



AUTOMOTIVE  
RECYCLERS  
OF MICHIGAN

ARM Golf Outing  
coverage begins  
on page 19.

# YARDTALK

Issue 4

The Official Publication of the Automotive Recyclers of Michigan

Summer 2019

## The President's Message

**A**fter two years as President it's time for me to move on and hand the gavel over to our next leader. The process has been informative and enriching. As I moved from board member to Secretary/Treasurer and on to



Ross Lewicki

President I have learned a great deal about the role that industry associations play in guiding and

protecting us through the rapidly changing automotive industry. More than ever I realize how important ARM is to the greater good of auto recycling in Michigan. My time in office has allowed me to build many new relationships both within Michigan and across the country. I have met all types of people with all types of yards and it's obvious that we all share the same struggles and passions for our industry. My tenure has made me grateful to be an automotive recycler in Michigan. We have an incredible group of yard owners and managers who strive to be the best they can by

*Continued on page 5*

## 2019 ARM Annual Meeting

Annual  
Meeting  
plus Training  
on-site!

THURSDAY, OCTOBER 3, 2019 • 9:00 AM - 3:30 PM • LANSING, MI

**Hybrid Vehicle Safety Seminar for Owners & Managers, ARM Annual Meeting, Legislative Day Meet & Greet and MDOS Update with Q & A...One Day, One Location.**

### ALL MADE EASY FOR YOU!

We have a very informative and productive day planned for you on Thursday, October 3<sup>rd</sup> in Lansing with the same format that you told us you prefer and said was so successful in the past. We are combining our 2019 Annual Meeting with our Legislative Day and the much sought after Andy Latham's seminar on the safe handling of electric and hybrid vehicles, which will be focused specifically for owners and managers, along with an update and a question & answer period from the Michigan Department of State (MDOS) on the latest changes and requirements that affect you and your business.

For your convenience, our entire day of events will be held in the lower level of the historic Christman Building in Lansing which also houses the offices of our lobbyists and legislative consultants, Kelley Cawthorne.

We will begin the day with a "must attend" seminar presented by Andy Latham of Savage Wire on the safe handling of hybrid and electric vehicles. These vehicles are entering the market at a rapid rate and if you have

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Andy Latham –  
Hybrid & Electric Vehicle  
Dismantling Safety  
Seminar for  
Owners/Managers



ARM  
Annual Meeting



Lunch with  
Legislators



MDOS  
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with Q&A

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## Save the Dates...See You There!

**H**i Everyone! I hope you have been enjoying your summer as much as I have. It is just so hard to believe that it is winding down. By the time you receive this issue of *YardTalk*, Labor Day will be a memory, school will be in full swing and our schedules will no longer allow some of that much enjoyed more relaxed,



Barb Utter

mind-set. I know, we still had very busy summer schedules, maybe even more than ever, but somehow it just seems to be a more laid back environment. I know the office has been very busy yet the pressures seem to be on a less stressful, and on a

more even keel. Since my last update to you, so much has taken place and I have so many exciting plans to share with you about our new fiscal year calendar.

As always, our 19<sup>th</sup> Annual Kent Utter Memorial Scholarship Golf Outing was a huge success, but not without a great sadness attached to it this year. Our very special chairman and dear friend Dave Creedon, who, along with his co-chair and dear friend Mike Sinta, have chaired this event every year except one from the beginning of the outing, was very ill and couldn't attend. While Kathy and I thought it would be a breeze to shop for all those great door prizes Dave and Mike purchase, let me tell you, it's not so easy. Now I understand why they began their shopping spree with "bloody mary" time. I should have listened to him closer when he gave me my instructions. As you know, Dave has since lost his courageous battle to cancer. But I promise you, his memory and legacy will continue to be the driving force of this annual event as we will continue to see that his dedication and commitment to help our students remains strong. I am excited to announce that I have signed the contract for our **20<sup>th</sup> Annual Scholarship Golf Outing being held June 22, 2020 at the Links of Novi**. Mark your calendars as this

special anniversary is an event you will not want to miss.

We also had another great turnout in July for our second Andy Latham intensive training on the safe handling of electric and hybrid vehicles. This time the all-day event was on the west side of our beautiful state and was hosted by Weller Auto Parts in Junior's Garage. It was a terrific venue, not only because we could enjoy all of the fantastic vintage vehicles, but we were able to have a vehicle and a hybrid battery on site for some

"hands-on" training. This was my third "Andy session" and it was still just as intense, profound and frightening as the first. Watching the reactions of the attendees and hearing their questions and concerns only reinforced the need to have Andy return to Michigan to speak to you owners and managers so you are fully aware of the seriousness of dealing with these vehicles and the safety precautions you need to provide for your employees. Please mark **Thursday, October 3<sup>rd</sup>** on your calendar and plan on attending this

very informative educational presentation. As I have said before, this truly is a **must attend** session.

Since Andy was available to return to **Michigan on October 3<sup>rd</sup>**, we decided it was the perfect time to plan an entire day that will combine all of our fall events into one day. Knowing we all have very busy schedules it only made sense to provide you with an agenda that is sensitive to your time while still providing you with the latest, most relevant information all presented in one day, at one location, for your convenience. (Kind of like a one-stop shopping spree) Andy Latham will start the day with a presentation that is a must attend for all of us. We will have a **short annual meeting** followed by our **Legislative Lunch with our Legislators**. This is also one of the more important events you should attend.

*Continued on page 6*

— “ —  
**If we're waiting  
until we are ready,  
we'll be waiting  
our entire lives.**

—from the movie *Lemony Snicket's  
A Series of Unfortunate Events*

— ” —



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

Please address articles or letters for publication to:

##### ARM Office

7550 S. Saginaw  
Suite 9  
Grand Blanc, MI  
48439

## Calendar of Upcoming Events

October 3, 2019

### ARM Legislative Day, Hybrid Training and Annual Meeting

Lower level, Christman Building  
Lansing, MI

Oct. 10-12, 2019

### 76th Annual ARA Convention & Expo

Charlotte Convention Center  
Charlotte, NC

April 16-18, 2020

### URG Training Conference

Hyatt Regency  
St. Louis at the Arch  
St. Louis, MO

April 23-26, 2020

### ARM Road Show & Business Networking Conference

Great Wolf Lodge  
Traverse City, MI

June 22, 2020

### 20th Annual ARM Memorial Scholarship Golf Outing

Links of Novi  
Novi, MI

## 2019 ARM Annual Meeting

*Continued from page 1*

not already encountered one, you will soon and it only takes one mistake with a high voltage battery or wire to kill someone. You owe it to your employees to know the dangers and how to properly handle these vehicles and we are providing you the opportunity to do just that. The feedback from those who have already attended one of Andy's training sessions has been so overwhelmingly positive, your association is making it available to you as well. You will also have the opportunity Thursday afternoon to receive a firsthand update from the MDOS on the latest changes that affect your business as well as an opportunity to ask them any questions you may have.

