



AUTOMOTIVE
RECYCLERS
OF MICHIGAN

ARM Zoom meetings:
October 16 & 23
By Theresa Colbert,
Car-Part.com

YARDTALK

Issue 3

The Official Publication of the Automotive Recyclers of Michigan

Summer-Fall 2020

The President's Message

Welcome to Fall 2020!

As we continue the craziness that is 2020, this year has brought all of us more challenges, concerns, and most of all, so much uncertainty. We do not know what fall will bring. However, if the



Jayson Doren

first 3 quarters of the year are any indication, we are in for a crazy ending to 2020. As a father to two teenagers, I am

concerned for their well-being. Online schooling, less social interaction, riots, protests, both peaceful and not, racial injustice, the list goes on and on. Oh, and by the way, there is a highly contested election going on as we speak. This is all a tremendous amount of pressure put onto already frayed nerves for us adults. So, imagine how our children and the younger generations are feeling and coping with everything that is happening this year. How are they supposed to make sense of today's political environment?

Continued on page 5



2020 ARM Annual Meeting

This year's ARM Annual Meeting will be an online meeting, hosted via Zoom.

Tuesday, October 13, 2020 at 3:00 p.m.

This will be a great way to connect with your fellow recyclers in a safe online environment.

Please let the ARM office know if you would like to be a part of this meeting and we will send you the information to access the meeting once it is available.

Contact the ARM office at:

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We are what we are because of you!

Hi everyone, I hope you and your loved ones are safe and healthy as we continue on what seems like an endless journey of uncertainty. I don't know about you, but some days I have to really work hard at staying in the positive mode as I try to process all the negativity that seem to be the norm all around us lately.



Barb Utter

As I talk with so many of you, we all seem to have occasional feelings of anxiousness and out of sorts, bordering on downright crabbiness. But then you look around and you realize just how fortunate we are and realize that some days we just have to

create our own sunshine. We can't allow ourselves to get caught up in the doom and gloom.

I was reading our good friend DJ Harrington's article "Be Kind To Your Mind" in the *Recycler's Power Source* and he was talking about these same feelings. He was such an inspiration, as he always is, so I picked up the phone and called him just to see how he has been. For those of you who know DJ, you can just imagine how he made my day! Communicating really is the best cure. Call love ones, call your friends, especially those you haven't spoken with in a while, call a neighbor who might be alone and yes, call your fellow recyclers and share some positivity. Wise words from the late Princess Diana, "carry out a random act of kindness, with no expectation of reward, safe in the knowledge that one day someone might do the same for you." Surrounding yourself with the positive people in your life makes all the difference. I know from experience, because I talk to so many of you and I always feel a sense of optimism after we talk, especially after I talk with Jayson. He is probably the very best cheerleader I know. While our lives and our world changed so quickly and is still so totally different from what we knew or dreamed could have happened, we are truly blessed in spite of the

turmoil and uncertainty ahead. To have so many positive forces available to us, including the relationships we have through our associations, there is absolutely no doubt that we will survive this latest challenge.

We are there for each other and know we will survive. We are optimistic about the future because we know we have a job to do and a responsibility to take control of our own destiny. That's who recyclers are. As Winston Churchill said, "a pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty." We are resilient and we are hopeful. We always have been and must continue to be the eternal optimist.

It is my hope that each of you is taking advantage of all the help, support and resources available to you. We are here for you. I was so hoping by now we were going to be able to meet in person, but I am hopeful it will be sooner rather than later. But until then,

we will just have to settle for second best right now and join each other on Zoom. I hope you will be joining your fellow recyclers at our Annual Meeting on October 13th at 3:00 p.m. Let me know what email address you will be using so we can send you the information.

Throughout the pandemic we have been "getting together" via conference call or Zoom to share issues, meet vendors, learn about the latest new products and services, discuss concerns, gather information, etc. ... just sharing "whatever is going on in your world" on many Friday afternoons and of course it goes without saying that all of you are encouraged and welcomed to join in.

On Friday, October 16th, and Friday, October 23rd, at 3:00 p.m., via Zoom, Theresa Colbert, a Sales & Training Specialist at Car-Part.com, will be sharing her experiences

Continued on page 7

— “ —
**Try to be a
rainbow in
someone
else's cloud.**
— Maya Angelou

— ” —



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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

October 13, 2020

ARM Annual Meeting via ZOOM

3:00 pm EST

October 16, 2020

ARM's Friday 3 pm Zoom

"Member get together" session

"Selling Used Parts in an Online World"

Presented by Theresa Colbert of Car-Part.com

3:00 pm EST

October 23, 2020

ARM's Friday 3pm Zoom

"Member get together" session

"Getting Started with eBay"

Presented by Theresa Colbert of Car-Part.Com

3:00 pm EST

November 11-13, 2020

77th Annual ARA Convention & Expo

EDGE 2020

First Ever Automotive Recycling Virtual Convention

April 8-10, 2021

URG Training Conference

Dallas, Texas

April 29-30 &

May 1, 2021

ARM Road Show & Business

Networking Conference

(Location TBD depending on COVID-19)

New Odometer Disclosure Requirements

Last year the US Department of Transportation National Highways Traffic Safety Administration (NHTSA) set forth new rules regarding odometer disclosures on vehicles. NHTSA no longer requires the odometer disclosures to be made with ink and paper, they can be made electronically. This move is designed to allow states to move forward with paperless vehicle title transactions.

In addition to allowing odometers statements to be made electronically, NHTSA also modified the allowable exemptions. Previously, vehicle 10 years and older were exempt from odometer disclosure requirements.

Beginning January 1, 2021, 20 year and newer vehicles will need odometer statements. HOWEVER, the requirements are going to be phased in over time starting with model year 2011 and newer.

