. The biggest and most frustrating one was dealing with and managing employees. I had people not show up or call, and leave the job without notice. My brother-in-law, who was in town, was in the process of starting his own company and made a comment to me that he will not have the problems that I have. When I asked why, he said "Well, because

I'm going to be opening up a laboratory, not a junkyard, and I'll be dealing with college-educated people." I said to him, "I really don't think it matters, the education level. The problems I'm having are of human nature."

I told him to call me after he was in business for six months and let me know how he is doing. Well, three months later he called me and guess what, he had the same kind of problems that I did; people not showing



NEED MONEY FOR YOUR KIDS COLLEGE FUND???
Well, you work for the right company!

As a member of the
AUTOMOTIVE RECYCLERS OF MICHIGAN
your employer is able to offer you a unique opportunity. The Kent Utter Jr. Memorial Scholarship fund has been providing financial assistance for college & secondary education to ARM members' employees for over ten years. If you have questions or would like more information please call 810-695-6760 or email: arm@miautomotiverecyclers.org
7550 S. Saginaw Rd. Suite 9
Grand Blanc, MI 48439



APPLICATION MUST BE SUBMITTED BY MAY 31ST

- Applicant must be a dependent of a current full-time employee of a Direct Member, in good standing of ARM for at least 1 year before May 1st of the year the award is presented.
- Dependents of owners or employees who own stock in the employing firm are not eligible.
- 1st time applicants must have achieved at least a 3.0 grade point average, or the equivalent in their previous educational program.

Scholarship Applications are available online at www.automotiverecyclers.org or from the ARM office.

Please thank the following members and friends for their generous support and sponsorship of our 2017 Annual Meeting:

Diamond

Kalamazoo Metal Recyclers, Inc.

Platinum

Highway Auto Parts
OmniSource

Gold

Doug's Auto Recyclers

Silver

Glen's Car and Truck
Highway Truck Parts
J & R Truck Parts
Morris Rose Auto Parts
Padnos
Pete's Auto Parts
R.E. Davis Motor Sales
Shroyer Auto Parts



**UNITED
WE
STAND**

up, people leaving without notice, and all the same issues that my “junkyard” experienced.

So what makes a good employee?

1. Responsibility
2. Respect and cooperation with coworkers
3. Teamwork
4. Dedication
5. Dependability
6. Pride in what they do and how they do it

As I am a hockey player, I will cite a few examples on two different people I played with and their effect on their fellow teammates. Both of these guys were extremely talented but their effects on others were drastically different.

Player 1 was a team player and made others around him better. He gave tips, encouragement, and even though he was the best player out on the ice, he never acted like it. We did very well on this team, won a couple of championships and even when we fell short, we were always in the hunt.

Player 2 was just as talented as Player 1, if not more so, but had a completely different effect on the team. He always had to say and act like he was most important, and doing all the work, and carrying the team. He put other players down with criticism instead of lifting them up with encouragement. This was not a fun team to play for. All the other players obviously did not like this guy. The team never did well until he left. Funny thing is, as good as he was, the team did better without him.

We all have probably had similar experiences with employees. Do you have an employee that is “Top Dog?” Yes, we all do. The question is, are they Top Dog through their own hard work, or have they gained it at the expense of others by diminishing the effectiveness of their coworkers?

Attitudes are Contagious

People’s attitudes, good or bad, have a huge effect on others around them. Do all of your employees come to work in the morning with a good attitude, or do you have some that come in that seem like they are mad at the world? Do they give you the impression that they like their job, or do they give you the impression that they don’t? Remember, how you see things is probably the way others see them, if not more so.

Positive attitudes foster other positive attitudes and help to create and maintain a culture of teamwork and harmony in the workplace. Negative attitudes do just the opposite. We all have parts of our job that we like and we have things we don’t. This is true for everything in life, isn’t it? Simply put, it’s all about perception. Is the cup half-full, or is it half-empty?

The best way to build and keep a good team is to manage the different personalities, encourage good attitudes, and identify and address the bad ones before they become a big problem. Yes, we all have bad days, but not every day.

Addition by Subtraction

Do you want to have your company full of negative employees complaining and not wanting to do their jobs? “One bad apple spoils the bunch.” If a person is truly unhappy with their job, there really is no reason that they should remain, and your company will be better off when they leave.

I have three simple rules here for all of my employees, and they are:

1. Show up
2. Do your job
3. Get along

You can look at any company or any employee handbook, and any of the rules would fall under one of these basic categories.

Show up

This means being on time and being dependable. What would Michael Jordan be for the Chicago Bulls if he didn’t show up to play at the game until the 2nd Quarter?

Do your Job

This means to do what is asked of you to your best ability.

Get along

This means to work with, support, and respect your fellow employees, as well as your boss.

The people that consistently do these three things are almost always our best employees, aren’t they? 🚗



Congratulations to the 2017-2018 Kent Utter, Jr. Memorial Scholarship Recipients!



Dalton Bouscher

Dalton, the son of Matt Bouscher, Personel Manager/ Sales/Inventory at Genes Auto Sales in Traverse City is attending Universal Technical Institute in IL. After graduating from their general automotive technician training, he plans on attending their BMW manufacture specific program and eventually owning his own repair facility, specializing in BMW's and other high-end vehicles. He has been very involved in Eagle Scouts, his high school music programs and he has been racing since he was twelve, when he also began helping his father build their own cars. One of his favorite instructors in high school deemed him "shop foreman" a very special honor and one that has helped him prepare for his future.



Gabe Caris

Gabe, whose mother Julie works in Sales for Cooks Auto Parts, is attending Defiance College in Ohio, majoring in Criminal Justice as well as participating on their track and football teams.

After college Gabe would like to join the military to be a military police officer. He wants to serve his country and follow in the footsteps of his Uncle Mike, Deputy Commodore for Training at Submarine Squadron 7-Pearl Harbor who has shown Gabe that hard work and dedication can help you reach your goals in life.



Jillian Cloutier

Jillian, the daughter of Brian Cloutier, Loader Operator at Ryan's Pick-a-Part in Detroit, is a senior at Oakland University, majoring in social work in their College of Arts and Sciences. While she always thought this was the career path she wanted to choose, it wasn't until a year ago that she finally realized she didn't love what she had previous chosen to do so decided to follow her own passion, regardless of what others thought. Jillian is now following her dream and her desire to help make a difference in others' lives, in whatever capacity the job takes her and to be the best she can for her clients and their loved ones.



Marcy Cloutier

Marcy, also the daughter of Brian Cloutier, is a senior at Oakland University majoring in elementary education and minoring in language arts and integrated science. She eventually decided on this career path because working with children has always been a passion of hers and she is excited to be part of the education process for the kids she will be teaching. Her goal is to work with mid to upper elementary students and to be a teacher who helps her students prepare for their future successes in life.



Samantha Cloutier

Samantha, who attends Wayne State University, is the daughter of Chris Cloutier, Manager of Ryan's Highway Auto Parts in Roseville. She is enrolled in their master's program and will

graduate in May, 2018 with her degree in Master Social Work so that she can become a licensed therapist and help those who have experienced trauma and suffer from mental illness. Her special interests include substance abuse, infertility counseling, oncology & medical social work, and grief and loss. Samantha would also like to combine another passion, her love of animals, to use animal-assisted therapy in her work. Her goal is to be the source of light for her clients when all other lights seem to go out.



Allison Gravis

Allison attends Northwestern Michigan College in Traverse City where her major focus is in the school of business as she plans on pursuing her career path in the field of hospitality management so she

can work with others managing a business. Her goal is to find a company that matches her values and her beliefs, one where she can advance by demonstrating that hard work, determination and excellence do matter in your work performance. Her father and her role model, Stefan Gravis is General Manager of East Bay Auto Parts in Interlochen, MI.

"The best way to predict your future is to create it."

– Abraham Lincoln



Zachary Lohrmann

Zachary's father Michael Lohrmann is a Wrecker Driver/Dismantler for Michigan Truck Parts in Westland, MI. He is enrolled in the Honors College of Wayne State University and has chosen

the medical profession, majoring in Kinesiology because he enjoys helping people. Because the healthcare industry is constantly changing and people are finding new treatments every day, Zachary sees himself as a perfect fit for this ever evolving career in patient treatment. He hopes to carry on helping people and making his life a part of something greater.

"Around here, we don't look backwards for very long... We keep moving forward, opening up new doors and doing new things because we're curious... and curiosity keeps leading us down new paths."

– Walt Disney



Cheyenne Murgas

Cheyenne is the daughter of Jason Murgas, Core Buyer for All Catalytic Converters in Flint. She is a sophomore at Central Michigan University, majoring in Biology with a career in Forensic

Science. She has chosen this career path because it provides her the opportunity to combine both of her favorite things, science and solving murders. Cheyenne's goal is to help the victims get justice.



Paige Reetz

Paige's father Chris is Body Shop Manager at Roscommon Auto Recyclers in Roscommon, MI. She is a sophomore at Michigan State University, choosing a career path in the agriculture industry,

majoring in Agribusiness Management with a minor in Agronomy with the ultimate goal after graduation to work for an ag-input supplier. Paige chose this career path because her family owns a dairy farm that has been in the family for many generations and her grandfather has been a very influential person in her life. He taught her to never give up on your dreams and with failure comes a learning experience. She hopes to leave a positive impact on the industry.



Morgan Sparrow

Morgan's father is Sales manager at Regal Auto parts in Howell, MI. She is a freshman at Madonna University in Livonia, MI with plans of majoring in Nursing/ Pre Medicine. She has chosen this career

because she has an enormous love for medicine, the human body and the desire to serve others either as a nurse or a trauma surgeon, particularly in developing countries using her education and her career to help others who need it. Her passion is to make a difference in medicine and in the world and according to those who recommended her for this scholarship, because of her drive and passion for what she does, she will no doubt succeed in her endeavors. 🚗

Strength in Numbers: The Importance of Organization

By Marty Hollingshead, owner of Northlake Auto Recyclers in Hammond, IN

Our industry is facing many challenges, as well as eminent threats to our very existence. Now more than ever, there is a dire need for unity, participation, and commitment by all Recyclers.

Let's look at one example that has been in the news lately. This concerns a woman who was injured by a defective Takata airbag in Las Vegas, Nevada in March of this year. This airbag was allegedly obtained by a repair facility from a salvage vehicle at an Auto Recycler. This Recycler, as I understand, was a non-ARA member and an independently owned U-Pull-It facility with no Yard Management System. This one incident projects a negative image on all of us, even though most Recyclers do try in earnest to remove any recalled items from their inventory, and most definitely, not knowingly sell them.

There have been aggressive marketing campaigns launched by the OEM's that portray recycled auto parts as being inferior like "counterfeit" and "aftermarket" replacement parts.

This is obviously an untrue statement. We are Recyclers. We recycle total loss and end of life vehicles that were built by the OEM's, weren't they? So, if our parts are inferior or unsafe for that matter, wouldn't this say the same for the very vehicles that the OEM's manufacture that these parts come from?

We have had all of this undeserved negative publicity and notoriety. When is the last time you have seen any news story that has portrayed us in a positive light?

Most Recyclers operate in a responsible manner. We constantly have to work around and overcome unnecessary barriers that are put before us.

The biggest issues that have a negative impact on us in order of importance are:

1. VIN and build info from the OEM's
2. Misuse of our Data
3. Negative perception of our industry

The OEM's refusal to provide us with the Build and VIN info as well as some no longer providing part numbers

or pricing has put us at an unfair disadvantage. The denial of this data makes our Yard Management Systems less effective, doesn't it? We own the vehicles. At the very least, we should have access to the build info. Furthermore, we should not have to go before the OEM's with hat in hand and beg for VIN information in regards to recalls. This is clearly a public safety issue, and at the very least, they should be working with and not against us on this.

We are not their competition. We are not their enemy. We should be looked upon as a viable partner. We are Recycled OEM, aren't we?

Misuse of our Data: We continue to blindly supply our data without knowledge of what is done with it after we provide it to others. One data company has gone so far as to put a clause in their contract stating that they "have ownership" of our data once we provide it to them. How can this work out well for us, not knowing what they are doing with, or more importantly, who they are providing it to? This in my opinion, is a real problem; whether it is in aggregate or worse yet, in individual form.

Lastly, the negative perception of our industry: Because of actions by bad operators we are all viewed, unfortunately, as junkyards. **Most of us are not!**

So, what can we do about all of this?

It was put best by our ARA president, R.D. Hopper, when he said *"You are either at the table, or you are on the plate."* We all need to be involved. We all need to be committed to making our industry better.

ARA, as well as our State Associations, represent us. They work hard and do their best to protect our interests as an industry, but they can be much more effective with our participation, commitment, and support.

We can sit around and cry about how bad we have it, or we can do something about it before it's too late.











We all need to unite and stand together as one and support our organizations. We need to make the sacrifice of our time, work, and financial support for them to be successful.

Continued on page 30

Membership is **POWER**



When you join ARM, you'll become part of an association that is stable and viable in this ever-changing 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.

Strength in Numbers

Continued from page 28

We are all in the same boat, folks. We need to take control of our future before we don't have one.

We all need to contact our Representatives in Congress and the Senate at both the State and Federal levels. We need to explain clearly that not having the VIN and Build info, especially for the recalls, is a public safety issue. We have to have legislation passed to mandate the Automakers to provide this information to the Auto Recycling industry and others. By the way, in Europe, everyone has access to this information that is denied to us here by the OEM's.

Throughout history, in times of conflict and adversity, the difference between winning and losing comes down to uniting and commitment. We can win as a group, or remain fragmented and fail.

We are at the proverbial crossroads. Our fate is in our hands. The question is, "What are we prepared to do?" call/text my cell at 859-802-2382. 🚗

Around Our Industry

Continued from page 13

ARA applauds the work done by WPI and Automotive Recyclers of Massachusetts leadership for this ground-breaking study. For the full report, go to: <https://youtube/Ujw4nFOrnbk> and <http://armmass.com/carbon-footprintstudy/>

Flood Damaged Cars Pose Many Problems and Some Opportunities

"You have to be a sophisticated buyer to find a vehicle in decent shape after a storm... There could be great deals but also lots of risks" said ARA CEO Michael Wilson in a recent *Bloomberg News* article that was published in *Insurance Journal* about flood damaged cars in the wake of recent hurricanes in Texas, Louisiana and Florida. Approximately 360,000 damage claims have been filed for cars and trucks after hurricanes Harvey and Irma.

While many of those vehicles end up in insurance auctions, not all of them will be total losses. For example, after the 2012 Sandy hurricane approximately 160,000 of the 250,000 damaged vehicles were declared a total loss. However, the threshold for a total loss ratio keeps climbing higher with the increased



level of technology embedded in more and more parts.

The recent used car marketplace has grown as a result of the damaging storms. While consumers are searching for good deals, which are out there, they are also warned to closely inspect vehicles as well as check with existing resources such as the National Motor Vehicle Title Information System (NMVTIS) and the National Insurance Crime Bureau's VINcheck database.

In a related matter, ARA CEO Michael Wilson has been invited to speak and participate at an upcoming U.S. EPA Vehicle Waste Management and Disposal Workshop. The Agency is seeking insight from the automotive recycling industry about waste management and recycling challenges that may arise when dealing with wide area disaster events such as the recent hurricanes involving large quantities of vehicles. 🚗

Articles reprinted with permission from ARA

F.Y.I.

The deadline for the next issue of the Automotive Recyclers of Michigan YardTalk newsletter is February 9, 2018. If you would like to place an advertisement or submit an article, please call the ARM office at 800-831-2519.



*Servicing the
Recycling Industry
since 1982*

The art and science of catalyst recycling
LEGEND SMELTING & RECYCLING

LegendSmeltingRecycling.com

Buyers of Catalytic Converters in a Whole Unit or on Assay

**Can your Converter
Buyer:**

- **De-can, mill, and sample converters with their equipment?**
- **Use an onsite lab?**
- **Complete an assay at their facility?**
- **Let you choose between assay or whole unit?**

**Have you ever wondered
how an assay works?**

Ask us how

45

Rh

Rhodium

46

Pd

Palladium

78

Pt

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



**Automotive Recyclers
of Michigan**
7550 S. Saginaw
Suite 9
Grand Blanc, MI 48439



One sweet ride.

Discover how OmniSource can put you in the fast lane in automotive recycling. With more than 70 collection and processing facilities and a vast transportation network, we're one of North America's largest, oldest, and most-trusted recyclers of ferrous and nonferrous scrap. We provide customized solutions powered by cutting-edge technology, superior logistics, and unparalleled customer service. Let us help you maximize your profit. Take us for a test drive today. With OmniSource, you're always in the driver's seat.

Any Metal. Anywhere. Anytime.



OmniSource

The Best in Metals Recycling

www.omnisource.com

For more information contact

Dan McDonald

damcdonald@omnisource.com

(517) 817-2794 office

(517) 740-8046 cell