Our Annual Meeting, which will include the election of Officers and Board of Directors, will take place immediately after Andy's presentation, followed by lunch with our legislators. We hope you will attend and take advantage of this great opportunity to meet with our state legislators, tell them our story and voice our industry concerns. 🚗



If you have any questions, please contact the ARM office at 810-695-6760 or email [arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org).



## President's Message

*Continued from page 1*

staying at the leading edge of industry trends. Without them, their passion, and their participation in ARM the automotive recycling industry in Michigan would be in a sad state. I am happy to be handing the gavel over to someone that I believe will continue to keep the Automotive Recyclers of Michigan in the top tier of state associations in the country. I would like to thank all the board members and officers for your time and commitment. None of you have to do this and it means a lot that you take time out of your busy days to help the association. Finally, a huge thank you to Barb and Kathy! Working with you two has been fantastic, and I can't thank you enough for all of the time, love, and work that you put into the association. Thank you all. 🚗

**Recycle! Recycle! Recycle!**

## Scrap Report

Foundry Steel.....	\$160.00 gt
Clean Auto Cast .....	\$190.00 gt
Unclean Motor Blocks .....	\$145.00 gt
Auto Bodies .....	\$80.00 nt
Batteries .....	.22 lb.
Copper/Brass Radiators .....	1.32 lb.
Aluminum (clean).....	.30 lb.
Whole Aluminum Transmissions .....	.08 lb.

Thanks to Brett Schneider at Padnos Iron & Metal, Holland, Michigan

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

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## From the Desk of Your Executive Director

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It is your chance to speak one on one with your elected officials and share with them your challenges and concerns. If we don't tell our story, someone else might and the outcome could very well negatively affect your business. We will also have the opportunity to hear the latest updates and changes **happening at the MDOS** along with an opportunity to not only share the experiences you encounter at your local SOS office but to also ask them about any other concerns and issues you may have. While this seems like a lot of information in one day, we listened to you and are providing you with the agenda and timeline you requested.

We have also been very busy exploring venues for our **2020 Road Show**. It has been a few years since we have traveled up north so it was decided that perhaps this was the perfect time to think outside the box. Plus we have so many young families beginning to participate in our events that including these two factors in our final decision only made sense to try to accomplish. So recently I combined a great "do nothing" but read, relax and play time at the cottage with a very productive work day by visiting a possible site for our 2020 Annual Road Show & Business Networking Conference while I was up north at my cottage. It was a fun, exciting day. Observing everyone being so happy and relaxed, having tons of family fun and laughter truly was contagious and I'm excited to announce that we will be experiencing that same family fun while still finding time to work and learn at the **Great Wolf Lodge, April 23-26, 2020 for a great Road Show**. This will be the perfect venue to see the latest products and services our vendors have to offer, attend great educational forums as we network with our fellow recyclers and together with all of our families, celebrate the end of winter. I also visited some off-site venues that will make for a really great weekend full of activities for everyone of all ages.

A few weekends ago I had the opportunity to attend the Indiana, Ohio and Kentucky Tri-State Summit & Expo in Indianapolis. I traveled with Donna and Gordon Middleton and we had a great time. Gordon seemed to have his hands full watching out for Donna and me both, or so he thought he did, but he did an outstanding job. We met so many wonderful new fellow recyclers, loved

seeing and sharing stories with friends we hadn't seen in so long and we learned so much. For me to be able to attend the sessions, chat with the vendors and speakers and totally absorb the information without being in charge and worrying about every detail was such a treat. It truly was a great weekend! Thank you so much to Sandy, Marty, Mary and everyone else for making us feel so welcome and a part of your recycling family.

No matter where we travel, when recyclers get together, we are one big family...we share successes and concerns, we share stories about family and employees, we truly care about each other and of course we care about our businesses and our industry. We are a remarkable group of individuals who work tirelessly together to make sure we are all the very best professional recyclers we can possibly be. For those of you who choose not to attend any of the meetings, seminars, training sessions, or aren't willing to embrace change, for whatever reasons you think are important to you, you are truly missing out on the most important part of our industry. The part that will help you survive and be successful...you are missing out on building relationships and friendships with the best of the best...your fellow recyclers. I recently saw a quote from the movie *Lemony Snicket's A Series of Unfortunate Events* that I thought was very appropriate: "If we're waiting until we're ready, we'll be waiting our entire lives."

My hope for all of us as we begin a new season is that we're ready to begin with enthusiasm and optimism and that you are ready to travel the road to join your fellow recyclers at the events we have planned for you.

Enjoy the remainder of your summer. 🚗

Hugs,  
Barb



**Do Your Part!  
Recycle!**





# Let's Talk About the Storm Water Visual Assessment

By David Kendzierski

## ARM Storm Water Program

**U**nder your storm water permit, you must conduct and document storm water assessments at each location where storm water is discharged from your facility during rainfall or snow melt events. These assessments must be conducted quarterly (four times each year). The Michigan Department of Environment, Great Lakes, and Energy (EGLE) – formerly DEQ – considers the visual assessments to be the primary way to evaluate the performance and effectiveness of your Best Management Practices (BMPs). EGLE also uses the visual assessments to determine whether to grant your request to avoid sampling storm water and having it tested by a laboratory – with the analytical results being compared against state-mandated benchmarks. If EGLE declines your request, then you must prepare and implement a Benchmark Monitoring Plan.

Your storm water permit outlines the specific procedures to follow. There are also several guidelines and videos on the EGLE website. Within the first 30 to 60 minutes of storm water discharge, you'll collect a water sample in a clear plastic or glass container. You'll bring the sample back to your office or work space. Take a color photograph of the sample with good lighting against a white background. Observe the sample, and fill out a Quarterly Visual Assessment Report. On the Report, you'll provide facility name and address, your personal information (any properly-trained individual can collect the samples, but the actual assessment must be made by an Industrial Storm Water Certified Operator), and data on the rainfall or snowmelt event (date, inches of rainfall, time since last discharge, etc.). You'll then describe the water sample, noting color, floating solids, oil sheen, foam, suspended solids, settleable solids, turbidity, and odor. Based on your observations, you'll decide whether there are "unnatural characteristics" in the water – basically, has your operation contaminated the



storm water runoff? If the answer is yes, you'll identify the likely sources of that contamination, list needed corrective actions, and provide a schedule to implement those actions.

Here are some suggestions on how to conduct the visual assessments:

- **Remember Your Goal:** Your objective is to comply with the permit, and hopefully submit Visual Assessment Reports that show that your storm water discharges are reasonably clean and your BMPs are working.
- **Follow the Rules:** Obviously, all recyclers should comply with the permit, meet the deadlines, correctly take the samples, and accurately fill out the Assessment Reports. Missing deadlines and failing to submit reports is a permit violation (you'll be fined); intentionally falsifying permit data is a crime (say goodbye to your loved ones).
- **Be Smart:** Michigan gets 40-50 storm events each year, plus with climate change winter thaws and snowmelts will become more frequent. You'll have plenty of opportunities to sample storm water runoff and snowmelt. Select events where the water does not look particularly nasty. It's fine if the water is a bit cloudy. But if the water is brown or you have an oil sheen or smelly runoff, fix the problem immediately! Stabilize your roads, sweep the pavement, clean up spills, provide filters or booms, clean up your crushing operation – do whatever it takes to have clean runoff during the next storm event. You'll have to fix those problems anyway – so do it before you do a visual assessment.
- **Big Brother is Watching:** EGLE reviews the Visual Assessment Reports and inspects permitted facilities. EGLE staff will assist you in registering with the

*Continued on page 11*





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MICHIGAN DEPARTMENT OF ENVIRONMENTAL QUALITY  
WATER RESOURCES DIVISION

## INDUSTRIAL STORM WATER PROGRAM QUARTERLY VISUAL ASSESSMENT REPORT

The intent of this compliance assistance document is to provide a Visual Assessment Report Form that permittees can use to meet the conditions of the National Pollutant Discharge Elimination System (NPDES) Wastewater Discharge General Permit for Industrial Storm Water Discharges or NPDES Individual Permits. This document and other compliance assistance documents can be found at the DEQ, WRD Industrial Storm Water website [www.mi.gov/degstormwater](http://www.mi.gov/degstormwater) (then click on INDUSTRIAL PROGRAM).

Visual Assessment Sample Information		
Facility Name:		COC No. <u>or</u> NPDES Permit No:
Industrial Storm Water Certified Operator Name:		
Name / Title of person collecting sample if other than Cert. Operator:		
Date of Comprehensive Inspection:	Is this a substitute sample? <input type="checkbox"/> No <input type="checkbox"/> Yes Explain:	
Discharge Point # / Name:	Substantially Identical Discharge Point? <input type="checkbox"/> No <input type="checkbox"/> Yes List:	
Description of sample collection location:		
Date / Time Discharge Began:	Date / Time Sample Collected:	Date / Time Sample Examined:
For rain events - if sample was collected > 30 minutes from start of discharge, provide explanation:		
Snowmelt <input type="checkbox"/>	Rainfall <input type="checkbox"/> Inches:	If rain event - previous storm ended > 72 hours prior to start of this event? <input type="checkbox"/> No <input type="checkbox"/> Yes

Observations	
Color: <input type="checkbox"/> None <input type="checkbox"/> Yes (describe):	Floating Solids: <input type="checkbox"/> No <input type="checkbox"/> Yes (describe):
Oil Films / Sheens: <input type="checkbox"/> None <input type="checkbox"/> Flecks <input type="checkbox"/> Globs <input type="checkbox"/> Sheen <input type="checkbox"/> Other Describe appearance of film/sheen:	
Foam (gently shake sample): <input type="checkbox"/> No <input type="checkbox"/> Yes	Suspended Solids: <input type="checkbox"/> No <input type="checkbox"/> Yes (describe):
Settleable Solids: <input type="checkbox"/> No <input type="checkbox"/> Yes (describe):	
Odor: <input type="checkbox"/> None <input type="checkbox"/> Musty <input type="checkbox"/> Sewage <input type="checkbox"/> Sulfur <input type="checkbox"/> Sour <input type="checkbox"/> Hydrocarbons <input type="checkbox"/> Chemical <input type="checkbox"/> Other (describe):	
Turbidity/Clarity: <input type="checkbox"/> Clear <input type="checkbox"/> Slightly Cloudy <input type="checkbox"/> Cloudy <input type="checkbox"/> Milky <input type="checkbox"/> Other (describe):	
Picture of sample taken (required): <input type="checkbox"/> No <input type="checkbox"/> Yes Storage location:	
Receiving waters observed? <input type="checkbox"/> N/A <input type="checkbox"/> No <input type="checkbox"/> Yes (describe):	

Follow-up:
Based on the visual observation, are there unnatural characteristics in the discharge (cloudiness, color, sheen, etc.)? <input type="checkbox"/> No <input type="checkbox"/> Yes
Potential sources of observed unnatural characteristics <input type="checkbox"/> N/A <u>or</u> describe:
Implemented / recommended corrective action(s) <input type="checkbox"/> N/A <u>or</u> describe: Scheduled date for correction:

I certify that the above information is correct	
Certified Operator Signature	Date

RETAIN THIS FORM FOR A MINIMUM OF 3 YEARS

## Storm Water Visual Assessment

*Continued from page 8*

online database MiWaters. After submitting your initial permit documents to MiWaters (SWPPP, Site Map, and Request to Forego Benchmark Monitoring), EGLE will wait to receive three consecutive Visual Assessment Reports (with the photographs). EGLE will then decide whether to grant your request, or to deny it and require that you perform Benchmark Monitoring which includes laboratory testing and benchmarks. So those first three Visual Assessment Reports are vital. EGLE intends to inspect each permitted auto recycling facility at least once each 5-year permit term. 🚗

### ARM Storm Water Program

The members-only section of the ARM website includes a complete set of sample permit documents that you can easily edit for your facility. For assistance, contact the ARM Office or David Kendziorski at 414-943-1773 or [dave@stormtech1.com](mailto:dave@stormtech1.com).

## 2019 Last Man Standing Winners



Simen Savaya and Tom Poullath owners of Holbrook Auto Parts, our most generous supporters and the winner of our 2019 Last man Standing.



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### Average Age of Light Vehicles Continues to Rise

The average age of light vehicles in operation (VIO) in the U.S. has risen to 11.8 years according to world analytics firm IHS Market. Over the past five years this growth has stabilized to approximately four percent growth per year. The combination of the previous recession and “better technology and overall vehicle quality improvements” has contributed to this VIO growth pattern. According to IHS, the increased age of cars provides a market opportunity for “a robust new business pipeline for the aftermarket” for consumer repair options.

IHS studied regional data in this latest report and found that the oldest light vehicles are in the west, averaging 12.4 years while the northeast seemed to have the

youngest vehicles averaging 10.9 years. Their aging rates are also different by region and by vehicle type. The study found that Vermont has the youngest VIO at just 9.9 years and Montana has the oldest average age at 16.6 years.

### The Future Is Here For Lithium-Ion Batteries — Congressional Hearing Reviews Recycling

A U.S. Senate hearing recently reviewed the critical and looming issue of recycling lithium-ion batteries. The Senate Committee on the Environment and Public Works held a hearing entitled “Recycling Lithium-Ion Batteries to Promote U.S. Battery Manufacturing and Greenhouse Gas Reduction”. During discussions, approximately 15 Senators attended and voiced concerns on two main issues: 1) Increasing domestic demand for safe and cost-efficient recycling of these volatile and potentially valuable batteries; and 2) the ethical sourcing of rare earth materials used in the composition of these batteries.

Specifically, on the issue of recycling lithium-ion batteries, witnesses and Senators agreed that the U.S. is lagging behind other countries in utilizing effective recycling methods especially in comparison to the recycling rates for lead acid batteries. The hearing explored various aspects of recycling including the potential to utilize batteries that have significant storage capacity left from end of life vehicles as backup for critical infrastructure like hospitals and the military. Many Senators explored the need to develop a market in the U.S. for recycling and asked witnesses what needs to be done in this area. The growing proliferation of electric vehicles and the current high cost of recycling the batteries are serious concerns.

ARA has been following this issue for years and will be ramping up its engagement with policy makers and other industry stakeholders to have a voice at the table for development of safe and economic recycling protocols. 🚗

*Articles reprinted with permission from ARA*

### NEW MEMBERS

Please give a warm welcome our newest ARM members:

#### Direct Member:

U.S. Auto-Sterling Heights – Sterling Heights, MI

#### Associate Members:

Payless Pallets, Inc. – Harrison Township, MI

### CONGRATULATIONS TO

Justin Ploughman of Shroyer Auto Parts and Jessica Lindeman on their marriage on Saturday, August 17, 2019.

### FUTURE RECYCLER

Congratulations to Kevin and Sarah Cloutier of Highway Auto Parts on the birth of their son Christian Jack Cloutier, born September 5, 2019.

**Recycle, it's your future.**



# Let's Get Together...for Another Meeting

By Slater Shroyer

**A**s we move forward in our ever more technocentric world, our primary methods for communication are shifting. We are no longer tethered to landlines, but now carry smartphones which keep us in constant connection. We can hide behind walls communicating via email, sending out tweets, and scrolling through social media sites to catch up on our friends. With all of this virtual communication happening, one might be forgiven for asking: Are face-to-face meetings dead? If not dead, are they perhaps slowly circling the drain being kept alive by old-school hold-outs from a generation that just can't accept the new reality?

Oddly enough, most research shows that meetings (and the underlying need to have them) are alive and well. What has changed is our expectations from them. With immediate access to all of the information ever recorded (thanks to the internet) and instant gratification from likes on our social media posts, we are no longer satisfied with meetings that are sub-par.

This shift in values can be seen by the numerous articles regarding how Gen Xers, Millennials and Gen Z see less value in associations, less loyalty to employers, and less interaction with one other. There is an overall disengagement between younger generations in the workforce and the established methods and institutions that govern industry. Much of this may be due to a shift in the economy as a whole: we have moved from the Industrial Era of processes, hierarchy, and life-long careers, into what is commonly referred to as the "gig" economy. Employment contracts typically last for a limited time and there is little incentive to foster loyalty to employers or trade associations.

Furthermore, generations accustomed to short-term relationships are less inclined to respond to hierarchical models or top-down learning. There is resistance to sitting through a meeting to re-learn material, and since most information is readily available on the internet...the

*Continued on page 16*



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**By David Gregory of Kelley Cawthorne**  
*Legal & Government Relations Counsel to ARM*

**AUGUST 2019**

### **THE ROADS AREN'T FIXED & THE BUDGET ISN'T DONE**

It's been several months since Governor Whitmer unveiled her proposal to "Fix the Damn Roads" with a 45 cents per gallon fuel tax increase. Since that time little or nothing has been done on the issue in the Michigan Legislature. In fact the Legislature remains on its summer recess as of the writing of this article.

In addition, the Legislature has not yet passed a state budget for the new fiscal year which starts on October 1. By way of comparison, the annual state budget was finished around the Fourth of July in the eight (8) years prior to 2019. Of course, it was a little easier back then with Republicans controlling the House, the Senate, and the governor's office.

Divided government has so far meant a stalemate on most major issues with one glaring exception – passage of Auto No Fault Insurance Reform in the late spring. So where are the players lining up as we head towards the resumption of regular session after Labor Day?

Democrat Governor Whitmer is still firmly backing her 45 cents per gallon gas tax hike. She's also said she won't sign a budget unless it includes a "long-term" solution for roads. This raises the possibility of a government shut down if a budget is not in place by October 1. This could be avoided by a "continuing resolution" or short-term extension of the current year budget while negotiations continue.

Republican House Speaker Chatfield's priority is to make sure all taxes on gas go towards road funding by removing the sales tax on gas. Michigan is one of only a handful of states which has sales tax on gas. Moreover, sales tax revenues fund schools and local government, not roads.

After removing the gas tax on roads, Speaker Chatfield proposes a make-up or "revenue neutral" increase in the gas tax (probably around 18 cents per gallon).

This would mean a net new revenue for roads, but far less than the over \$2B annual increase proposed by the governor. It would also result in a major revenue loss for the School Aid Fund and for local government that would have to be made up in cuts or revenue increases elsewhere.

Republican Senate Majority Leader Mike Shirkey recently staked out a middle ground between the Governor and the Speaker. He proposes spending more General Fund dollars (from the State Income Tax) on road funding. The state currently spends about \$600M annually in General Fund dollars on road construction.

After this unspecified increase in General Fund spending on roads, "some new revenue may be needed" according to Leader Shirkey, but it won't be "anywhere near" what the governor has proposed. In concept, he supports spending about \$1 Billion above current levels on road funding. Shirkey has also said that a government shutdown is "unnecessary" and that the state budget will be done well before the October 1 deadline. He also likened the entire subject to the successful Auto No Fault negotiations.

Many questions remain. Will Governor Whitmer give in on her 45 cent per gallon gas tax hike? Will Speaker Chatfield be successful in getting the sales tax removed from gasoline. Will Senate Majority Leader Shirkey play peacemaker? Can "new revenue" get any Republican votes, especially in the House? Will we avoid a government shut down by having a budget in place by October 1? The answers to these questions should make for a very interesting September.

### **JOIN US FOR ARM LEGISLATIVE DAY ON OCTOBER 3, 2019**

ARM's Annual Legislative Day is Thursday, October 3, 2019. Please join us for a day of industry advocacy, fellowship and fun. If you don't tell your industry's story, someone else will! Please contact Barb Utter for details and see you there. 🚗

## **Recycle! Recycle! Recycle!**

## 76<sup>th</sup> Annual Automotive Recyclers Association Convention and Exposition

*Continued from page 7*

vendors signed up to participate. See demos of the newest products hitting the market, designed specifically for the automotive recycling industry. Receive personalized attention from new and current service providers. Leverage the collective buying power of your fellow recyclers to negotiate the best deal for your business. Take advantage of exclusive discounts and promotions simply by being an ARA member!

Plenty of time is allocated for networking with your colleagues – which is when the gears really begin to click. Regular attendees of ARA's Annual Convention indicate that they benefit the most through connecting face-to-face with old friends, meeting new people and sharing ideas and practices – in other words, “learning from fellow recyclers” – “getting outside of your box”. Don't miss out on networking opportunities such as the Ladies of Automotive Recycling Association annual luncheon and meeting, a FLARES reception designed for future leaders, networking night at the NASCAR

Hall of Fame, and the popular annual Awards Gala where the best and the brightest are recognized – complete with a Top Gun theme this year!

Register now at via the ARA website ([www.a-r-a.org](http://www.a-r-a.org)) and be sure to reserve your room at the host hotel, the Westin Charlotte, where the ARA room block of \$209/night is available until September 16, 2019. See you in Charlotte! 🚗



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**October 10-12, 2019**

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### **76th Annual Convention & Exposition**

offers one-of-a-kind opportunities to learn about new products and services, experience outstanding educational sessions, network with colleagues and enjoy the best of Charlotte, NC!



### **■ WHO SHOULD ATTEND:**

Owners, Managers, Sales, Production, and Technology, as well as Self-Service and International, ALL benefit from a special **Learning Track** full of ideas and tools.

**For more details, visit [www.a-r-a.org](http://www.a-r-a.org).  
To exhibit, contact Kim Glasscock at  
(615) 223-6656 or [kim@a-r-a.org](mailto:kim@a-r-a.org).**



## Let's Get Together...for Another Meeting

*Continued from page 13*

bar is set very high to convince potential attendees that there will be something new and worthwhile presented. It creates a vicious circle with the net result that people see less value in traditional lecture-style meetings.

So why do 80% of millennials and 78% of Gen Xers say they prefer face-to-face meetings when communicating?

The hard reality is that people attend meetings to collaborate and interact rather than to learn raw information. In recent research, 95% of professionals stated that face-to-face meetings were the key to successful business relationships. 87% of them believed those face-to-face meetings are essential for sealing a business deal. It has also been estimated that 93% of effective communication is determined by nonverbal cues. We simply can't achieve the same results if we don't interact in-person.

We certainly don't get the same results from digital communication. Recent research reported in the Harvard Business review instructed 45 participants to each ask 10 strangers to complete a survey with half of the volunteers sending requests via email and half asking in person. The face-to-face interactions were 34 times more likely to get a positive response.

The overwhelming majority of meeting planners focus more on networking spaces than they did even 5 years ago. There is a new mantra: Keynote speakers drive registration, but the networking opportunities are the fastest growing factor in attendance. Those younger generations understand networking to be critical to their careers. The short-term nature of the gig-economy means that workers and employers are always having to create new relationships in the hopes that something

will eventually lead to the next job opportunity, potential hire or next client.

Face-to-face meetings are a more efficient way to build these relationships than virtual meetings or conference calls. This is mostly because people sit on conference calls with their phones muted. Without verbal cues we can't tell if people are listening or are completely disengaged. A whopping 69% of people admitted to browsing social media to pass the time during audio-only conference calls!

Attendees are also more likely to communicate with one another during breaks and can determine how well their ideas are being accepted by the reactions of a room. Small talk can lead to big talk; the more comfortable people become with one another, the more likely they are to participate in group discussions. Younger generations keep expressing interests in interacting with keynote speakers after presentations or having the ability to collaborate and co-create content instead of listening to a lecture.

If you're a manager, then the chances are you are familiar with the perils of "Death by Meeting." It's more than just meetings for the sake of having them, it's the several different ways in which they can go quickly off the rails... or worse yet, slow down to a nightmarish crawl. Effective meetings have a stated purpose, they allow interaction between the participants, and they focus on important issues. Most importantly, they are a chance to have face-to-face networking times and build relationships.

We will be having another meeting soon. There will be speakers with new and exciting things to learn. Perhaps most importantly, there will be networking opportunities with other recyclers. One of the primary lessons from Dale Carnegie's business training is that people do business with people they like. The only way they're going to like you is if you come out and introduce yourself. For those of us who have spent years in the industry, it's just as important to connect with one another to keep those relationships alive. We only get a couple of opportunities to do so each year. I hope to see you there! 🚗

**2019 ARM Annual Meeting**

**THURSDAY, OCTOBER 3, 2019**

**9:00 AM - 3:30 PM**

**LANSING, MI**



# NMVTIS is Working

By Jay Svendsen

**N**MVTIS is working and being used to stop illegal activities. More and more states, law enforcement, businesses, and other groups are finding the value in checking vehicles against NMVTIS.



The NMVTIS website

In a most recent incident, a large salvage operation identified two employees in their GA facilities that were reselling vehicles, the company was buying for their yards, "out the back door". The company has a centralized purchasing group that buys cars from one location and arranges to have the vehicles sent to specific yards. The company has their system built were it automatically does the required GA state reporting and NMVTIS reporting at the time of purchase. The actual locations receiving the vehicles also get the titles to the vehicles. Two employees were working together and would find buyers for certain vehicles and sell them before they went thru physical "processing" at the location they were received. The company buys lots of vehicles each month. The two had managed to sell 110 vehicles before being caught. They were caught when their buyers tried to re-register/title the vehicles so they could sell them to the public. Because of the prompt reporting, the VINs had been "cancelled" in the GA DMVs database and also showed as "crushed" in NMVTIS (which means the vehicle was not intended for road use again). After several complaints to the DMV,

the plot was discovered. The two employees were promptly let go and prosecuted and the company is working through the issues created by the two.

In another incident in Georgia, a law enforcement investigator had been given a lead on a salvage operation in eastern Georgia and wanted to follow-up on it. In GA, salvage businesses are required to report to the state and the state reports those vehicles to NMVTIS and they are supposed to do the reporting within 48 hrs of purchase. The officer had done some research before going to the site and had a list of the recent reported vehicles and rough volumes that were being done monthly. Armed with the information, the officer went to the site to do an inspection. At the site the officer determined there were many more vehicles than he was showing being reported. Upon further searching, the office found that the business was buying/getting stolen vehicles from South Carolina and Georgia, plus buying regular salvage vehicles and selling parts. With further physical investigation, there were two ocean going containers found buried in the back being used as "grow houses" for marijuana and the money made from the marijuana was being used to buy inventory for the salvage business. All in all 98 stolen vehicles were found, 132 vehicles from South Carolina which were never reported, and 140 lbs of marijuana was impounded, plus money, guns and other items. The officer stated without the information upfront before entering the site, the "slick" owners might have been able to talk their way out of the further searches. The data was key in determining the need for a detailed site investigation.

There are instances everyday where people are trying to pass salvage vehicles through state DMVs trying to "wash" or "clean" titles so they can sell the vehicles for bigger profits. With the help of NMVTIS reporting and more timely reporting, hundreds of vehicles are being caught before the fraud can occur. It is important to make sure that any reporting to the systems is accurate, as it creates a time-consuming headache trying to fix a vehicle that was reported in error, but more times than not, the reports to NMVTIS are correct and are stopping frauds everyday. 🚗

## ~ In Memory of Our Dear Friend & Supporter ~



**David Bernard Creedon**

It is with great sadness that the family of David Bernard Creedon announces his passing after a brief illness, on Thursday, July 11, 2019, at the age of 77.

Dave will be greatly missed by his wife of 23 years, Linda O'Neill and his children, Steven (Amabelle) and Kristen (James) MacKay. He will also be sadly missed by his stepchildren, Jamie (Joanna), Jeffrey (Maya), and Colleen O'Neill. Dave was a loving grandpa and papa to Alexandra, Austen, Connor, Rebecca, Colin, Ryan, Claudia, Julie, Christopher, Molly and Daniel and great-grandpa to Catherine. Dave will be fondly remembered by his extended family and many friends.

The Automotive Recyclers of Michigan organization was Dave's second family for many years. He helped to put on their annual golf outing for the past 18 years. His many friends and associates there will remember him as a dedicated member who helped to raise thousands of dollars for scholarships.

Those who wish are asked to make memorial contributions to Angela Hospice or the Disabled American Veterans.







# 19<sup>th</sup> Annual Kent Utter Jr. Memorial Scholarship Golf Outing

## Golf Outing Highlights

By Barb Utter

Our 19<sup>th</sup> Annual Kent Utter Jr. Memorial Golf Outing was once again a huge success. The weather was terrific, the golfers and volunteers had fun, the food was delicious and we raised the much needed funds to support our outstanding scholarship recipients. It was another great event except we were missing our great chairman Dave Creedon. He was extremely ill and had just gotten out of the hospital and was too weak to attend, but he did call me that day to make sure I had everything under control and to let everyone know how much he missed being there. That was my last conversation with my dear friend as he lost his courageous battle to cancer shortly thereafter, but his hard work and dedication to this great event will continue. He set the bar high but I promise we will rise to the occasion and will continue his tradition of making this one of the best golf outings to participate and support.

### MARK YOUR CALENDARS!

**20<sup>th</sup> Annual Kent Utter Memorial Scholarship  
Golf Outing on June 22, 2020**

### 2019 Tournament Winners:

**1<sup>st</sup> Place:** Kent Utter Family #1 (Chris Utter, Tom Smith, Mike Utter, Thomas Utter)

**2<sup>nd</sup> Place:** Fox Auto Parts (Bill Fox, Bob Fox, Kyle O'Keefe, George Bourdeau)

**3<sup>rd</sup> Place:** Bloody Mary Boys (Bob Johnson, Daniel Gray, Luke Gamm, Bill Short)

### 2019 Contest Winners:

**Closest to the Pin (Men):** Reed Schram, Schram Auto & Truck Parts

**Closest to the Pin (Women):** Renee Thompson, American & Import Auto Parts

**Longest Drive (Men):** Chris Diehl, Complete Scrap

**Longest Drive (Women):** No winner

**Putting Contest:** Reed Schram, Schram Auto & Truck Parts

### Skins:

**McNichols Scrap Iron & Metal:** Ryan Hopkins, Ross Lewicki, Brian Gower, Travis Nalla

**Kent Utter Family #1:** Chris Utter, Tom Smith, Mike Utter, Thomas Utter)

**Fox Auto Parts:** Bill Fox, Bob Fox, Kyle O'Keefe, George Bourdeau) 🚗





# 19<sup>th</sup> Annual Kent Utter Jr. Memorial Scholarship Golf Outing







# 19<sup>th</sup> Annual Kent Utter Jr. Memorial Scholarship Golf Outing

## *Thank You to Our Generous* **GOLF OUTING SPONSORS!**

### **DIAMOND**

Holbrook Auto Parts  
Kalamazoo Metal Recyclers

### **PLATINUM**

Ferrous Processing & Trading  
Fox Auto Parts  
Middleton Auto Parts  
Morris Rose Auto Parts  
OmniSource  
Premier Auto & Truck Parts  
Weller Auto Parts

### **GOLD**

Car-Part.com  
Doug's Auto Recyclers  
Eagle Auto Parts  
Kelley Cawthorne  
Parts Galore

### **HOLE SPONSORS**

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Cook's, Heights, Travers &  
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Dave Creedon  
Dusseau Auto Parts  
East Bay Auto Parts  
Gatsby's Food & Spirits  
Gene's Auto Sales  
Highway Truck Parts  
J & R Truck Parts  
Neuner's Automotive Recyclers  
Padnos  
Parts Galore  
Partstrader  
Ranftle Family

Red Metals Recycling, Inc.  
Regal Auto Parts  
Rick & Karen Sherrin  
Shroyer Auto Parts  
The Kent Utter Family  
The Sprague Family  
U.S. Auto Supply  
U.S. Auto-Wayne, Inc.  
Young Insurance Agency





# 19<sup>th</sup> Annual Kent Utter Jr. Memorial Scholarship Golf Outing

## *Thank You to our 2019 Golf Teams!*

- Honorary Team Winchester Investments
- Dave Creedon
- Mike Sinta
- Steve Myers
- Joe Johnson
- Schram Auto Parts
- Tom Schram
- Ken Schram
- Bob Schram
- Reed Schram
- Fox Auto Parts
- Bill Fox
- Bob Fox
- Kyle O'Keefe
- George Bourdeau
- Morris Rose/Grand Valley
- Mark Rose



- Jayson Doren
- Brian Allen
- Drew Ungley
- Bloody Mary Boys
- Bob Johnson
- Daniel Gray
- Luke Gamm
- Bill Short
- Scrapping 4 Life
- Brett Schneider



- Andrew Washburne
- Roger Simon
- Nick VanLoo
- Ferrous Processing
- Caleb Mellanby
- John Kapousis
- Tyler Grech
- Chris Vasquez
- Highway Truck Parts
- Mark Bassett
- Josh Deyo
- Mike Biando
- Mike Henze
- Kent Utter Family #1
- Chris Utter
- Tom Smith
- Mike Utter
- Thomas Utter
- Kent Utter Family #2
- Kent Utter
- Sandy Sprague
- Tim Utter
- Sam Utter
- Red Metals Recycling
- Nick Hubbey
- Tom Modrzejewski
- Kevin Kolb
- Trini Sanchez
- AAIAP.com

- Michael Thompson
- Renee Thompson
- Garren Bosma
- Kurt Linn
- McNichols Scrap Iron & Metal
- Ryan Hopkins
- Ross Lewicki
- Brian Gower
- Travis Nalla
- OmniSource
- Joe Rizzolo
- Brian Knoll
- Blake Shroyer
- Toby Perry
- Complete Scrap
- Chris Schmacher
- Todd Schumacher
- Brian McDermott
- Chris Diehl
- Commercial Forms
- Brian Collins
- Brandon Collins
- Vince Mucci
- Derek Kuri
- Hooper Auto Recycling
- Gary Hooper
- Garrick Hooper
- Mark Martins
- Rob Staudacher







# 19<sup>th</sup> Annual Kent Utter Jr. Memorial Scholarship Golf Outing



# Ransomware: Hacked and Jacked

By Marty Hollingshead

I was at work Sunday and at 3:30pm, when I was ready to leave after working all day, I saw on the screen of my server what turned out to be one of my worst nightmares. It said all of my files had been encrypted. After making a few calls, one of them being to the person I hired to protect my network, I found out that I got hit with ransomware!

For those that don't know, I have been stressing for quite some time now the importance of us protecting and securing our data, as well as our networks. We have invested a lot of time, work, and money to ensure that our network and data was secure, so this came as quite a shock to me. As we looked into it, we found that they had encrypted all of my backup files, which is all of my critical data. Besides the nightly backup that is done by Hollander, we also run a local backup to an external hard drive, but because I still had it plugged in, they scrambled that too.

So, you can imagine the feeling that I had when I talked to Hollander and they told me that I would have to re-stage my server and said the process would go faster if I had a local backup. The hackers also disabled my server from being able to run any backups. I had a very good friend come to our rescue and he was able to restore the ability of our server to run a backup. Because I had Powerlink still open on my desktop, and it couldn't attack any running task, my plan was that we would still be able to operate, sell parts and conduct business as usual on Monday. We would then do a complete backup, and do this server re-stage after hours.

One of the frustrating things that I asked my IT guy responsible for security was, I want to know, if possible, what the reason was that they got into our server with all of the safeguards we have in place to prevent this from happening. I also had him look at what they wanted for ransom. The price was \$4500 USD in Bitcoin. While this was just out of curiosity on my part, my guy said it would be a bad idea to pay them anything and that even if I did, there is no guarantee that I would get my files unlocked.

On my way into work on Monday morning, I got a call from another Recycler telling me he also got hit with ransomware! Now I knew I wasn't alone, and it probably wasn't something that we were directly responsible for. As the day went on, the news hit that more and more recyclers got tagged. I found out that this "attack" hit everyone around 3pm CST Sunday. So, for most this was designed to be quite a shock to come back to after a long holiday weekend. The severity varied, we were lucky, some folks were shut down completely! While these were all Hollander customers, it was finally determined that this all traced back to a problem with a third-party, top-tier provider that Hollander uses for remote customer support. By the way, Hollander wasn't the only victim in this, and I'm sure as this story evolves, we will all hear more and more about others falling victim.

The important thing to realize here is that the bad guys are making a lot of money from this. As long as they are making money, these kinds of acts will continue.

So, what can we do to protect ourselves now?

1. Do daily local backups of your data and your images. Invest in a removable hard drive and do daily local backups. Remove this drive when done. Do not leave it plugged in! Store this hard drive in a separate building. This will be the quickest, most reliable, and best way to restore your data in the event of a loss.
2. Passwords. Make sure you have passwords that aren't simple or easily guessed. You should also change them periodically.
3. If you don't have virus protection, get it, and make sure you're running updates for your virus protection as well as Windows.
4. Be smart when browsing the internet. Limit uses to business only. Never click on links or open attachments on any unsolicited emails. If you don't know who the email came from, delete it.
5. Limit who has access to your server. Restrict their permission to install and/or run software applications. Make sure that they have no open (pinned)

*Continued on page 27*



## Member Spotlight

This issue ARM asked our Diamond Sponsors from the 11<sup>th</sup> Annual Road Show & Business Networking Conference to give us some information and highlight interesting facts about their business(s).

### Ferrous Processing & Trading

**Years in business:** Since 1904

**Primary contact (sales):** Caleb Mellanby  
Director of Ferrous Trading – Michigan  
Phone: 313-567-9710 ext. 411  
Cell: 313-300-7546

**Location:** 4 Locations  
Strong Steel Products (Steel Shredder)– Detroit, MI  
SLC Recycling Industries (Aluminum Shredder) – Detroit, MI  
FPT Pontiac (Steel Shredder) – Pontiac, MI  
FPT Lonyo (Auto Bodies)– Detroit, MI

**What does your business buy/sell/service?**  
Ferrous Processing & Trading buys all metals that

come from vehicles. From complete auto bodies down to the engine wire harness. We buy it all. We offer remote crushing for auto bodies, we also provide roll-off containers, hoppers, and lugger box services.

#### What makes your business unique?

Ferrous Processing & Trading's reputation is built on the core values of integrity, expertise, and creativity in the scrap metal recycling industry. We are also supported by the unique skills and experience of our management, commercial and operations teams.

**Any special certifications, association memberships, or recent awards/acknowledgements you would like ARM members to know about?**

American Metal Market (AMM) – Scrap Company of the year 2019. 🚗

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

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

**Here is your chance to be heard!**

# ARM PAC

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

***Together we are making a difference!!***



## WATER. REST. SHADE.

*The work can't get done without them.*

When you're working in the heat, safety comes first. With the **OSHA Heat Safety Tool**, you have vital safety information available whenever and wherever you need it - right on your mobile phone. Download the iPhone or Android version at [https://www.osha.gov/SLTC/heatillness/heat\\_index/heat\\_app.html](https://www.osha.gov/SLTC/heatillness/heat_index/heat_app.html)

The App allows workers and supervisors to calculate the heat index for their worksite, and, based on the heat index, displays a risk level to outdoor workers. Then, with a simple "click," you can get reminders about the protective measures that should be taken at that risk level to protect workers from heat-related illness. Reminders about drinking enough fluids, scheduling rest breaks, planning for and knowing what to do in an emergency, adjusting work operations, gradually building up the workload for new workers, training on heat illness signs and symptoms, and monitoring each other for signs and symptoms of heat-related illness.

To prevent heat related illness:

- Drink water every 15 minutes, even if you are not thirsty.
- Rest in the shade to cool down.
- Wear a hat and light-colored clothing.
- Learn the signs of heat illness and what to do in an emergency.
- Keep an eye on fellow workers.
- "Easy does it" on your first days of work in the heat. You need to get used to it.

Working in full sunlight can increase heat index values by 15 degrees Fahrenheit. Keep this in mind and plan additional precautions for working in these conditions.

The OSHA Heat Safety Tool is available in English & Spanish for Android and iPhone devices. To access the Spanish version on the iPhone, set the phone language setting to Spanish before downloading the app. **Stay informed and safe in the heat, check your risk level.**

For more information about safety while working in the heat, see OSHA's heat illness webpage at <https://www.osha.gov/heat/index.html>, including new online guidance about using the heat index to protect workers at [https://www.osha.gov/SLTC/heatillness/heat\\_index/index.html](https://www.osha.gov/SLTC/heatillness/heat_index/index.html).



# Safe Handling of Hybrid and Electric Vehicles:

## A Must Attend by all Owners and Managers

By Barb Utter

**A**ndy Latham of Salvage Wire is coming back to Michigan by popular demand. He is returning because your employees that have attended his previous training sessions asked over and over why their employers were not there sitting beside them learning first-hand the dangers that come with the dismantling of these vehicles. So we are once again offering you the opportunity to educate yourselves on how these vehicles operate and the safety precautions that need to be taken to keep your employees safe.



I asked Wiley Wiltse, COO of Weller Auto Parts, for some thoughts after he attended Andy's July training session and here is his response. "I highly recommend every recycler take part in Electric and Hybrid Training with Andy Latham. As recyclers there is so much we don't know about hybrid vehicles and what we don't know can kill one or multiple employees. Andy Latham is an expert on this subject and communicates his knowledge extremely well to his students. I for one was terrified by what I took away from this class, as were all of our inventory and dismantling personnel. As Hybrid and Electric Vehicles become more and more commonplace we cannot ignore this critical training on how to properly and safely handle them."

Andy is doing a special owner/manager session for us during our Annual Meeting/Legislative Day on Thursday, October 3<sup>rd</sup> for your convenience. We've brought him back, now it's up to you to decide if you need attend. 🚗



### Ransomware: Hacked and Jacked

*Continued from page 24*

applications running. In other words, once they are done, do not leave the door open.

6. Have spam filters to scan all incoming and outgoing data to detect any threats and filter executable files from reaching the end users. Have firewalls in place and configure them to block access to any known malicious IP address.

I can tell you that this has been one heck of a painful lesson for me, and it has made me smarter. We are taking measures to protect ourselves and ensure that in the event this does happen again, we have our butts covered.

**If I was a cat with 9 lives, this used up 8 of them!**

**I guess what doesn't kill you makes you stronger, right? 🚗**

**F.Y.I.** The deadline for the next issue of the Automotive Recyclers of Michigan YardTalk newsletter is November 8, 2019. If you would like to place an advertisement or submit an article, please call the ARM office at 800-831-2519.





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



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