This means that in 2022-2031, model year 2011 and newer vehicles will all need disclosure statements. In 2032, model year 2012 and newer will need an odometer disclosure statement.

To our knowledge there is currently no exemption written into the law for salvage or scrap vehicles. 🚗

President's Message

Continued from page 1

I have no intentions on trying to sway or persuade anyone in any direction regarding any of these sensitive topics. I will however recommend that, just maybe, if we all truly listen to people and groups that may or may not think the same way as you or I, then maybe we can all find a common ground that shifts the focus of our country back towards one of unity and solidarity, rather than one of contention & hate.

All of this has had a big impact on ARM, our automotive recycling family, as well. Please remember how important it is for all of us to be unified in our support and dedication to our state and national affiliations! Please keep an eye out for upcoming Friday "What's going on in your world" discussions, along with industry related speakers and topics. 🚗

Jayson Doren
ARM President

Scrap Report

Foundry Steel.....	\$200.00	gt
Clean Auto Cast	\$263.00	gt
Unclean Motor Blocks	\$200.00	gt
Auto Bodies	\$130.00	nt
Batteries26	lb.
Copper/Brass Radiators.....	1.46	lb.
Aluminum (clean).....	.30	lb.
Whole Aluminum Transmissions.....	.11	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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Getting Started on eBay

By Theresa Colbert

First, you need to open an eBay account and get a store subscription. I would start out with the "BASIC" store and work your way up to bigger stores as you get more listings. You get 250 free listings. You won't need more than this since eBay is going to limit your listings when you are brand new.

Sign up for PayPal. Make sure you link the eBay account to your PayPal account. I would not use eBay "Managed Payments" at this time, as some of eBay's programs don't work with Managed Payments. Also, be sure to add a link to your eBay store on your website. A lot of people forget to do this. I call it "free advertising."

I am always asked: **Is eBay as terrible as people say it is regarding returns?**

When I give a class on selling parts online or on eBay I ask this question:

Is eBay a BEAST or a BURDEN?

Usually, about half of the class says "burden." Another group just shrugs. About 10% of us say "BOTH!" Hahaha! It is BOTH! But a lot of times the "burden" group just didn't do well when they first tried eBay. There are a LOT of tips and tricks that you need to know and some you just learn as you go!

Feedback is king on eBay! You do not want negative feedback! Test the parts that you say you tested. Understand that "free shipping" and "free returns" are part of eBay life, but also know that most of my yards have less than 5% returns on eBay. That's far better than what they have on local sales. Yes, once in a while, you will feel like you got taken, but the same thing happens now when a shop buys an engine brain box only to find out that it wasn't the problem – and then sends it back as "no good." Do your best to be honest on eBay and you will find out that the customers are a lot more forgiving on things like "light scratch on fender" or, "headlight is faded" as long as you tell them about it when you list the parts.



You will also need an eBay template. If you're using Checkmate Listing Manager for eBay, (Car-Part's eBay tool), our web team can get you a really nice one for \$50-\$75. They have a sample called the "Theresa Template" that they can demo for you.

The next big question I get is: **What parts should I start selling on eBay?**

A lot of consultants will tell you to start big, with engines or transmissions. But I have my yards start small! We start with a lot of parts that will get you good feedback – low return items and things that the customers need! Here are a few of my favorites:

Jack & Tool Kits – This is a great one as it's probably not going to get damaged during shipping and it's an item the customer really needs if they don't have one.

Sun Visors – Make sure that you list the trim code and the color. If a customer can't see to get home from work at night because his/her visor is broken, this is a great "non return" item. Make sure you note any flaws.

Fuel Tank Doors – Be sure to put paint codes on your listing! On Car-Part.com, eBay, or anywhere else that you

Continued on page 11

From the Desk of Your Executive Director

Continued from page 3

and expertise for selling used parts on eBay and also on how-to get started on eBay. These are events you will not want to miss. Many of you already know Theresa and are aware of her positive attitude and the passion she has for what she does. And for those of you who have not yet met her, you are truly in for a real treat. If you are not currently using eBay to sell your products, you are missing out on a huge market. And if you already are using the tool, this will be a great refresher course for you and your employees. Everyone is welcomed and encouraged to participate. Just call the office and let us know if you will be participating. We would also like your input on other trainings or products you would like us to provide to you and your team. And for our vendors, if you would like to share information about your product or service, please, call a Board member or the office. We'd love to hear from you and will make every effort to make your wishes a reality.

We're here for you and we will continue to be. Together we can and do make a difference. And as Maya Angelou said, "Try to be a rainbow in someone else's cloud." 🚗

Stay safe and stay healthy,

Love & hugs,
Barb



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Update on Storm Water Permit Compliance

By David Kendzierski
ARM Storm Water Program

EGLE has begun issuing another round of Storm Water Permits, starting with Cycle Year 1 industrial facilities. The permits are re-issued every five years. The new permits are essentially the same as the previous permits that were issued from 2015-2019. These new permits will be issued over the next five years. When you apply for your new permit and receive your Certificate of Coverage (CoC), you must again submit your SWPPP, Site Map, and Request to Forego Benchmark Monitoring to MiWaters within six months of the date



forms: Routine Housekeeping and Preventive Maintenance Inspections (every 2 weeks); Comprehensive Inspections (quarterly); and Storm Water Visual Assessments (quarterly). These sample documents are in Word format that you can easily edit with your facility information.

EGLE Inspections and Enforcement

At least once each five-year Permit term, and generally before your Request to Forego Benchmark Monitoring is approved, you should expect to be visited by an EGLE storm water inspector. Normally you do not receive advance notice of these inspections, but under COVID most inspectors have been notifying facilities before the inspection to make sure that proper health precautions are being followed. During the inspection, EGLE will review your SWPPP and inspection records, and walk through your facility. It is not unusual for the inspector to ask you to make some modest corrections and revisions. Written responses, photos, and an additional Storm Water Visual Assessment may be requested. Promptly make the corrections and forward the revised documents to your inspector. In order to have your Request to Forego Benchmark Monitoring approved, you must be in full compliance with your Permit. So far, most Requests have been approved.

EGLE inspectors may issue a notice of violation and financial penalties to facilities who do not submit the required documents or do not comply with the permit requirements – including the Best Management Practices. Don't ignore the permit or fail to respond to EGLE notices. They know where you live. 🚗



on the CoC (even if nothing has changed and your Request was previously approved by EGLE). In most cases where no changes to your operations have occurred, just change the dates on the previously submitted documents and re-submit them. It is particularly important that you submit a Request to Forego Benchmark Monitoring. You do not want to prepare a Benchmark Monitoring Plan and be required to sample and test your storm water runoff.

ARM Storm Water Program Sample Documents

A sample SWPPP, Site Map, and Request to Forego Benchmark Monitoring are available to members on the ARM website. You can also find sample inspection



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ARA Shifts to All Virtual 77th Annual Convention & Exposition

August 10, 2020

Dear ARA Members,

We are reaching out today to inform you that the upcoming 77th Annual Convention & Exposition will be a 100 percent virtual event. Originally scheduled to take place in person at the Peppermill Resort & Casino in Reno, Nevada, Association leaders decided last week to transition into an all virtual event due to ongoing concerns around the COVID-19 pandemic.

"Ultimately, the health and safety of the membership and staff is our top priority," said ARA Executive Director, Sandy Blalock, in a press release issued this morning. "After many discussions, serious consideration, and with the safety of all attendees at the forefront, we have decided to re-direct all of our efforts into transitioning the 77th Annual ARA Convention and Exposition into a virtual conference. We were hopeful that this year's Convention could remain a live event, but the current state-of-affairs simply presents too much uncertainty and risk at this time."

The dates of the Annual Convention will remain unchanged and ARA is in the process of adapting the full schedule of educational programming, Exposition hours and networking events into a program that will showcase automotive recycling at its best. More details will be released in the coming weeks.

"For 76 years, the ARA Annual Convention and Exposition has been the gathering place for the professional automotive recycling industry and an incredible place to network, learn and conduct business," said ARA President, Scott Robertson. "ARA is the voice of the professional automotive recycling industry and it is our duty to provide information, education and opportunity to automotive recyclers from around the world – even in the midst of a global pandemic. Yes, it will look different, but it will still be the extraordinary experience that our attendees have come to expect year after year."

ARA Recycler Update

Regulatory:

On September 1, President Trump's executive order permitting businesses to defer the withholding, deposit, and payment of payroll tax until the end of the year went into effect. President Trump's motivation behind the executive order was to provide workers with more take-home pay since Congress did not pass his much-desired payroll tax cut. However, under the President's executive order and subsequent IRS guidance, employers electing to defer payroll taxes will be required pay the deferred taxes in addition to collecting and remitting any deferred employee payroll tax between January 1, 2021 and April 30, 2021.

While President Trump intended to create a policy that would provide workers with a more immediate cash, his payroll tax deferral order has met resistance from the private sector. Many businesses and trade associations including the U.S. Chamber of Commerce have come out and opposed President Trump's executive order because of the administrative burden of compliance and the lack of clarity and guidance.

On September 11, 2020, the U.S. Department of Labor's Wage and Hour Division announced revisions to regulations that implement the paid sick leave and expanded family and medical leave provisions of the Families First Coronavirus Response Act (FFCRA). The revisions come as a result of a court ruling by the U.S. District Court for the Southern District of New York, which vacated several portions of the existing regulations.

The Department of Labor's revisions to the existing regulations will allow the regulations to comply with the federal court's ruling by: (1) Reaffirm and provide additional explanation for the requirement that employees may take FFCRA leave only if work would otherwise be available to them; (2) Reaffirm and provide additional explanation for the requirement that an employee have employer approval to take FFCRA leave intermittently; (3) Revise the definition of

Continued on page 12

Getting Started on eBay

Continued from page 6

sell parts. Paint codes sell parts! I have said it a hundred times, and I will say it again! No matter where you list your parts, please include your paint codes and paint names where you can. I have a 2011 Sonata. We all call it Blue or BLU (which means nothing to an eBay customer). Hyundai calls it "Z3 New Blue Gray Metallic" which is very different from the other 6 blue paint codes that they also put on the Sonata in 2011.

In this example, you might currently be writing descriptions like: 4dr, BLU, 2D1 (To anyone not in the recycling industry, this makes no sense!) We need to write it on our so the end user understands it. For example: 2011 Sonata Fuel Tank Door Gas Cap Lid Paint Code=Z3 New Blue Gray Metallic *Lite Scratches* This brings me to my next pet peeve on eBay: Key words. Use keywords. eBay does not need complete sentences and punctuation. You only get 80 characters, so you have to be picky with your words while making sure everyone understands them. Here is an example:

You might be writing descriptions that say: 11 Sonata Fuel Door

As a matter of fact, when I was looking on eBay for this fuel door there must have been 50 or 60 of them that only said this! No color, no paint codes. Not even BLUE was listed. I could not tell by the pictures which one was mine, as they are so much alike. But if you use the example above, this should help your listings.

This is just a quick reference to get you started. If you have any questions please feel free to email me at TheresaC@Car-Part.com or text/call me at 859-802-2382. 🚗



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Continued from page 10

"healthcare provider"; (4) Clarify that employees must provide required documentation supporting their need for FFCRA leave to their employers as soon as practicable; (5) Correct an inconsistency regarding when employees may be required to provide notice of a need to take expanded family and medical leave to their employers.

Paycheck Protection Program:

The Small Business Association (SBA) has not approved or denied any Paycheck Protection Program (PPP) loan forgiveness applications. This is despite banks having submitted 96,000 forgiveness applications through the SBA portal. Banks have expressed frustration with the process to seek forgiveness from the government and the lack of guidance from the SBA has created confusion amongst lenders. The banking industry has been pushing Congress for more clarity on this issue and have sought legislative reforms to ease the forgiveness process for smaller PPP recipients. It is not

unlikely that the more difficult it becomes for banks to receive PPP forgiveness from the SBA the more likely the banking industry will oppose a new round of PPP loans.

Automotive:

The average age of cars and light trucks in the U.S. has increased to 11.9 years – the fourth straight year in which the average age of vehicles in the U.S. has increased. According to IHS Markit, the average age of light vehicles in the U.S. has risen to 11.9 years – one month older than in 2019. According to Todd Campau, associate director of Aftermarket Solutions at IHS Markit, "the COVID-19 Pandemic has created the perfect storm to accelerate U.S. light vehicle average age in coming years. This should be a positive side effect for the aftermarket, as the majority of repairs for older vehicles come through the aftermarket channel." Additionally, 25 percent of vehicles on the road are 16 years or older. 🚗

Articles reprinted with permission from ARA

NEW MEMBER

Please welcome the following new member into the ARM family.

Direct Member:

Josh's Auto Parts – Benton Harbor, MI

FUTURE RECYCLERS

Congratulations to:

Morgan and Mike Meulman on the birth of their son Mason Michael, born September 14, 2020. Mike is production manager at Morris Rose Auto Parts in Kalamazoo, MI.

Parents Carly and Todd Schram and grandparents Bob & Julie Schram of Schram Auto and Truck Parts on the birth of their son and grandson, Bode Reed Schram, born September 16, 2020.

WEDDING BELLS

Our best wishes to Robbie and Renisha Johnson, son of Gina & Bob Johnson of Car-part.com, on their recent marriage, Saturday, October 3, 2020.

CONDOLENCES

ARM sends our deepest sympathy to the following members of our ARM family.

Hank Cloutier, former owner of Don & Hanks Highway Auto Parts in Roseville, and his entire family on the recent passing of his wife and their mother Cathy on August 4, 2020.

Judy and Brian Wascher of Howe Auto Sales in Bay City on the recent passing of Judy's step-father Bud Hawkins on September 12, 2020.

Please keep these ARM families in your thoughts and prayers during this difficult and sad time.



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Converter Recycling: Cat Burglary and Other Forms of Theft

By Becky Berube

The precious metals markets are up and so are the incidences of stolen converters. It is all over the news. The BBC recently reported that catalytic converter thefts have doubled in England as metal prices have risen. If you are a recycler this is not news to you. At United Catalyst Corporation, we are seeing recyclers send smaller lots more frequently to reduce the risk of theft and move the converters quickly.

What can be done to stop stolen converter laundering?

If you have been the victim of stolen converters, there is nothing worse than finding your converters sold down the road to a converter collector or processor. The problem needs a solution from both sides: the recycler and the processor.

Recyclers, do your job.

Being from Massachusetts it is easy to quote Bill Belichick, "Do your job," but since so many of you are not fans, let me throw a few other quotes at you. Ben Franklin said, "an ounce of prevention is worth a pound of cure," with regards to fire safety. In Full Metal Jacket, Gunnery Sergeant Hartman says in the security scene to Private Gomer Pyle about theft from his unlocked footlocker, "if it wasn't for (expletive) people like you, there wouldn't be any thievery in this world." To be honest, you must hate the idea of people stealing from you and do everything in your power to stop it. In short, you need to think like a thief.

Over the past thirty years we have seen some creative converter storage solutions in yards. The most original may have been in Vermont. A recycler took an empty 2,000-gallon tank and dropped the converters in the top like a piggy bank. He dug a moat around it. When it was time to get the converters out, he took the loader and dumped them out. Sound crazy? It was effective.

A more common solution is buying an ocean freight container. One recycler we recall had an alarm and video surveillance on it. One weekend he broke into it himself, like the show Prison Break, to see how long it would take the police to get there. If it had been a real robbery, the converters would have likely been gone. If the police do not care if a car is stolen, do you think they will care if a

catalytic converter gets stolen? At least you would have the video. A deer cam does not cut it either. That will snap a pic every time someone walks by. You need a good surveillance system. Remember, nothing beats you and an employee that you trust walking the perimeter or the property looking for oddities like tall grass in a section or a hole in the fence.

Another way to safeguard against theft is knowing your count and secretly marking your cats. If your cat count is consistently short when you sell, start marking them in a way that is unknown. Pick a color each week or month and spray inside the cat. If someone takes your converter and tries to come back and sell it to you, you've got them.

If you are selling by the piece, never say to the converter company, "you know where they are." That is license to steal. Never let the company put the halves on the truck until you inspect them. If a converter is worth \$300 and it's 3/4 full, why would you take half price when the guy is going to sell it as full? If you have an employee overseeing the sale, make sure to show up at the beginning and towards the end of the sale. Stay until the transaction is complete and the payment is made to you to avoid a kickback to your employee. If you introduce a new converter company to your yard and your employee objects or is hostile towards them, it is possible he or she is getting paid. As William Shakespeare writes in Hamlet, "the lady doth protest too much, methinks." Many people who work for you do not consider this stealing, but rather getting their piece of the pie.

Bottom line. Be meticulous about safeguarding your valuables: locks, video, counts, personnel. Time and money – whatever it takes. The primary responsibility lies with you.

Collectors and Processors need to be held accountable.

Unfortunately, physical theft is not the only form of theft when it comes to scrap catalytic converters. Whether you sell by the piece or on assay, you could be being robbed. We have mentioned a few ways to avoid thievery when selling by the piece above. When it comes to buying stolen converters, collectors and processors need to

Continued on page 17

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Understanding the Core Market

By Slater Shroyer

Unless you've been living under a rock for the last year, you probably noticed that catalytic converter prices have skyrocketed. In many cases the core in the converter is worth more than all of the other scrap metal in the vehicle. As we plan for the future, it might be helpful to take a moment to understand what forces are driving these increases and analyze whether this is a long or short-term trend.

A catalytic converter is a simple device that is part of the vehicle's exhaust. It is essentially a metal box with a ceramic honeycomb that has been coated with a catalyst. As the exhaust blows over the catalyst, a chemical reaction breaks apart the gases splitting the molecules up into atoms and then recombining them into less harmful gases. The catalyst is a platinum group metal (PGM), this group of reactive metals includes platinum, palladium and rhodium.

Global supply and demand for these metals fluctuates based on several factors. To begin with, palladium and rhodium are used primarily for automotive catalysts. When auto manufacturing decreases, one might conclude that the decreased demand would push down prices. Certainly, the ongoing trade war and global economic conditions show that auto manufacturing has declined recently.

What might be less evident is that accompanying this decline in new car purchases is a decrease in the number of vehicles being recycled. As people hold onto their vehicles longer, the supply of PGM from recycled converters is restricted. The average age of the US fleet of vehicles has reached an all-time record high of 11.9 years as people are less inclined to trade in their vehicles for new ones.

Basic economics tell us that the decrease in demand and the concurrent decrease in supply should effectively cancel each other out. In effect: we're producing less through recycling but we're also using less, so what's causing the spike in metals prices?

Enter the Rhodium conundrum. Rhodium was once a cheap alternative to palladium and many car manufacturers changed their converter designs to take advantage of this lower cost metal. Rhodium is also 7

times more effective than palladium at reducing nitrous oxide emissions. While there was a spike in Rhodium prices in 2007, they quickly fell back near their previous levels the following year. For gas engines including hybrids, Rhodium has become the go-to catalyst.

There are several difficulties with Rhodium that have driven the current price changes. First, it requires deep shaft mining to get meaningful quantities. Second, it is one of the earth's rarest elements and approximately 80% of it comes from mines in South Africa. Power outages at South African mines caused supply to be severely constrained last year. COVID-19 is now also factoring into the supply crunch as deep shaft mining requires people to be in close proximity. While discussions abound regarding potential shifts in mining techniques, viable alternative options don't seem to be on the horizon in the immediate future.

The next issue comes from increased demand for pollution controls in Asian countries. China and India have become large scale consumers of automobiles and have begun tightening restrictions on exhaust emissions. This increased demand coupled with our own ever tightening emissions standards should result in a continued pressure on an already strained supply stream.

So while recycling the materials reintroduces some of the elements back into production, there isn't enough to even come close to filling the gap between supply and demand.

Furthermore, auto manufacturers are caught in a design dilemma. Corporate Average Fuel Economy (CAFE) standards have led to many features such as Start-Stop technology in an effort to decrease fuel consumption. The catalyst in converters, however, work best at high temperatures; they need to be between 400-600 degrees to even start working and operate best at 1200-1600 degrees. Moving to a less efficient catalyst, such as palladium or platinum, isn't a realistic option if automakers are going to balance lower operating temperatures that come from constantly turning off the combustion engine with the required lower emissions. 🚗

Converter Recycling

Continued from page 14

do their part to research and know their customers. Bad actors must be eliminated from this industry. Companies and associations must refuse to do business with criminals. Like President Truman, we all need signs on our desks that says, "The Buck Stops Here." If the good players in the supply chain would scrutinize the suppliers and refuse to purchase conflict material, we could stop the underground movement of stolen material into refining.

How to stop losses with assay-based selling.

If you finally made the switch from selling your converters by the piece to selling them on assay. And you have found, like most of us have, that it is totally worth it. Your average cat sale is up 5-45% depending on how you were being treated by your buyer.

Now you are in the real game, refining. Your selling your converters based on the actual value of the three metals contained inside your converters. It is exciting. You are

hedging and selling metal into the market. Sure, you may have to wait a little longer for your money, but with an early payment and the balance in 30-45 days, you are ahead of the game. And with more money in your bottom line.

So, with assay, what could possibly go wrong when you are selling on science and getting paid on actual metal markets?

For nearly 30 years we have been processing scrap catalytic converters for refining at United Catalyst Corporation, let me explain what can and does go wrong. And, more importantly, how you can fix it.

Count and Weights: How many units or pounds lost is acceptable?

In converter processing, everything begins and ends with weights and counts. The weight of your entire lot, converters, pallets, shrink wrap, and all. We begin with

Continued on page 18

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Converter Recycling

Continued from page 17

the end in mind. BOL weights must match. Unit counts must match what you sent in. All weights in and out of the converter processing facility should be accounted for and balanced.

Dust: If you are missing weight you're missing money.

If you are missing weight your missing money. But if you are missing dust, you are missing significantly more money. The dust has the highest concentration of the platinum group metals or PGMs. The dust may be 1-3% of the weight of the load while being 10-20% of the value. Therefore, we suggest letting those with expert systems de-can for you. After the count being right, the de-canning system is paramount to getting paid the correct amount.

Sampling: In-house XRF, a guide, not a basis for final payment.

Did you know that when you sell on assay and refining terms that you are settling on the results of a sample of your load? It is true. After de-canning the converters, the catalyst must be milled into a powder and a representative sample must be taken to be tested. That sample is only 5-10% of your material so it had better represent all your converters. Sampling is science in and of itself. The first analysis or XRF and it is only plus or minus 10% accurate. That could be a 20% swing in price! The final analysis is another scientific process. You do not want to get paid on XRF. Do you know if you are getting paid on XRF?

Assaying: There is no short cut to getting paid accurately.

A properly collected sample that is representative of all your converters in your load then goes through two more advanced scientific processes called pyro- and hydro- metallurgy or fire assay with chemical dissolution and an atomic absorption (AA) with an Inductively coupled plasma mass spectrometry (ICP-MS). Now your processor may have fire assay and an ICP lab in-house and pay you quickly based on the assay result they get; however, this is not the same as being paid on the assay result from the refiner or a third party independent lab. Processing and refining take time. There are no short cuts to getting paid accurately. Are you getting paid on assay very quickly from your processor's in-house lab?

Metal Prices: How to understand the price you get.

Finally, another area that can be a problem with selling on assay is metal prices. First, let me say that this is a problem for all of us in the business of selling metal. It is an opaque market which means it is hard to clearly see the price. Your metal does not come out of refining for about 100 days. This means to lock in a price for you we must sell metal forward on a futures contract. Since you are recycling scrap catalytic converters that means we are selling a product called sponge to coat new catalyst and make industrial products. We are not selling bars, ingot, or bullion to the investment market. So, there is a discount on the metal price. There is a discount and a lease rate. Both come off the spot or physical price you see published online. Both can be calculated, but they are not readily disclosed to us. This can be confusing when you get a metal price that is different than the price you see online. This can also be an area of ambiguity. The question is can and will your processor explain the spread to you?

Selling converters on assay is the way to go. It is the only way to ensure that you get paid the most from your converters with a process you can trust. However, it is still your responsibility to educate yourself and make sure the processor you choose is doing what they say they are doing and following the rules of assay. This is why we write these articles. We want you to sell on assay. We want you to work with United Catalyst. But more than anything, we want you to get the most and avoid being cheated. You buy the car. You own the converter. The lion's share of its value is yours.

If you have questions about this article or any issue pertaining to catalytic converter recycling, our team is here to assist you. Recycling converters on assay is a journey. We hope you will rely on us at United Catalyst as your guide.

To subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, TEXT **60-Second Report** or **Daily Double** to 864-834-2003. You can also call us or email us at sales@unitedcatalystcorporation.com.

***Becky Berube** serves the recycling community as President of United Catalyst Corporation, Member of the Automotive Recycling Association's Educational Programming Committee, and is President of the International Precious Metals Institute. 🚗*

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Electric Vehicle Update

By Amanda Zmolek

I was clicking through automotive articles online the other day and found a flurry of comments about a wrecked 2020 Porsche Taycan Turbo for sale at one of our New Jersey facilities. Even if you're not buying electric Porsches, I wanted to let you know that more common hybrid and electric vehicles continue to roll in. I've written a series of articles on electric vehicle trends, and every time I sit down at my computer to write another one, I find a new statistic that surprises me. I am trying to stay on top of this trend, so I end up learning new things every day. I'll do my best to continue to pass that information along to you.

Check out this crazy stat – as I write this article, 14% of model year 2020 automobiles for sale in our California yards are hybrid or electric. Let that sink in for a moment. Your first reaction might be “that’s ok, I buy older cars



in another part of the country.” Well so do I, if you look at the personal vehicles I’ve driven over the years. But as much as I wish the gas-powered 2007 Mustang sitting in my garage right now would live forever, that’s not very realistic for a daily driver. Even if I live in the glorious rust-free south and know where to get the very best used auto parts.

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If you want to play around with the data, go to our website Copart.com and start filtering by location and fuel type. You can see in real-time what the numbers look like in your area. I have lived in Iowa, California and Texas, so I know that things are different all over the country. Rural areas are a lot different than urban areas too. Growing up in a small town, I had never even seen a BMW or Mercedes in real life until I left for college in So Cal. Fast forward to today, and it's not really that surprising if I pull up beside a Lambo on the way to work in Dallas.

There are a few articles out there that are predicting huge drops in EV sales this year, but upon further research, I found that a lot of it has to do with the decline in overall new car purchases due to COVID-19. Indeed, it is tough to say how the current environment will impact new car sales, vehicle miles traveled or fuel prices in the long run.

According to Ars Technica, "This year's Super Bowl featured three advertisements for new electric vehicle (EV) models, matching the total from all previous Super Bowls combined." Doesn't the Super Bowl seem like it happened a thousand years ago? Anyway, the article also notes that "dozens of new passenger EV models will hit the US market in the next two to three years. These are finally addressing the light truck, SUV, and crossover markets in large numbers, including much-hyped offerings from Rivian, Ford, and Tesla. COVID-19 has impacted some delivery schedules, but these delays are marked in months, not years."

Advertising Opportunity

Prime advertising space is now available for purchase in *YardTalk*.

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Then there's the battery technology side of things. On May 19th, GM stated that it's "almost there" in terms of developing an electric vehicle battery that lasts a million miles (current EV batteries last 100-200k miles). According to BloombergNEF, "Average battery energy density is rising at 4-5% per year, and new chemistries are hitting the market. Maximum EV charging speeds are also rising." Lithium-ion battery prices are following a familiar trend for any new technology – they fell 87% from 2010 to 2019, and it's estimated that EVs will reach price parity to internal combustion vehicles by the mid-2020s.

The next time I need to schedule some home improvements, I think I'm going to ask my contractor how much it would cost to install an EV charging port in my garage. I'm curious to see how he reacts and what the price might be. When I get around to it, I'll report back to you with the results. I'm not really a fan of hybrids, but maybe someday if I could have a cheap old gasoline car in one half of the garage and a plug-in electric car in the other, I think that might suit me just fine. Got to keep the neighbors guessing, right? 🚗



Copart, Inc., founded in 1982 by Willis J. Johnson, began as a single salvage yard in California. Now headquartered in Dallas, Texas, Copart is a global leader in online vehicle auctions, and a premier destination for the resale and remarketing of vehicles. Copart's innovative technology and online auction platform links buyers and sellers around the world. Copart currently operates more than 200 locations in 11 countries, and has over 125,000 vehicles up for auction every day.

Copart currently operates in the United States (Copart.com), Canada (Copart.ca), the United Kingdom (Copart.co.uk), the Republic of Ireland (Copart.ie), Brazil (Copart.com.br), Germany (Copart.de), Finland (Copart.fi), the United Arab Emirates, Oman and Bahrain (Copartmea.com), and Spain (Copart.es). For more information, or to become a Member, visit Copart.com/AutoRecyclers. 🚗



Take a Bite out of Time

Upgraded Scanner Built into RAS App

By Katie Stark and Paul D'Adamo

The Need for Speed

When we introduced our Mobile YAPP (Yard Airbag App), we wanted to allow multiple ways to scan VIN Barcodes. It has always been our goal to give our customers OPTIONS! First, you can manually type in the VIN, second, you can use the built-in VIN Barcode Scanner, and last, you can buy a blue tooth scanning device. Anyone can type in a VIN but we all know that method is fraught with misspellings and incorrect digits due to "fat finger" syndrome. Plus, it just takes too much time.

In our opinion, the internal scanner is the optimal choice because it is built-in, and there is no additional cost. We have recognized that the current Scanner's performance has not lived up to our expectations. Some of our customers have expressed their concerns and we have been listening.

Introducing RAS Scanner V2.0, "The Jaws of Scanners"

After personally field testing the new Barcode Scanner, my initial comment was, "the scanner is alarmingly fast and accurate". I was merely positioning the phone over the barcode, and it snatched it out of thin air. Whether you are processing 100 or 1,000 vehicles a month, we want the first step to be as quick as possible. Did you know that all Recyclers can have access to the YAPP for Recalls. RAS Core customers have dual access to Recalls and Cores within the App. What are you waiting for? The future is now and Mobile Apps are the way to go.

Are your volumes increasing?

The last six months have been a roller coaster dealing with the full impact of COVID-19. Where vehicle intake

was reeling just a couple of months ago, it seems like the volumes might be returning to normal. Reports vary on a state and regional level. We thought this would be a perfect time to invest in new technology. The best part of the new scanner: You don't have to do anything, it will automatically update with your App (as long as you have automatic updates set to ON in your phone). Android users may have to go to Google Play and manually update.

Priority #1 – Scan Vehicles upon Check-In

In the case of Recalls, it is critical that you identify Recalls immediately at check-in. Depending on your workflow, the vehicle can go directly to a Quarantine area for airbag removal or to the holding area waiting for dismantling. Being able to tap the scan button and wand the phone over the barcode to read the VIN is priority #1. Having it work at the speed of light is critical as time is money.

Where do I get the YAPP (Yard Airbag App)

RAS CorePro Mobile is an industry specific App. While you can download it from Google Play and the Apple App Store, we do not want the General Public accessing Recycler Specific features. There is a one-time fee of \$1.99 to download the App. Your RAS credentials will have to be updated to give you YAPP access and you will need a user ID and password. The YAPP is simple to use but we ask for 15 minutes of your valuable time to do the set up and fill you in on some industry specific requirements.

Questions on the Mobile YAPP? Our updated Scanner? Corepro for Recalls? Call or email Paul the Recall Guy at 401-458-9080 or pdadamo@coresupply.com. 🚗

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All ARM members now have access to a set of Sample Compliance Documents that will help you prepare the required permit compliance documents that must be submitted to the Department of Environment, Great Lakes, and Energy (EGLE) - formerly the Department of Environmental Quality (DEQ).

How to Access the Members Only Section of the ARM website:

- www.automotiverecyclers.org
- Request a log-In
- Once your membership status is verified by the ARM office, you will have access to all Members Only Content.



If you have any questions, please contact the ARM office at 810-695-6760
or arm@mi.automotiverecyclers.org

Congratulations to the 2020-2021 Kent Utter, Jr. Memorial Scholarship Recipients:



ARM is extremely proud to be a part of the journey as these outstanding students pursue their educational dreams.



Ulises Bacilio Chavez

Ulises, the son of Miguel Bacilio, a dismantler at August Pohl Auto Parts in Benton Harbor, MI, is attending Southwestern Michigan College in Dowagiac, MI as a full time student.

He dreamed of being an engineer, however, over time he decided he wanted to be a secondary math teacher because he would like to impact students' lives and help them succeed in their future life. He personally wants to be that teacher that anyone can come to if they have any problems, just as some of his teachers have done for him. According to one of his instructors, "he is a student who seeks personal growth and betterment through the acquisition of knowledge and new skills at every turn." He possesses an unparalleled work ethic and is going to make a great leader in years to come. Ulises is bright young man with a great future ahead of him.



Remi Huver

Remi is the daughter of Tony Huver, buyer for Weller Auto Parts in Grand Rapids, MI. She is a full-time student at Black Hawk College East Campus in Galva, Illinois where she is participating

in their agriculture transfer program. Once she has to declare a major, her top choices are either Agriculture Business or Animal Science. Farming and the love for it has run down generations in her family and you can feel her passion and love for the farming industry as you read her application. Her future goal is to help make the saying "Farm to Table" efficient and spread throughout our nation. From the comments from her references, this goal will become a reality for Remi. "As a participant in the national Farmers Union Legislative Fly-in, Remi was a fabulous representative for Michigan agriculture on Capitol Hill in Washington, D.C. She is a very professional, knowledgeable, passionate young adult who has the attitude and tools necessary to accomplish whatever her heart desires.



Tom Pastell

Tom's father, Derek Pastell is Service Manager at Roscommon Auto Recyclers in Roscommon, Michigan. Tom is in his second year at Michigan Technological University in Houghton,

Michigan where he is in their Civil Engineering program. While he does have time to decide which specific field of Civil Engineering he wants to pursue, he does know he wants to be able to do his part in trying to make our lives and our county a better place for those to come by achieving a more sustainable future, whether it be designing roads or cheap but strong and lasting bridges. Tom was eight years old when he started his first very own business of raising chickens and ducks and then selling the eggs and he has continued to be a leader and hard worker no matter what endeavor he pursued. As shared by his references, he is self-motivated; he listens and he knows how to operate a successful business. He is a dedicated young man with a great desire to succeed and excel and he has the ability to elevate those around him. He is always polite, always in control and always encouraging to those around him. "He is an honest, honorable person who will be successful in whatever the future brings him."



Morgan Sparrow

Morgan, whose father John is sales manager for Regal Auto Parts in Howell, is a senior at Madonna University in Livonia, Michigan. She is studying forensic science/pre-medicine in

hopes to work in a forensics lab as a latent print analysis, then later possibly attend medical or graduate school to pursue medical examination, forensic anthropology or trauma surgery with her ultimate goal, for whatever path she chooses, is to help others and serve her community to the best of her ability. She would like to make new discoveries in the forensics world that could aid future scientists. As one of her instructors shared, "not only is she one of the top students in her peer group, but her character and integrity are beyond reproach. She can be trusted to conduct activities of a sensitive nature and complete tasks with honesty and integrity. She hard-working, knowledge driven, self-directed, and is a highly motivated young woman who will no doubt succeed in her endeavors because of her drive and passion for what she does".

Calista Summers

Calista is a freshman at Oakland University in Rochester, Michigan where she plans to major in Business/Marketing. Her stepfather Charles Turner is assistant supervisor at US Auto Sterling Heights. Throughout her high school years she has been passionate about her education and would help her classmates in any way possible. She was involved in many activities, including community service, coaching middle school basketball and being the founding president of her school's student-led store where she shared her talents to renovate and redesign the school's spirit wear store. Calista and her fellow classmates worked with a design company to create a completely new concept, marketing plan and name for the store. As president and with her interest in marketing and sales, she took a lot of responsibility and found the grand reopening an exciting learning opportunity that will be helpful as she pursues her chosen career in business and marketing. One of her goals is to always have satisfied customers by applying customer centricity techniques so she can achieve repeat, if not lifetime, customers. According to one of her teachers, "she has an exceptional work ethic and is fully dedicated to everything she does and is capable of handling any situation with thoughtfulness and maturity. There are no limits to her growth and achievements. 🚗



**There is no time more fitting to say
"Thank You" and to wish you
Happy Holidays!**

**We hope that the coming year will
bring peace, good health, good cheer
and prosperity.**

*Automotive Recyclers of Michigan
Officers, Board of Directors & Staff*

A Summary of



Patrick Farrell Sr. graduated from Michigan State University in 1954 with a degree in agricultural. He began his career working for Contractors Machinery in Grand Rapids, Michigan as a business agent. With his experience and knowledge he decided to pursue his dream and start his own business in metal recycling.

In August of 1970 Patrick started Michigan Car Crushers, a business that traveled to various scrap/junk yards with a portable car crusher buying and crushing cars on site and delivering to the steel mills. Patrick had a love for buying and selling scrap metal, machinery, and much more.

As a strong business man he made the decision in 1986 with his wife, 3 sons and 1 daughter to purchase a metal shredding facility in Kalamazoo Michigan and formed Kalamazoo Metal Recyclers, Inc. KMR has grown over the years and currently has 3 generations following in Patrick's footsteps. He has proven that goals are achieved by hard work, determination and God's blessing.

Patrick has many quotes... mainly watch your pennies and your dollars will grow.

Our future depends on recycling. Keep America Safe and Strong. 🚗



Everett Howard



Patrick Farrell Jr.



Cesar Garcia



William Farrell Sr.



Lisa Goosen, David Warden, and Dyer Goosen

ARM ZOOM MEETINGS

What's Going on in Your World?

Friday, October 16, 2020 at 3:00 p.m.

"Selling Used Parts in an Online World"

Friday, October 23, 2020 at 3:00 p.m.

"Getting Started with eBay"

Presented by

Theresa Colbert, Car-Part.com



SPACE IS LIMITED!

If you will be participating, please notify the **ARM office** at 810-695-6760
arm@mi.automotiverecyclers.org
or
Jayson Doren, ARM President, at 269-345-3102
jayson@morrisrose.com

You will need to provide the email address that you will be using for the meeting.

Contact the ARM office if you have any questions.

OWNERS, MANAGERS, AND EMPLOYEES ARE ALL INVITED!

Executive Directive Provides Guidance related to COVID-19

Dear Associations:

The below email notification will be going out to all dealers and repair facilities later today. Please let me know if you have any questions or concerns.

To Dealers, