



AUTOMOTIVE  
RECYCLERS  
OF MICHIGAN

**SNEAK PEEK:**  
2018 ARM Road Show  
starting on page 18

# YARDTALK

Issue 2

*The Official Publication of the Automotive Recyclers of Michigan*

Winter 2018

## The President's Message

### Hello fellow recyclers...

**W**e're excited to welcome you to our 10<sup>th</sup> Annual ARM Road Show & Business Networking Conference.

This year Ron Daniels has graciously allowed us to host it at his GoGo Classic Cars & Showroom in Galesburg, Michigan. This is a very unique venue that started its life as a Ford dealership and has been converted into a classic car showroom.



**Ross Lewicki**

Due to the layout of the building it will be a much more intimate show than years past, with everything taking place in the same room. That means all exhibitor space will be right in the middle of everything that we have going on! A great venue for great learning and networking!!

As in years past, we have planned a weekend lined up with a number of informative classes, guest speakers, and yard tours. We are continuing with a similar format as previous years

*Continued on page 6*

# You're Invited!

## 10<sup>th</sup> Annual ARM Road Show & Business Networking Conference

### May 3-5, 2018

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



### Reminder:

**Early Bird** Registration Discount  
ends March 16<sup>th</sup>

**Don't forget to bring your Classic Car or Hot Rod!**



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## “How Ready Are You?”

**T**o each and everyone one of you, I wish you a very happy, healthy and prosperous 2018. And yes, I do realize we are already into February, but this is the first opportunity I have had to share my hopes and thoughts of the New Year with you. I hope you had an easy transition from the holidays back into a fairly normal routine before all the snow hit. (I know Jason, pennies from heaven, but enough is enough!) As always, this New Year seems to be really busy, if not



**Barb Utter**

overwhelming at times for all of us. For me, just trying to play catch-up with all the things I put on the back burner because of the holidays and mapping out plans for the year ahead is enough to deal with, but on top of all of that, dealing with the change and challenges that are happening all around us can be

totally overwhelming. I know when many of you call the office, most of our conversations seem to always include...what's going on Barb, change is happening so fast, it is not business as usual anymore and what have you heard, what do you think is the future of our industry? These conversations certainly plant the seed to reflect on what IS really happening and what can we do about it.

First and foremost however, let me begin by saying I truly believe it is not all doom and gloom. It is a new year, full of new opportunities, the sun is shining and it is the perfect time for us to take stock and decide if we are thriving or just surviving. No, it is certainly not business as usual anymore and we cannot survive by staying in our own little cocoon. But, we are a resilient group of professional auto recyclers. We have choices. Now all we need to do is decide what these new challenges are, how are they going to affect us and what can we do about it. It is a time to take stock of where we are and where we want to be. With those thoughts in mind, my question to you is, how ready are you? Is your “team” in place and ready to move forward and embrace the changes? Are you taking advantage of the resources available to you?

You do have choices and those choices can only be made by you. All you have to do is decide if you want to survive and thrive or to continue to struggle on your own. Then do something to make your choice become

a reality. My suggestion to each of you is don't you think it is at least time you join forces with other professional auto recyclers and build relationships so you are not reinventing the wheel as we work together to survive in this global world we live in. Take advantage of the resources your association provides. Join your fellow ARM members at our 10<sup>th</sup> Annual Road Show & Business Networking Conference. You have nothing to lose and everything to gain. Your Board of Directors and 2018 Road Show Committee have been diligently planning this year's Road Show so you will have the opportunity to find answers to many of these questions and concerns in a unique, exciting and yet tranquil environment that we are all going to truly enjoy. They have thought totally “outside the box” for the entire event and have planned for your entire team to join forces with other recyclers and their teams so together we can better understand where we're heading and what we need to do to get there. They have planned so the entire event is presented by recyclers for recyclers. It will truly be a hands-on, interactive opportunity for all of us, including owners and employees, to exchange ideas, concerns & solutions as we work together to ensure the future of our industry. As legendary basketball coach John Wooden said, “Failure is not fatal, but failure to change might be.”

What better place to begin the process than at this year's Road Show? As you read through this issue of *YardTalk*, you will see all that has been planned for each and everyone one of us to learn and plan together, in a truly relaxed atmosphere conducive to great comradery and building relationships. And, if that isn't enough, an added plus, Ron Daniel's classic car collection and showroom is truly a chance of a lifetime to see and he has been so gracious to share with all of us. We encourage you to bring your classic car or hot rod and we'll have a great ARM cruise-in as well as an opportunity to work together with other professional recyclers so we are ready for whatever the future may hold for us. Think about it. It's the perfect place to refresh, renew, and recognize your team.

I am so looking forward to seeing all of you at Ron's in Galesburg May 3-5, 2018. 🚗

Until then, hugs,  
Barb



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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.

Please address articles or letters for publication to:

##### **ARM Office**

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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 18<sup>th</sup> Annual Kent Utter, Jr. Memorial Scholarship Golf Outing**

Links of Novi  
Novi, MI

November 1-3, 2018

### **ARA 75<sup>th</sup> 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](mailto:arm@mi.automotiverecyclers.org) –or–  
Dave Kendzierski at Stormtech (414) 943-1773 or [dave@stormtech1.com](mailto:dave@stormtech1.com)



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## Scrap Report

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Motor Blocks (uncleaned).....	\$225.00 gt
Flattened Bodies (picked-up) ....	\$200.00 nt
Batteries .....	.30 lb.
Radiators .....	1.82 lb.
Aluminum (clean).....	.47 lb.
Whole Aluminum Transmissions.....	.18 lb.

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## The President's Message

*Continued from page 1*

as it seems to work well for all of us. We will begin on Thursday when we will gather for a "fun" golf outing that everyone can enjoy and end the day with a bonfire and s'mores. On Friday we will once again have our very popular tours of three member facilities in the area, followed by the kick-off of the opening of the Road Show and a delicious cook-out with the vendors. As the evening progresses, and we're all enjoying socializing, we will have our whole line-up of fun activities and prize-winning opportunities that will include a live auction with lots of surprises. We will begin Saturday morning with a fabulous continental breakfast to sustain you for a jam packed day that will include seminars, roundtable discussions, training, the recognition of some of our member's "Top Dog"

employees, plus we will have lunch with our vendors so you will have additional time to spend with them. As you can see, it is really a jammed packed day you and your employees will not want to miss. This opportunity for all of us to come together to learn, to network, and to share ideas can only help ensure the continued success of our businesses and our industry. Your support has always been a key factor in our continued success and we hope that you choose to make time in your busy schedules to attend your 2018 Road Show & Business Networking Conference. If you have any questions please don't hesitate to contact the ARM office at [arm@mi.autorecyclers.org](mailto:arm@mi.autorecyclers.org) or 800-831-2519.

Thanks in advance, and I hope to see all of you in Galesburg. 🚗

Ross Lewicki  
ARM President

**Recycle! Recycle! Recycle!**

# SAVE THE DATE!

## Automotive Recyclers of Michigan & Friends 18<sup>th</sup> Annual Golf Outing

Proceeds to the Kent Utter Jr. Memorial Scholarship Fund & ARM



**LINKS OF NOVI**

**MONDAY, JUNE 18, 2018**

**10:00 a.m. Shotgun Start**

**Three hours open beverage service...  
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Continental Breakfast • New York Strip Steak Dinner • Burgers and Dogs at the Turn  
50/50 Raffle • Silent Auction • Putting Contest

# DIY Hazardous Material Transportation Training


By Dave Kendzior  
MICAR Program Manager

**H**az mat transportation training, also known as airbag training, is required by the U.S. Department of Transportation. The training is required if you ship or deliver airbag components. Employees who package and ship the airbag components, their supervisors, and delivery drivers are required to obtain the training every 3 years. The training primarily covers how to fill out the shipping documents, how to package the airbag components, and what to do in an emergency. You can do this training yourself—anyone who is knowledgeable about the training content is authorized to offer the training. Document the employees who are trained, the date of the training, the training instructor, and the training content.

You can find training resources on the DOT website, but the material is very extensive and covers many topics beyond airbags. Shipping companies such as

UPS and FedEx also offer haz mat transportation training. Also note that special shipping procedures have been established for the millions of recalled Takata airbags.

If you wish to conduct the haz mat transportation training yourself, contact the ARM office and we will be happy to email you the following documents:

1. PowerPoint Presentation
2. Quiz
3. Blank Certificate
4. Training Sign Up Sheet 



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# How to Store Stuff

By Dave Kendziorski  
MICAR Program Manager

This should be simple, but it's not. There are many regulations and standards (your storm water permit, DEQ and EPA rules, MICAR) that define how Michigan auto recyclers should handle and store vehicles, parts, fluids, refrigerant, mercury switches, airbags, batteries, tires, and even trash. DEQ classifies many types of waste (hazardous waste, solid waste, universal waste, radioactive waste, liquid industrial by-products, PCB waste) and each category has special handling and storage requirements, uniform manifests, shipping documents, and labeling. Last year, DEQ produced a two-page *Waste Quick Look Guide* to help recyclers understand the waste categories and detailed regulatory requirements. The *Waste Guide* is helpful, although still too complicated, but that's the nature of waste regulations. The *Waste Guide* can be found at [http://www.michigan.gov/deq/0,4561,7-135-3307\\_36106-235729--,00.html](http://www.michigan.gov/deq/0,4561,7-135-3307_36106-235729--,00.html).

When I am helping recyclers comply with their storm water permit or the MICAR standards, I recommend the following storage practices:

## Vehicles

- ❑ **Incoming salvage vehicles:** designated holding area where vehicles are inspected for leaks and spills prior to processing.
- ❑ **Unprocessed salvage vehicles:** unprocessed vehicles can be stored in the yard. But they must be processed before being dismantled or crushed, or before being accessible to customers in a self-service facility. Contain/clean up any leaks or spills in the storage area.
- ❑ **Processed salvage vehicles:** inside a building or outside.

## Parts

- ❑ **Motors, transmissions, and other oily parts:** under cover on an impervious surface (metal, pavement). Can be stored in a building, trailer (with metal floor), van, in the vehicle, or outside on racks if properly wrapped in plastic and on an impervious surface. Residual fluids cannot be released to the environment.
- ❑ **Radiators:** can be stored outside if drained, but off the ground.
- ❑ **Rear axle assemblies:** can be stored outside as long as they are sealed or drained and there is no leakage.
- ❑ **Fuel tanks/gas tanks:** can be stored outside if drained. No leakage or spills allowed.

- ❑ **Body parts (doors/fenders/hoods/glass):** inside a building or outside.
- ❑ **Mechanical/electrical parts:** inside a building or other structure.
- ❑ **Batteries:** inside a building or in a covered sealed container outside. Label. Store damaged batteries separately. As a universal waste, recycle within one year. Refer to DEQ *Waste Guide*.
- ❑ **Scrap Tires:** inside a building or outside. Scrap tires must be sent to an authorized collection, processor, or disposal facility. The MICAR standard says no more than 1,300 tires can be stored at any one time. Cover not required. Scrap tire manifest required. Refer to DEQ *Waste Guide* which notes requirements if storing more than 500 tires.
- ❑ **Mercury switches (in domestic vehicles older than 2002):** store switches in universal waste ELVS bucket (national mercury removal program continues through 2021).
- ❑ **Airbags:** if not being sold as used parts, undeployed airbags are classified as hazardous waste. Refer to DEQ *Waste Guide*.

## Other Stuff

- ❑ **Fluids (used oil, used antifreeze, gasoline, diesel fuel):** must be stored in compatible containers. Store inside a building or outside in secondary containment or double wall tanks. Label all fluid containers, and all containers must be capped (unless filling). Most fluids to be recycled or re-used are classified as liquid industrial by-product. Used solvents, "bad" fuel, and mixed fluids may be classified as hazardous waste—comply with DEQ hazardous waste requirements. Refer to DEQ *Waste Guide*.
- ❑ **Trash:** generally trash should be stored in a covered container, although there are exceptions for material such as demolition debris.
- ❑ **Crusher:** A facility crusher should be placed on a concrete pad. If a contract crusher is used, place the crusher on a concrete pad or provide spill controls to capture any releases. Clean up after each crushing operation. Most crushers have drain ports to capture residual fluids.
- ❑ **Protect waterways:** never store vehicles, parts, tires, or debris in a ditch, waterway, pond, or wetland.

Note: The DEQ *Waste Guide* also addresses storage and disposal of lamps, paints, solvents, washwater, PCB waste, and radioactive waste. 🚗



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# Advanced Storm Water Pollution Control for Recyclers

By Dave Kendziorski  
MICAR Program Manager

**S**tudies conducted in the 1970's and 1980's concluded that thousands of waterways throughout the United States were seriously impaired by storm water runoff, and recent studies confirm that the impairment continues. In response, federal and state governments began regulating storm water discharges from industries, municipalities, and construction sites (farmers were not targeted). The Michigan industrial storm water permit requires recyclers to implement Best Management Practices (BMPs) that reduce storm water pollutants. The most serious storm water pollutants at auto recycling facilities are sediments and metals. In most cases, basic BMPs will adequately reduce sediment and metal levels. In certain instances (such as discharge to a sensitive trout stream) a high level of pollutant removal may be required.

Controlling sediment runoff is relatively straightforward:

1. **Control Erosion:** Stabilize unpaved roadways and parking lots with gravel or stone. Protect ditches and drainage ways with vegetation or riprap. Maintain vegetative cover where possible. Prevent scouring and erosion at points where storm water is discharged from your facility.
2. **Keep Pavement Clean:** Frequently sweep concrete and asphalt pavement. Maintain and repair pavement surface as needed.
3. **Treatment:** Where needed, sediments can be effectively removed by retention ponds, biofilters, commercial filtration systems (StormwaterRx® or Contech StormFilter®), hydrodynamic devices (Vortech® or StormCeptor®), or low cost filters such as booms, straw wattles, silt fences, and catch basin inserts.

## The Industry is Changing. Are You Ready? ARM Road Show May 3-5

Pedestrian protection airbags and pyrotechnic hood hinges have been tested by Volvo.

Other car companies are already researching outward facing airbags and pedestrian protection systems. This will have a major impact on collision repairs.

Here are three primary recommendations to reduce metal levels in storm water:

1. **Replace/Cover/Coat:** Identify exposed metal surfaces —buildings and rooftops, gutters and downspouts, fences, equipment, vehicle parts, and even (rusty) vehicles. Replace or coat (paint) exposed metal roofs, fences, downspouts, and gutters, and move exposed parts, boxes and bins, and equipment under roof or cover (even with a tarp).
2. **Clean:** Sweep pavement and promptly clean up all leaks and spills. Clean up debris. Control erosion and sediment deposition – most metals (except zinc) are attached to sediment particles.
3. **Treatment:** Full blown storm water treatment for metals is expensive and complex, and usually involves detention or filtration. The treatment systems listed above for sediment will also remove metals attached to particles. Allowing storm runoff to flow through filter media can capture and remove some of the metals. Effective media include sand, peat, compost, zeolite, activated carbon, and biochar. A combination of media can improve performance. The media can be placed in socks or booms, filter beds, catch basin inserts, boxes, or concrete vaults. Here's the catch—to effectively remove metals, the storm water must remain in contact with the media for at least several minutes. Because the required contact time is so long, it is unlikely that smaller filter units (such as booms or catch basin inserts) will achieve a high level of removal. But any filter system can provide some benefit, especially if you have taken the other actions to reduce exposure and clean your facility.

Treatment and filter media manufacturers worth considering include:

- Filtrexx
- MetaZorb
- APTsorb
- Gullywasher
- Contech
- StormWaterRx
- WaterTechtonics

Finally, chemical treatment is an option, but such systems are very involved (think—sewerage treatment plant) and typically include coagulants, flocculants, and polymers to bind particles together so they more easily settle out. 🚗



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### Update on Growing Takata Defective Airbags Problem

The historically large and life-threatening problem of exploding defective Takata airbags is expanding and fatalities are increasing. Several new developments have occurred recently and are of note:

- Takata added an additional 3.3 million airbags to its safety recall list.
- Fourteen automakers expanded their list of car models that have defective Takata airbags.\*
- An additional fatality in Florida has been attributed to a July accident involving a 2002 Honda Accord with a Takata airbag.
- Ford issued a “Do Not Drive” order to 2,900 North American owners of 2004 – 2006 Rangers (2,700 in the U.S. and 200 in Canada).
- U.S. Senators Richard Blumenthal (D-CT) and Ed Markey (D-MA) sent a letter to Department of Transportation Secretary Elaine Chao demanding information on the Ford Ranger situation since a fatality was attributed to a 2006 Ranger two years ago and the “Do Not Drive” order was just issued. The Senators are also asking for a Senate hearing on the issue.
- Approximately 42 million U.S. vehicles may be impacted by this recall and nearly 7 million worldwide.

\* Most recent recalls were issued for various models by: BMW, Daimler Vans, Ferrari, Fiat Chrysler, Ford, Jaguar-Land Rover, Mazda, McLaren, Mercedes-Benz, Nissan, Subaru, Tesla, Toyota and Volkswagen.

### ARA Signs Mercury Switch Program Extension MOU

ARA joined with the Steel Manufacturers Association, the Institute of Scrap Recycling Industries (ISRI) and the American Iron and Steel Institute in signing a Memorandum of Understanding (MOU) extending the National Vehicle Mercury Switch Recovery Program (NVMSRP), which was set to expire on December 31, 2017. ARA also worked with other stakeholders whose signatures are pending. Extension of the 2006 Memorandum of Understanding (MOU) promotes the removal and safe disposal of mercury switches from end-of-life vehicles. Since the NVMSRP began, over 6.5 million mercury convenience light switches, containing over 7 tons of mercury, have been handled within this program.

As recently reported, ARA adopted a position similar to that of ISRI that is predicated on certain conditions before being signatory to the MOU. The fund supplies recyclers with buckets to collect the switches, covers the cost of shipping and indemnifies the recyclers once the switches are packaged and shipped. The ARA position stipulates these conditions going forward until expiration in December 2021.

While diminishing in number, there are still thousands of mercury switches being collected as part of the Federal National Vehicle Mercury Switch Recovery Program and in 2017 a total of 215,513 were collected. That total was only slightly lower than the total of 245,881 collected in 2016.

### Association Health Plans Proposed Rule Released

The Trump Administration released its Department of Labor (DOL) Association Health Plans (AHPs) proposed rule to address the President’s Executive Order which was issued in October 2017. The rule is aimed at creating more insurance competition as well as drive down premium rates. Many business groups have endorsed the concept.

Upon this announcement, Senator Rand Paul (R-KY) stated that “Conservative health care reform is alive and well, and I will keep working with President Trump to build on this progress.” AHPs, through which small businesses can join associations based on professional, trade or interest groups, is a concept ARA has supported for over 20 years. The new regulations would also allow sole proprietors to join AHPs, —clearing a path to access health insurance for the millions of uninsured Americans who are sole proprietors or the family of sole proprietors.

The idea is that by banding together to buy insurance, employers/sole proprietors can reduce administrative costs, strengthen their bargaining position to obtain more favorable deals, enhance their ability to self-insure, and offer a wider array of insurance options. The Executive Order’s two other main concepts—expanding short-term health plans and health reimbursement arrangements—are also meant to achieve the goals of expanding insurance options and lowering costs. ARA will be reviewing the proposed rule in more detail and will consider providing comments within the 60-day comment period.



### Registration Opens for 2018 Hill Day and Legislative Summit

Make your voice heard! You are invited to our Nation's Capitol on April 9-10 to participate in ARA's annual Hill Day, State Legislative Summit, and mid-year Board of Directors meeting. Don't miss this opportunity to make a difference on behalf of your business and profession, interact with your ARA leadership, educate your Members of Congress, and learn from your peers in neighboring states.

Last year automotive recyclers from over 20 states met with their Members of Congress to advocate in support of H.R. 2460, which would require automotive manufacturers to provide our industry and others with OEM parts data. These efforts made a difference and as a result of this and other continued outreach, H.R. 2460 now has eight additional co-sponsors.

This year's event will begin on Monday morning, April 9, with the Legislative Summit. Initiated in 2008,

the Legislative Summit is an annual opportunity for ARA members to identify critical legislative issues on the state level that are impacting the industry. This year's Summit will focus on sharing information, lessons learned from last year, and issues currently dominating the 2018 state legislatures.

On Tuesday, April 10 auto recyclers will head to Capitol Hill to meet with their Congressional representatives. With an election year upon us, now is the time to make your voice heard and educate decision makers about the professional automotive recycling industry!

ARA is pleased to share that all events will again all take place at the Holiday Inn Capitol Hill where attendees can take advantage of our negotiated room rate of \$289 per night. Please note, this rate does not include 14.8% DC tax. You may begin booking reservations directly online. You may also make reservations by calling 1-877-572-6951 and referencing group name and booking code RC8.

*Continued on page 34*

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# Helping Successful Recyclers Get More for Their Converters

By Becky Berube

In converter recycling, the best recyclers know their numbers and partner with companies that educate. Knowing key metrics about your converter loads safeguards you against misleading key metrics, like your average price per unit, and increases your bottom line.

Every recycler looks at his or her average converter price. It's an easy metric to track but an even easier number to get wrong if you didn't get an accurate whole-body count before you shipped. You would be surprised how many recyclers consider the average sales price as gospel, but do not take the time to count their load before selling it. Relying on your processor to count for you, could be costing you.

The average unit price is just one of many key metrics when it comes to converter recycling. There are many more. Each key metric effects your profits and how you view and choose your processing company. Unfortunately, it is very easy to be misled in converter recycling.

To avoid common pitfalls in converter recycling, we suggest the following actions.

**Know your count before you sell.** Train a key person to count and inspect the converters before you package them up. Teach him or her the difference between the ceramic and metallic (foil/wire) converters. And if you are selling on assay recovery, send in the empties if they have just a little catalyst in them. A good processor will cut those and add that material. Also, if it's genuinely empty, you and the processor will both agree that it is.

**Become an educated seller.** Work with a company that believes in educating you about your loads. A good company will not hesitate to explain your invoice and how the numbers are derived. With selling on assay recovery, your results can be verified. That's the beauty of the program. However, as with all science and commodity sales, we are taking something complex and simplifying it for ease. This lack of uniformity across companies that process and refine, makes you an easy target for skimming weight, actual value, and YOUR profits.

**Audit your program.** Become a data junkie. Learn all the key metrics to avoid misleading data, like your average converter price, and track true sales. You will be amazed as you gain data points, how easy it is to get misled.

At United Catalyst Corporation, we educate recyclers every day. Stephen R. Covey once said, "If the ladder is not leaning against the right wall, every step we take just gets us to the wrong place faster." We believe data doesn't lie IF you know how it was derived and how to interpret it.

If you have questions about this article or converter recycling in general, visit [www.unitedcatalystcorporation.com](http://www.unitedcatalystcorporation.com).



Becky Berube serves the recycling community as President of United Catalyst Corporation, Co-Chair of the Automotive Recycling Association's Events Advisory Committee, and is an ExCom Board Member of the International Precious Metals Institute.

“ United Catalyst is  
**SUPER TRANSPARENT**  
and will always take  
time to make sure you  
are **EDUCATED** on  
your assay and  
the markets. ”

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*Northeast U.S.A.*

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**UNITEDCATALYSTCORPORATION**  
[www.unitedcatalystcorporation.com](http://www.unitedcatalystcorporation.com)

# Support of Recycling Industry Trade Associations a Must for Survival

Michael E. Wilson, CEO,  
Automotive Recyclers Association

**T**he landscape of the professional automotive recycling industry is changing literally before our very eyes. Why is this happening? What's coming next? How do you best adapt to these changing times? You can get answers to many of these questions through involvement in your local and national trade association membership!

Now more than ever, membership in specific industry trade associations pays for itself several times over. Automotive recyclers around the globe must work together to address outside forces seeking to cut into market share and profit centers or alter the way our product is delivered. It should be our decisions that drive the future of the automotive recycling industry; not the desires of individuals with conflicting interests.

Automotive recycling trade associations play a significant role in the local, domestic and international marketplace. Trade associations like yours and the Automotive Recyclers Association (ARA) actively engage industry partners to help advance the automotive recycling profession and, at the same time, bridge gaps between professional automotive recyclers and those entities that have minimal interest in supporting policies that promote the utilization of Original Equipment Manufacturer (OEM) recycled parts.

The state, provincial and national associations that make up ARA's vibrant affiliate chapters community provide a critical link to individual recyclers at-large. Stakeholders rely on these associations to support the industry with member benefits, including relevant news on a variety of media platforms, networking opportunities, legislative and regulatory representation, marketing tools, employee training and educational resources that provide recyclers with increased industry credibility and tools to grow their business.

Industry trade associations are focused on providing their members with the skills and knowledge necessary to meet the challenges that new, more complex motor vehicles and an increasingly dynamic and global marketplace bring to professional automotive recycling facilities. Working together, we increase public awareness of the need to conserve natural resources and protect the environment for future generations through automotive recycling and to promote the industry's value to the automotive

*Continued on page 34*

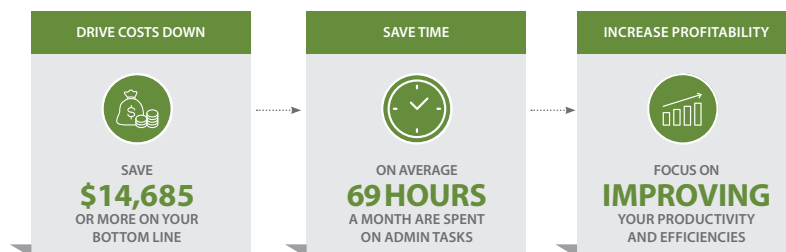
## SAVINGS4MEMBERS™

For more information  
call 844.346.3746

### Your FREE Member Benefits

ARA has partnered with savings4members to offer you discounts with industry leading national vendors that have been carefully selected and rigorously negotiated, for unmatched value substantial savings. Support ARA and reduce your bottom line!

### Why Utilize Your Member Benefits?



*"It couldn't be easier. Simply select the vendors you want to work with and you are contacted to get set up with great discounts. There are no long forms or red tape, just unbeatable savings."*

Kelly Badillo  
Automotive Recyclers Association

### Request More Information Today!

- 1 Visit <https://ara.savings4members.com>
- 2 Select the programs you want to learn more about
- 3 Enter your contact info and click "Request Information"



← Prefer a Pen and Paper? Complete the back and email or fax us! →



# Automotive Recyclers of Michigan & Friends 18<sup>th</sup> Annual Golf Outing



Proceeds to Kent Utter Jr. Memorial Scholarship Fund & ARM

*Please return this Registration Form and Payment by June 1, 2018*

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_

## SPONSORSHIP OPPORTUNITIES

Diamond Sponsor	\$1,000.00 & higher	\$ _____
Platinum Sponsor	\$500.00-\$999.00	\$ _____
Gold Sponsor	\$250.00-\$499.00	\$ _____
Silver Sponsor	\$175.00-\$249.00	\$ _____
Hole Sponsor	\$150.00	\$ _____

Name for Sponsorship Signage \_\_\_\_\_ SPONSORSHIP TOTAL \$ \_\_\_\_\_

## GOLF REGISTRATION

*Please register names of golfers.*

Team Name \_\_\_\_\_

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

**COST:** \$150.00 each or \$600.00 for a foursome.

**GOLF TOTAL \$** \_\_\_\_\_

**TOTAL DUE \$** \_\_\_\_\_

- Continental Breakfast
- New York Strip Steak Dinner
- Burgers and Dogs on the Turn
- 50/50 Raffle
- Silent Auction
- Putting Contest

The Links of Novi is located at:  
50395 10 Mile Rd. (between Milford Road  
and Wixom Road, South off I-96)  
(248) 380-9595

### LINKS OF NOVI

**Monday, June 18, 2018**  
**10:00 a.m. Shotgun Start**

**Three hours open beverage  
service... after golf!**

**Gifts and Prizes  
for Everyone!**

### Mail Registration to:

Automotive Recyclers of Michigan  
7550 S. Saginaw, Suite 9  
Grand Blanc, MI 48439  
(810) 695-6760 • (800) 831-2519

**Make checks payable to:**  
**ARM Special Events**

**DEADLINE IS JUNE 1, 2018**

To submit your registration form, fill out your information and email completed form to [arm2@mi.AutomotiveRecyclers.org](mailto:arm2@mi.AutomotiveRecyclers.org), fax to 810-695-6762, or mail to Automotive Recyclers of Michigan, 7550 S. Saginaw Rd., Suite 9, Grand Blanc, MI 48439. If you have any questions please call the ARM office at 810-695-6760.

## 10<sup>th</sup> Annual ARM Road Show & Business Networking Conference

# Tentative Schedule of Events | May 3-5, 2018



### Thursday, May 3, 2018

12 noon – 4:30 p.m.

Golf Outing & Networking  
Stonehedge North Golf Club—Augusta, MI

6:30 p.m.

ARM Car Cruise-In, Bonfire, Hot Dogs & S'mores  
(Bring your own chair)

### Friday, May 4, 2018

8:00 a.m.

Registration Open/Exhibitor Set-Up

8:45 a.m.

Bus departs GoGo Classic Cars & Showroom  
in Galesburg

9:30 a.m. – 12:15 p.m.

Yard Tours at GoGo Auto Parts, Delton & Airway Auto  
Parts, Battle Creek

12:30 – 2:00 p.m.

Lunch at JB's Whiskey Creek

2:30 – 4:30 p.m.

Tour Morris Rose Auto Parts/Fire Training

2:00 p.m.

ARM Registration Open

2:00 – 4:45 p.m.

Exhibitor Set-Up/Meeting

4:45 p.m.

Bus returns to GoGo Classic Cars & Showroom

5:00 p.m.

Welcome, Ribbon Cutting, Opening of the Road Show

5:00 p.m.

Cash Bar & Happy Hour with the Exhibitors

5:00 – 8:00 p.m.

Road Show Exposition Hours

6:30 p.m.

Dinner with Exhibitors

8:00 p.m.

Live Auction, Silent Auction, Raffles, and Fun & Comradery  
with Vendors

### Saturday, May 5, 2018

8:30 a.m. – 4:00 p.m.

Registration Table Open

8:45 a.m.

President's Welcome & Continental Breakfast

*ARM President – Ross Lewicki*

9:00 – 9:45 a.m.

Seminar

"Don't Feed the Monkeys"

*Speaker: Paul D'Adamo - RAS Recall Team*

10:00 a.m. – 2:00 p.m.

Catered Coffee cappuccino bar

9:55 – 10:40 a.m.

Seminars & Training

"Circular Economy Principles: Key to Automotive Recyclers'  
Future" *Speaker: Michael Wilson - CEO of ARA*

"Employees Only" Roundtable Discussions with Your Peers

*Facilitators: Member Employees*

10:50 – 11:35 a.m.

Seminars & Training

"Don't Think It Can't Happen To You" *Speaker: Shannon  
Nordstrom - VP/Gen. Mgr., Nordstrom's Automotive, Inc.*

Forklift Training *Trainer: Paul Secker - President SAS Forks*

11:45 a.m. – 12:30 p.m.

Seminars

"The Millennials are Coming! Employee Retention, Social Media  
Marketing and More in an Awesome World"

*Speaker: Amanda Zmolek - Copart Industry Relations Analyst*

"Building a Safety Culture; from Steel Toe Shoes to Safety Recalls"

*Speaker: Paul D'Adamo - RAS Recall Team*

12:30 – 1:00 p.m.

2nd Annual ARM "Top Dog" Production Recognition

Prizes to Be Awarded

1:00 – 2:30 p.m.

Road Show Exposition, Demonstrations & Give-a-ways

Buffet Lunch with Vendors

2:30 – 4:00 p.m.

Open Forum Discussion

"What is the Future of Our Industry?"

*Moderators: Shannon Nordstrom-VP/Owner Nordstrom's  
Automotive, Inc*

*Ross Lewicki - ARM President/Highway Auto Parts*

Wrap-up

*Ross Lewicki - ARM President*

4:00 p.m.

Vendor Teardown

## About Our Speakers | May 3-5, 2018

### Paul D'Adamo RAS "Recall Guy"



Paul D'Adamo is a 27-year veteran of the Auto Recycling Industry. Former owners of Bill's Auto Parts in Cumberland, RI, Paul and wife Lynn sold their award winning business to a national auto recycling company in 2013.

After two years of serving as Regional Manager for Pick-n-Pull, Paul and Lynn founded Recycling Growth, a consulting, coaching, and training company that served the auto recycling industry. He currently serves as Adjunct Faculty/Speech Consultant at Babson College. Paul joined RAS as the "Recall Guy" in December 2017. He joins the RAS Recall Team to rid the planet of all defective automotive products.

Paul will be presenting two sessions, the first, *"Don't Feed the Monkey"*, will be the perfect way to kick-off our busy Saturday. This is a humorous but practical approach to take stock in yourself and identify which monkeys you are carrying and which ones are dragging you down. Welcome to the jungle!! This is a must for all of us. His second presentation, *"Building a Safety Culture: from Steel Toes to Safety Recalls"* is motivational, factual, humorous and PROFITABLE! There is a lot of "fake news" relative to airbag recalls. Learn why you should be recovering defective airbags.

### Shannon Nordstrom Nordstrom's Automotive



Shannon's *"Don't Think It Can't happen to You"* will be a first-hand experience about the fire at their facility and others, how their teams responded, recovered, rebuilt and what every one of us should have in place in order to continue business as usual if disaster hits. A must attend for your entire team.

Shannon is Vice President and General Manager of Nordstrom's Automotive, where he is responsible for purchasing, inventory control, training and leading 73 employees. Shannon joined the family business full time in 1988 after a short stint in technical school for telecommunications.

At the time he returned to the business full-time, the company employed fewer than 10 employees and was transitioning from repairable vehicle sales as the core business to the recycled auto parts business. Nordstrom's has since grown into numerous divisions, including Auto Recycling with Green Recycled Used, OEM surplus, Remanufactured and new alternative parts, Ewe Pullet Self Service, Nordstrom's Repairables and an installation and diagnostic service center. The Nordstrom family has relied on faith, employee involvement and technology to grow their rural South Dakota business to levels they could have never imagined. For the past 27 years Shannon has hosted the syndicated radio show, *"Under the Hood,"* which is broadcast on more than 100 stations and has podcast downloads around 100,000 per week and growing. He is currently chair of the Certified Auto Recyclers Committee and a member of the Gold Seal and e-Commerce committees. Shannon is a founding member of the VRG and VRG Automotive LLC. He was named Man of the Year in 2007 and 2011 by *Locator magazine* and a member of its 25 Most Influential Auto Recyclers list. Shannon is involved with lobbying efforts for the trade association on Capitol Hill in Washington DC each year and has regular visits with Senators and Representative on a National and State level. Shannon is the president of the South Dakota Motor Vehicle Recyclers Association. Shannon is also a member of the advisory board for the Automotive Technology program at the Southeast Technical Institute, Sioux Falls, SD. Shannon is also the board president for the Garretson School District. Shannon also finds time to coach youth soccer, softball and baseball for his kid's teams. Shannon is happily married to his wife, Tamie, and has three children. Shannon works hard to balance it all and give back to the association and mentors that have helped him grow personally and as a business since his first convention in Denver in 1995.

*Continued on page 20*

## About Our Speakers | May 3-5, 2018

### Paul Secker SAS Forks



Paul Secker is President of S.A.S. of Luxemburg, Ltd, manufacturer of SAS FORKS. Formerly being involved in the family salvage yard for 30 years, 15 years in the yard and shop, and 15 years as Operations Manager, Paul has a thorough understanding of the workings of auto recyclers. Paul's father Elmer Secker, an Industrial Engineer, founded the family business back in 1968. After years of operating the salvage yard, and observing the challenges yards and auctions have with moving cars, Elmer has

developed a unique approach engineering attachments that has proven to stand up in the Auto Recycling Industry. Paul graduated from the University of Wisconsin-Stevens Point with a degree in Business Administration, and has attended forklift safety classes at Northeast Wisconsin Technical College, in Green Bay, WI. The last 15 years Paul has been working in the fork manufacturing business. More importantly, Paul has worked side by side with Elmer for the last 30 years, yielding great insight into the engineering practices Elmer has established. Paul is a member of SME (Society of Manufacturing Engineers) and has attended conferences on Product Safety, Fabrication, and Stress Analysis. Paul presently speaks with customers on a daily basis, identifying capacities of various equipment, and helping customers specify the correct forks based on their operations. Paul has developed unique insights of fork use, inspection, and safe operation.

### Course Description: Basic Forklift Safety Training

OSHA requires forklift operators to be trained. For the safety of your employees and customers this is an important topic worth your attention. Forklift accidents result in thousands of injuries in the US each year. Learn operational dynamics and increase your awareness of safety features. A discussion about forklift and wheel loader safety is included. This presentation is meant to provide a classroom introduction to safety, but the practical 'road test' portion is not included.

### Michael E. Wilson Automotive Recyclers Association Chief Executive Officer



Michael E. Wilson is CEO of the Automotive Recyclers Association. Since selection to this top executive position in 2007, Wilson has helped build the ARA into a lobbying and advocacy force in Washington, DC with expanded influence across the United States and around the globe.

During Wilson's tenure, the ARA's lobbyists, policy experts, and legal advocates have helped frame the important positions of professional automotive recyclers in state, providential and national legislative and regulatory arenas, in courts of law and public opinion, along with governmental leaders around the world.

Under Wilson's leadership, the ARA has emerged as a major force in promoting effective competition in the markets for replacement parts and equipment to ensure efficient repair and maintenance of motor vehicles in the United States and 17 countries around the world. In addition, Wilson has helped expand the programs and services designed to strengthen ARA member businesses along with traveling extensively to promote the industry, meet with members, and assist with the promotion of affiliated automotive recycling associations.

Previously, Wilson has held positions at Shell Oil Company along with representing several other associations, including the Textile Rental Services Association and the Associated Builders and Contractors.

Born in Lansing, Michigan and raised in eastern Kentucky, Wilson began his college education at the University of Georgia before earning bachelor's degrees in Political Science and History from Colorado State University in Fort Collins, Colorado. Wilson and his wife Nora have a daughter (Naomi) and son (Preston) and reside in Spotsylvania, VA.

## About Our Speakers | May 3-5, 2018

**Amanda Zmolek**  
**Copart**  
Industry Relations Analyst



Amanda Zmolek is the industry relations analyst for Copart, an online vehicle auction with more than 125,000 salvage and clean title vehicles available to bid on each day. She started her career with GreenLeaf Auto Recyclers in 2006 and has a marketing degree from San Diego State and a marketing MBA from UT Arlington. In 2015, after spending a few years working for a professional football team running their pro shop social media accounts, she decided that auto salvage is her home and has been at Copart ever since. Amanda is on the ARA Awareness Campaign Committee and is proud to serve as the Copart account representative for auto recyclers. Contact Amanda at 972-391-5759 or amanda.zmolek@copart.com.

### ROUNDTABLE DISCUSSIONS:

#### **“What Is The Future of Our Industry?”**

You will not want to miss this highly interactive roundtable discussion as we all tackle the tough issues facing our industry together. Moderated by two fellow recyclers, Shannon Nordstrom and Ross Lewicki, this open format session will incorporate audience participation that will include owners, managers and employees, address the barriers currently facing the industry and identify ways that ARM members have turned those challenges into opportunities to survive and thrive. Share your experience, insight and learn from your peers!

#### **“Employees Only—an Employee Driven Discussion with Peers”**

This roundtable discussion is for employees only and will be facilitated by employees. It will be broken down into different parts of the production and sales process. Participants will engage in discussions focused on sales, production, quality control and packaging. This is a great way to learn from peers around the state.

We will address issues such as the difference between being a salesperson versus an order taker. Determining how to set realistic delivery times when facing a deadline. Taking cost and time into consideration when making packaging and shipping decisions. Prioritizing what comes into the dismantling bay and much more. Come share your experience and see how others in the industry are tackling the challenges of a competitive and time-sensitive environment!



## Tours & Events | May 3-5, 2018



### THURSDAY'S FUN DAY OF GOLF & NETWORKING

We will begin our 2018 ARM Road Show & Business Networking Conference with a fun, relaxing day on the links. So dust off those clubs and think spring and sunshine and plan on joining everyone at the Stonehedge North Golf Course.

Stonehedge North Golf Course is part of Gull Lake View Golf Club and Resort, which is the oldest and largest golf resort in Southwest Michigan. Headquartered in Augusta, Michigan, it has been family owned and operated by the Scott family for 54 years and is one of six courses in this complex. They are committed to providing the finest golf resort destination experience for individuals, families and groups at any level of play so ARM golfers are definitely in for a great day of golf, fun and comradery.

Designed in 1959 by Charles and Jon Scott, this championship course blends grassy windblown expanses with forested landscapes and dramatic elevation changes. The combination of six par threes, six par fours, and six par fives makes this a great scoring course for any skill level. Additionally, the large greens are constructed to USGA specifications, allowing the North Course to continue to compile a strong resume of skilled players and exciting events. We're looking forward to seeing everyone on the course.

### NEW THIS YEAR! ARM CLASSIC CAR CRUISE-IN!

Since we will have the pleasure of viewing Ron Daniels's extensive collection of classic vehicles throughout our three day Road Show event, we thought it would only be fitting and fun to invite all of you to share your classics with us as well. So dust off your classic car or hot rod and cruise into Galesburg for our own ARM Cruise-In throughout our 10<sup>th</sup> Annual Road Show.

Following a fun day of golf, we are going to continue our relaxing day at GoGo Classic Cars & Showroom for an evening of pure enjoyment by kicking off ARM's first

Cruise-In. We can also sit around the bonfire, have some hot dogs and s'mores and reminisce with our peers so don't forget to bring your chair. Just in case you can't make the Thursday evening Cruise-In, please feel free to bring your car any of the days you will be attending as everyone will enjoy seeing your classic.

We are asking you to include a sign in your car so spectators know the year and make, who owns it, and a short story how you came to own it, how long it took to restore or any other interesting tidbits you might have. It will truly be an event you will not want to miss.

### FRIDAY BUS TOURS

We have once again planned an exciting day of one of our most popular events... Yard Tours. We will begin our day with the bus leaving from GoGo Classic Cars & Showroom in Galesburg as we head to our first stop, GoGo Auto Parts in Delton. From there we're off to Battle Creek as we visit Airway Auto Parts. After this tour we'll probably be getting hungry so we'll travel just down the road to JB's Whiskey Creek for a great lunch and spirits of your choice before we're back on the bus to complete our tours and fire training at Morris Rose Auto Parts in Kalamazoo.



GoGo Auto Parts was established in 1968 by Ed Daniels and Ralph Kingsbury in Delton, MI. The business is still family owned by Ron and Dee Daniels 50 years later. They are centrally located between Kalamazoo, Battle Creek and Grand Rapids, Michigan and are nestled on forty acres with approximately 4000 cars on site. They have 12 employees and have a shop cat named Kit Kat. They are a full service facility with a successful eBay department, car dealership and in 2013 installed weigh scales for the purchase of various scrap metals and vehicles. Ron and Dee also own GoGo Classic Cars & Showroom in Galesburg and are our gracious hosts for this year's Road Show. Happy 50<sup>th</sup> Anniversary GoGo Auto Parts!

## Tours & Events | May 3-5, 2018



Airway Auto Parts and Recycling has been a trusted salvage yard in Battle Creek since 1956. Cheryl and Mark Hense purchased Airway Auto Parts in 2003. The 24 acre facility was outdated and lost. Since they took over, they have made numerous improvements throughout the years, which include new updated equipment to a new scrap processing building. Mark said they have learned over the years not to try to change the business structure to be what they want, but to deliver what the customer wants. He said they are not a late model yard by any means. Their customer base is all local and they have learned to diversify what they do and improve on what the customer wants. They opened a self-serve yard in 2007 and added scrap sales shortly thereafter. They continue to grow year after year. This year they will break ground on a new office and warehouse building to replace the old worn out structure that has been there since 1959.



Morris Rose Auto Parts was established in 1940 by Morris Rose. Operating mainly in the retail market within Kalamazoo, MI and surrounding areas, Morris Rose continued to expand the business. Originally operations were conducted in a one-stall garage on Vine Street in Kalamazoo, with just himself and his wife Rose as the bookkeeper. Shortly after that, in 1943, he bought a depressed motorcycle and auto salvage yard on East Michigan Avenue, or as it was called then, a junkyard.

Over the next three decades Morris Rose Auto Parts continued to expand, eventually welcoming Morris' son Larry, in 1956, followed by the addition of Larry's sons, Brad & Mark, in the 1970's.

Through the progressive insight of the Rose family, Morris rose has continued to grow, becoming one of the pioneers within the Automotive Recycling Industry. Morris Rose Auto Parts is proud to welcome a 4<sup>th</sup> generation to the business as it moves to the future.

## COME JOIN THE FRIDAY NIGHT FUN!



### BACK BY POPULAR DEMAND!

Once again we have a whole lineup of fun activities and prize winning opportunities planned for Friday night's gala of good times!

#### *Join us for...*

##### **Pirate Poker!**

Buy your initial hand of 5 cards, then throughout the night discard and select a new card—up to 10 times (for a fee)! Need that one extra card? In the live auction we will raffle off a "wild card". The winning high bidder will be able to use that card for any card needed to "win the big prize!"

##### **Pick Your County!**

We will have a map of our great state of Michigan with all the counties clearly shown. Purchase as many counties as you like, once the state map is full we will draw the "big winner".

##### **Live Auction!**

We will be having a live auction with a great array of items that everyone will have fun competing for and if you would like to donate a special item to this lively event, please contact the ARM Office at 800-831-2519.

##### **"KEY" Prize Winner!**

Throughout the live auction there will be (4) "key" items\*. If you are the high bidder on one of those items you will then be called up to select one of four keys that will unlock the lock on the "big prize". So in addition to winning your auction item, you stand a one in four chance of winning the "big prize"! You will not want to miss out on this—it is sure to be a great time had by all. Trust us we know! **SEE YOU THERE!**

\*Actual prizes will be determined and displayed prior to bidding.

## Events & Contests | May 3-5, 2018

### WE WANT YOUR “JUNK”!

In an industry where we *cringe* when we hear the word “Junk”...that is exactly what we want from you—your craziest findings in those street buys, impounds, and tow lot specials.

In a continued effort to raise funds to operate ARM (instead of asking you to sell the cookies and candies) we will be holding the 1<sup>st</sup> annual “mystery item” auction as well as displaying a host of items you, our fellow recyclers donated to the cause at this year’s Live Auction. You will then have a chance to bid on these items—some of which will be held a mystery!

We will gladly direct you to the nearest MWR (Midwest Runner) facility that will then have your stash of valuable items transported for holding to Morris Rose Auto Parts where Jayson Doren has graciously offered to house all items until crazy fun auction time!

Please help us in the effort to raise funds for our awesome association at virtually no cost to you.



### 2<sup>ND</sup> ANNUAL “TOP DOG” COMPETITION...DON’T MISS IT!

Back by popular demand! We would like to encourage owners/managers to get as many of their production staff members involved in this year’s 2<sup>nd</sup> annual “Top Dog” competition.

For those of you in attendance for last year’s contest, you know the extreme success we had in recognizing individual accomplishments in the areas of Production. The job positions that rarely get the recognition they deserve...yet are many times the back bone to all of our success. The fun and smiles those employees had during last year’s contest was priceless...this year will be sure to be a lot more of the same!

So please plan on participating this year by simply filling out the #’s sheets that will be passed out from the ARM office via email well before this year’s Road Show. Your taking 20 minutes out to provide ARM with your individuals’ production numbers will yield far reaching dividends on employee comradery as well as a renewed sense of motivation.

This year we have given it a prime mid-day Saturday time slot...so as to really encourage increased participation as well as provide a max audience for these individuals to receive their well-deserved recognition.

**Please contact Barb at the ARM office at (800) 831-2519 with any further questions regarding either of these fun-filled events.**





## 2<sup>ND</sup> ANNUAL ARM "TOP DOG" PRODUCTION CONTEST



**\*\*PRIZES TO BE AWARDED\*\***

At this year's ARM Road Show, we will once again recognize all Production Staff. All of their hard work contributes to the success of our companies.....yet goes unnoticed!

We would like to focus on recognizing the "Top Dogs" in "Y" (yard) status pullers and "U & W" (unbolted / warehouse status roundups). It will be based on facility size of 12 and fewer employees --and-- 13 or more employees.

### To Enter:

- Enter the "Top Dog" employee for your facility (employee must be present to win)
- Data will be collected for 1<sup>st</sup> quarter 2018....**January 1<sup>st</sup> thru March 31<sup>st</sup>**
- If you have questions on gathering the information, please contact:  
Wiley Wiltse at [wwiltse@partsbyweller.com](mailto:wwiltse@partsbyweller.com) (Powerlink users)  
Jason Fisher at [jason@jandrtruckparts.com](mailto:jason@jandrtruckparts.com) (Pinnacle users)  
Daniel Gray [daniel@dougsautorecyclers.com](mailto:daniel@dougsautorecyclers.com) (Checkmate users)
- Please submit data by April 21st to: [arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org) or  
fax 810-695-6762

**NAME OF FACILITY** \_\_\_\_\_

**TOTAL # OF EMPLOYEES FACILITY WIDE** \_\_\_\_\_

### "Y" (YARD) STATUS PULLS:

- "TOP DOG" Employee Name \_\_\_\_\_
- Total # of Pulls \_\_\_\_\_

### "W" (WAREHOUSE) & "U" (UNBOLT) ROUNDUPS:

- "TOP DOG" Employee Name \_\_\_\_\_
- Total # of Roundups \_\_\_\_\_

# If it happened to me, It can happen to you too

By Slater Shroyer

Most of the time, when we hear about someone getting their identity stolen or personal information compromised we think about stolen credit cards. The truth is that there are several ways thieves can access and take advantage of your information. Regardless of how well protected you think you might be, the reality is that we're all very susceptible to having our identity used for nefarious purposes. I've heard many people claim that they are safe because they don't use credit cards to purchase anything online, but that isn't the only way hackers and thieves use your information.

My case started with a simple letter from the Michigan Talent Investment Agency. This is the new name that's been assigned to the Unemployment Agency, and letters from them come into my office all the time. Figuring that it was just a quarterly statement or some other such nonsense I barely even looked at it while I was opening it.

"Your request for unemployment benefits has been approved." I did a double-take. My name stood out in capital letters right next to my address and social security number. I was apparently eligible for benefits that would be levied against my own company. Even more interesting, my job was supposedly protected by a labor union contract which meant that I would not have to report to Michigan Works!, I could just start using my debit card immediately.

This might have been a celebratory moment except I hadn't applied for benefits, was still employed, didn't

want to collect benefits against my own company, and as an owner I certainly didn't have a union contract with myself. Looking over the notice I found one telephone number to call. It rang several times before a recorded voice explained that the system was not accepting calls or messages and then abruptly hung up. Frustrated, I went online and started searching "unemployment" and "fraud" before finally stumbling onto a page at [michigan.gov/uia](http://michigan.gov/uia) where I could file a report. At the bottom was a fraud tip-line, so I dialed it without expecting much.

Somewhat surprisingly, the fraud line is the one line that gets answered and I had barely gotten the words of my situation out of my mouth before the person on the other end declared I was the victim of identity theft. In case you aren't aware, this is a very prevalent way to get money and lately fraudulent claims are happening almost daily. Recently an attorney in Saugatuck made headlines when he received a letter addressed to his dog claiming unemployment benefits from a restaurant chain. Apparently, everyone is getting into the game. I was instructed to report to the closest office with proof of ID, my social security card, and the letter.

The Unemployment Insurance Agency Problem Resolution Center sits in a dull brick building that takes up half of an old strip mall. The other half is a plasma donation center which seems like really cruel marketing: Broke and out of benefits? Don't worry, we can still literally suck the blood out of you! It's in a neighborhood that can best be described as sketchy—one you wouldn't leave your car parked in overnight.

I wasn't happy to be there, but everything got handled in less than an hour and the people were nice. The government takes fraud very seriously. They informed me that in addition to the paperwork disputing the claim, I should file a report with the local police department and send a form to the IRS. Other than that, everything should be done. Easy-peasy-lemon-squeezy.

Except that it wasn't.

To begin with, the IRS sent me a letter stating that thanks to my filing the form there would be a delay processing my tax returns as they needed to verify my identity. Like really verify it, and there would be an investigation the details of which would eventually show up in the mail. So begins the waiting game.

Then I got another letter from the Michigan Talent Investment Agency. I was guessing it should be a confirmation that everything was handled and the fraud case was done. "You reported as directed to the agency

## NEWEST ARM MEMBERS

### Direct:

Crosstown Auto & Truck Parts – Kalamazoo, MI

### Associate:

Dorman Products, Inc. – Rockledge, FL

## FUTURE RECYCLER

We are excited to send our congratulations to our newest recycler and his family, Benjamin Neuner, born November 21, 2017. Benjamin was welcomed into this world by his parents Megan and Greg Neuner and his grandfather and ARM Board of Director Glenn Neuner of Neuner's Automotive Recyclers, LLC in Warren, MI. 🚗



office and verified your identity. We have determined that you are not ineligible for benefits." Wait-a-minute, I know grammar wasn't my strongest subject, but doesn't not being ineligible mean that I am in fact eligible? I tried calling the number listed on the form and...no answer. The same thing happened when I tried the fraud line. So I packed everything up and headed over for another fun-filled trip to the unemployment agency, which still resides in a part of town best known for medical marijuana dispensaries getting broken into after hours. It's great in the daytime too.

Sure enough, there was still an issue with the claim and it had to go up the food chain of the fraud department. I'm not sure what inner workings went on in the back rooms, but I sat at the desk for a long time waiting for answers. The short version is that a thief's ultimate goal is to get your information, process a claim, and have the money put onto a debit card before the fraud department has time to find out. The thieves spend the money and leave you and the employer to figure out the mess.

Last year hackers obtained personal information from 143 million people when they breached the credit reporting agency Equifax. They accessed names, social security numbers, addresses and driver's license numbers. Most of us know to check our credit rating occasionally to see if we're one of the 209,000 people whose credit card numbers were stolen. We don't expect our information to be used to file for fraudulent unemployment benefits, tax refunds, health insurance benefits, and a slew of others.

You can't protect yourself completely, but it is worth taking a moment to check your credit history online. You can visit [www.consumer.ftc.gov](http://www.consumer.ftc.gov) for information about identity theft. They've got some helpful links to determine if you are one of the millions whose information has been accessed. 🚗

### **The Industry is Changing. Are You Ready?** **ARM Road Show May 3-5**

**Recyclers who sell used tires should be aware!**

A motorist survey sponsored by Rubber Manufacturing Association found that 1 in 10 motorists was running on tires that were bought used.

Indiana and Ohio currently have bills banning the sale and installation of "unsafe used tires." Unsafe tires are being described as worn out if:

- the tread depth measures 2/32 inch or less
- there is damage that exposes the tires inner components (body plies or steel belts)
- the tire has been improperly repaired

The US Tire Manufacturing Association has described itself as the chief supporter of both bills. There has been a significant amount of discussion between industry groups regarding who is ultimately responsible for determining whether or not a tire is unsafe. ARA's current position is that the installer should be inspecting tires for road-worthiness at the point of service.

## **File A Complaint on Unlicensed Vehicle Dealers**

***ARM Will File the  
Complaint for you!***

**Contact Barb at**  
**[arm@mi.automotiverecyclers.org](mailto: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](http://www.michigan.gov/documents/curbstoner_form_65906_7.pdf)

# Let's Talk Recalls...

By Paul D'Adamo  
Rebuilders Automotive Supply

## Legal Questions

- Q** Is there a penalty or fine if I sell a recalled part?
- A** It is illegal to sell a known/documented recalled part. Fines can run up to \$21,000 per violation. More importantly, sales of airbags could result in injury or death.

## Materials and Shipping Related Questions

- Q** Is there a fee for shipping materials?
- A** No, ALL shipping and shipping materials are covered by RAS.
- Q** How often do I need to ship my airbags and what is the maximum number of airbags I can ship at one time?
- A** Most recyclers ship monthly as part of their process and while we can ship smaller quantities, most recyclers accumulate bags weekly or monthly. 110 airbag boxes can fit on a standard pallet.
- Q** Can I deliver airbags to RAS on my delivery truck?
- A** Due to DOT and HazMat regulations, we ask that you call us for pick up through one of our certified freight carriers.

## Process and Procedures Questions

- Q** There are airbags on recall but they are not on my RAS list for purchase.
- A** RAS can only purchase bags for Automakers that are on our list. See our website for the most current list. Each Manufacturer determines their level of participation.
- Q** I want to know which cars have recalls ASAP. How do I identify recalls on incoming vehicles?
- A** We do recommend verifying VINS for recall upon arrival at yards. There are several ways to verify VINS:
- Log in to [rascorepro.com](http://rascorepro.com) to view active recalls in your inventory
  - Hollander issues monthly email blasts specific to your yard inventory on Eden
  - URG has a Recall Hot Key that works with Checkmate, Pinnacle PRO and Powerlink. The Hot Key is available to URG Members and Non-Members
  - For higher volume self-serve operations, RAS can provide additional data integration services



- Q** Is there a Best Management Practice when selling non-recalled airbags?

**A** Yes, run the VIN through the previously mentioned check points at the Point of Sale. Once the report displays that there are no recalls on the airbag, print and attach to your invoice. Some recyclers scan that report and attach to their YMS.

## Payment for Recalls

- Q** Do I get paid for the airbags we remove from our vehicles?
- A** Yes, current pricing \$55 Driver's, \$60 Passenger Side. All bags must be validated at check-in.
- Note: Recalls are not Cores. Recalls are subject to VIN Validation, set pricing, and special hazmat packaging requirements.
- Q** When can I expect a check?
- A** Checks are paid within 30-45 days of Check-in at our facility, not from time of pick up.

## Certifications

- Q** What training and/or certifications are available for our employees?
- A** ARA offers ARA PRO which covers Airbag Training & Certification, Hazardous Materials Training & Certification, and Airbag Inspection (see [airbagresources.com](http://airbagresources.com) for more info) VET Environmental also offers stand-alone training ([vet-env.com](http://vet-env.com))

## Cash Flow

- Q** Will pulling airbags help my cash flow?
- A** Absolutely! The average ticket for a set of airbags is \$115.
- Q** What is your average ticket?
- A** What is your average cost per vehicle? Buying Vehicles in the \$300 range, \$115 represents almost 40% of your purchase price. If you are a full serve dismantling shop; put Recalls on your dismantle report; 1 Parts for Stock, 2. Cores, 3. Recalls. EZ as 1-2-3!

## Rebuilders Automotive Supply YOUR RECALL AUTHORITY

Questions? Call the Recall Business Team  
**877-829-1553 x 160.**

## Car-Part.com presented with 2017 Electronic Commerce Company of the Year award

**T**he Collision Industry Electronic Commerce Association (CIECA) Board of Trustees, presented the 2017 Electronic Commerce Company of the Year award to Car-Part.com, for its outstanding leadership, dedication and contribution.

Award winning Integrated Car-Part Pro connects the Car-Part marketplace and its 4500 parts suppliers with collision estimating, shop management and workflow systems. Integrated Car-Part Pro's 2017 assembly optimized workflow simplifies replacing components with an assembly, helping recyclers sell more assemblies while reducing costs for buyers.

### About CIECA

CIECA, the source of all the Collision Industry data communications standards, develops collision industry Information Technology standards and provides implementation guides for electronic commerce. CIECA is composed of members of the automobile collision repair industry; repairers, insurers, vehicle manufacturers, parts and material suppliers, information and software providers, general service providers and related segments and industries.

For more information about CIECA, please visit <http://CIECA.org>

### About Car-Part

The Car-Part.com recycled parts marketplace has been live since May 1998. Car-Part Pro, designed to provide an alternative parts market-



place to professional repairers, went live in 2012. It is now integrated with collision estimating, workflow, and shop management systems and serves over 60,000 collision and mechanical repairers. For more information about Car-Part.com or Car-Part Pro, please call Roger Schroder at 859-344-1925 or visit [products.Car-Part.com](http://products.Car-Part.com) 🚗



**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](mailto: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](http://www.automotiverecyclers.org) or from the ARM office.**

# California Dreaming

By Danny Miller

## Legend Smelting & Recycling

**A**t Ocean Beach Pier, Mission Beach Roller Coaster, big waves at Sunset Cliffs, snowboarding weekends at Big Bear, and races up Glamis made California the best place to grow up. Oh wait...I forgot to tell you...that is where I grew up...La Mesa, California. The average temperature there is 72 degrees all year long. I say that just as it finished snowing for 24 hours straight here in the Midwest. It is hard to believe that I left the lifestyle of big waves and fun in the sun, and yet, I would not have it any other way.

While studying criminal justice at San Diego State (Go Aztecs), I joined the Marine Corps Reserves and entered the PLC Program. I was for sure to be the new "Ice Man." To all of the Millennials that have no idea what I just said, you just need to watch the movie "Top Gun". I guess that sequel never got written. That is okay because being a police officer was my second choice. This seemed to be a perfect fit since I always, even to this day, have to run toward the scene rather than run away. At that time, I thought anything would be better than working part time at the muffler shop and struggling financially while attending college.

Soon after college, an exhaust distribution company hired me as a sales representative for San Diego County. Shortly after starting as a sales representative, I got this idea that I should talk to the Core Buyer that bought the converters from the muffler shop where I used to work. So I called Legend Smelting and Recycling and arranged a meeting with Mark Sasko. I figured he was buying old junk from the muffler shops, I was selling new junk to the muffler shops and was hoping that we could help each other out by referring accounts to one another.

After this meeting, I had a great idea. I went home and told my older brother that we have plans this weekend. He asked me what I meant. I explained to him that we were going to start a business buying catalytic converters. We were going to go out to all of the muffler shops in southern California and I am going to introduce you as the converter expert. We would start buying converters on the weekend and sell them to Legend Smelting and Recycling. So, that next Saturday, we took off early with what money we could scrounge together. I think we bought two converters that first day. The next Saturday, we bought six. This was the start of Miller's Cat House. After two years of growing the business from two converters and one truck, we had grown to two trucks separately purchasing converters every Saturday. Even

though we were still only going out one day a week, we were now buying 300 to 400 converters every week. Without me even knowing it, I was now a Core Buyer and my new career was born. Around the year 2000, Mark asked me if I would like to work for Legend Smelting and Recycling and open up their third location in the Los Angeles area. I agreed to take the job if I could keep the routes in San Diego that I ran on Saturdays.

For the next five years, my wife Alysha and I worked seven days a week. I worked at Legends during the week and bought converters on Saturdays. In our spare time, we got licensed in life/health insurance and securities. We started our own office and hired representatives. This, on top of everything else, kept us extremely busy. However, this all changed as Alysha found herself homesick as she had left everything she knew behind to get married and move out to California.

We sold Miller's Cat House, gave up the financial services business and moved to Illinois to start over and be around her family. Shortly after moving, Legend Smelting and Recycling approached me again about opening up what I think at the time was their sixth location. I agreed and have been there ever since. I guess now that I explained how I became a Core Buyer, let me talk a little about cores.

## Times Gone By

When I was approached to write an article on Cores Mean More, I thought it should encompass more than just catalytic converters, but catalytic converters are all I know. Do not get me wrong, we at LSR know about other cores and we purchase a lot of them. However, generally we purchase the scrap alternators, scrap starters, scrap air compressors etc. However, we have found that being an expert at one thing is better than dabbling a little in a lot of different ones. But let me give it a shot. When I started in this industry, small parts were not a big deal. Salvage yards stocked some popular parts and placed them on the shelf. The rest were just scrapped. Of course, there was always hope that while the car was waiting to get scrapped someone would come over the squawk box wanting one of those parts. During this time I remember a lot of little shops around town that would rebuild the small parts and sell them to "Hot Rodders". Then it seemed like the rebuilders were gone and small parts died out. Also during this time, catalytic converters were sold to the local core guy and bought on an average. I think when I started buying converters, there were 10 categories.

## Today's Market

Since then, technology evolved and changed the whole salvage and recycling industry. Small parts became important and started producing a major revenue stream for salvage yards. I am sure many of you remember keeping your catalytic converters and small parts in truck beds and leaving them outside. That definitely does not happen anymore. The converters would be stolen and the small parts would be ruined from the weather. Technology enabled "Junk Yards", now known as "Salvage Yards", to simply enter a VIN into a tablet and see who was willing to pay what for every remanufactured part on a vehicle, allowing yards to increase their profits on parts that might have previously been scrapped. In doing my due diligence for this article, I called many salvage yards to find out what kind of increased revenue stream was created (I only called late model yards so this may not apply to your yard). Amongst the yards that I contacted, the numbers seemed to be pretty similar. Over and over again, the yards told me that their core and crush program added up to 20% to 30% of their overall profits.

If that is the case, then converters should account for about half of that core and crush program profit. Anyone that is still using the local core guy should consider making a change. Technology has not only affected small parts, it has affected catalytic converters as well. However, just like with small parts, some people still want to take advantage of the yard owners when it comes to catalytic converters. While companies like Legend Smelting and Recycling (LSR) have embraced technology, others have not or are still in the beginning stages.

## The Infamous Assay

There are many companies out there advertising that they will pay on assay for larger loads. However, what the majority are really doing is picking up the converters and then shipping or selling them to a company like LSR. To truly assay a converter, a company has to have not only very specialized equipment but knowledgeable individuals who understand the process. Just being able to cut material is not the same thing. Here are some questions that every yard should ask when considering which company to use to sell their converters on assay:

1. What kind of dust collection system do they use and are they paying their customers for the dust?
2. Can they produce an assay in house, and, if so, what kind of assay do they perform (a Niton Gun, an x-ray fluorescence analyzer or an inductive coupled plasma spectrometer)?

3. What type of sampling system do they use?

4. Do they have an in-house lab?

If a company is not able to offer any of the above, perhaps they are not the best company to use. For example, if they do not pay their customers for the dust, then the purchaser, not the yard, is profiting from the precious metal that is contained within that dust. Additionally, the type of assay performed as well as the sampling system can also affect a yard's profits. The more precise the equipment and system used, the more money in a yard's pocket.

## The Whole Unit

If a yard is more comfortable selling converters as a whole unit or has only smaller loads that do not qualify for assay, it is important to know how the purchaser determines what each individual converter is worth. LSR, for example, after assaying thousands of converters, has developed a database of converter values. For customers who prefer to or need to sell by the whole unit, LSR simply locates the serial number or code on the shell of the converter and refers to their database as to the value of that particular unit. This gives a yard not only the potential benefit of choosing to sell as a whole unit, but provides the yard with the preciseness only offered through assay. I think most yards would agree that most companies offering to buy converters on an average are not adjusting that average in the yard's favor.

## Cores Really Can Mean More

If cores really mean more and make up 20% to 30% of total overall profits, I would recommend not only asking questions, but visiting their facility and seeing the process itself. After that, it really boils down to trust. I am pretty sure that if I was throwing your aluminum wheels on my truck I would not be able to toss one on and pay you half the going rate or convince you that the aluminum wheel is really something else. Unfortunately, this happens too often in the converter industry. Core buyers and companies might give you a high price on certain converters or, if on assay, a seemingly high return. But in truth, what is the bottom line? The only way for a yard to truly know that their cores mean more is to educate themselves as to all of the advances in the industry.

So, if you want your Core program to really ride the wave, I invite you to visit our facility, meet our experts, get all of your questions answered and then decide if you are getting the most out of your Cores. Later dudes! 🚗

# Happy Fish in Michigan

By Dave Kendziorski

We are medicating our fish.

The drugs we take to improve our lives are showing up in fish. University of Buffalo researchers found high levels of antidepressants, contraceptives, personal care chemicals, and other medicines in the brains of Great Lakes fish. The sources of the chemicals are the over 1,400 wastewater treat-



ment plants which discharge effluents to the Great Lakes and other waterways in the region. The existing treatment systems do not effectively remove the drugs, which are absorbed into the food chain.

What are the effects on the fish? The fish apparently respond similarly to humans: fish with elevated levels of antidepressants are happier, more likely to take risks, and have a reduced sense of danger. They may be more likely to be eaten by predators and presumably easier to catch! But the overall news is not good: these sorts of reactions could impair growth and reproduction, trigger a fish population collapse, and disrupt the biodiversity of the largest freshwater ecosystem in the world.

The researchers suggest that improved oxidation processes, which would require expensive upgrades to the treatment plants, would filter out the chemicals. The cost to upgrade the treatment plants that discharge to the Great Lakes would be enormous, and communities do not yet see the incentive for such an investment. 🚗

## The Industry is Changing. Are You Ready? ARM Road Show May 3-5

Hybrid cars have already changed major component parts:

- Regenerative braking systems
- Hybrid power inverters
- Nickel-metal-hydride will soon be replaced by Lithium-ion batteries
- AC power is shocking, DC power is lethal. There is enough voltage in the Nissan Leaf to kill a person instantly.

Hybrids are no longer confined to a small segment of the market and most automakers are offering hybrid options in their line-up. Ford Fusion Hybrid and Toyota Prius are now both vying for top spot in the hybrid market.

**Recycle! Recycle! Recycle!**

## MICHIGAN TRIVIA









1. What is the only state that has more shoreline than Michigan?
2. How many of Michigan's 83 counties adjoin at least one of the Great lakes?
3. How many miles long is the Mackinac Bridge?
4. The State of Michigan has more "what" than any other state?
5. There is no point in Michigan that is more than 6 miles from what?
6. What is the coldest recorded temperature to occur in Michigan?
7. In which Michigan city was the Gibson Guitar company founded in 1902?
8. Where is the Cereal Capital of the world located?
9. What Great Lake does not border Michigan?
10. What was the first traffic tunnel built between two nations? 🚗

**Answers:**  
1. Alaska  
2. Forty  
3. Five  
4. Lighthouses  
5. From one of our 64,980 inland lakes.  
6. -51 F at Vanderbilt on Feb. 9, 1934  
7. Kalamazoo  
8. Kellogg Cereal Company is located in Battle Creek  
9. Lake Ontario  
10. The mile-long Detroit-Windsor tunnel under the Detroit River

# 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](mailto: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](http://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.

## Support of Recycling Industry Trade Associations a Must for Survival

*Continued from page 16*

consumer. Our mutual members continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving the environment for a "greener" tomorrow.

It is important that recycling trade associations continue to work collaboratively with stakeholders in the insurance estimatics' community to increase the availability of recycled OEM parts in software platforms used by repair professionals. ARA is committed to the enhancement of industry access to and supply of more reliable, consistent, and accurate parts data. Access to quality OE data as well as enhancing insurance-quality parts data through greater utilization of parts grading codes, standards and certification programs should be a top priority of every association.

When talking with others in the industry, we are good-will ambassadors on behalf of our organizations. Each of our associations' success rely directly on the success of each other. The larger and more influential our associations become, the more programs and benefits can be provided that help each and every member. We appreciate recyclers support and continue to strive to make these the best associations for you the members. 🚗

## The Industry is Changing. Are You Ready? ARM Road Show May 3-5

Electric cars and trucks are becoming viable alternatives: In November 2017 Tesla unveiled an electric semi truck. More than just a marketing stunt, this product may change the entire industry.

- 0-60 in 5 seconds
- 0-60 with 80,000 lb gross weight in 20 seconds
- 500 mile range at maximum weight and highway speed
- 1 Gear – no transmission
- 30 minute charge time (at MEGA charge stations)
- 1 million mile guarantee

The \$150,000-\$200,000 cost is higher than the average \$120,000 for a diesel, but the reduced costs result in an overall cost of \$1.26/mile vs \$1.51/mile for a diesel truck.

Walmart, Pepsi, Anheuser-Busch, Sysco, UPS, DHL, Meijer and several others have already placed orders.

Electric vehicle company Tesla plans to have a closed loop battery recycling program. If successful, other car companies may follow suit.

Other companies are already selling electric vehicles. Since its debut in 2009, GM has sold over 134,000 Volt electric vehicles in the US alone. Last year the car company sold over 20,000 in the US market.

## Around Our Industry

*Continued from page 13*

The deadline date to make your hotel reservation is Friday, March 9, 2018.

Registration closes on March 15, 2018!

## The Automotive Recyclers Association Unveils New Logo

WASHINGTON, DC – The Automotive Recyclers Association (ARA) launched a new association logo, marking a striking modification to its visual identity. Using an updated four-color version of the association's historic vehicle and globe mark, a blue vehicle color



and two hues of green, the logo better signifies the association's brand today as it embarks on its 75<sup>th</sup> anniversary in 2018.

"Our new logo better exhibits what Automotive Recyclers Association represents today," said ARA President David Gold. "We've retained visual elements that reflect our history but we provide greater focus on our important role in environmental sustainability and the circular economy."

In conjunction with ARA's recently released ChooseRecycledParts.com campaign, the contemporary visual identity presents the Association as modern and advancing, reflects the strength of our global direction, and underscores the commitment to sustainability and focus on the reutilization of automotive parts and components. 🚗

*Articles reprinted with permission from ARA*

**F.Y.I.** The deadline for the next issue of the Automotive Recyclers of Michigan *YardTalk* newsletter is May 18, 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  
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## One sweet ride.

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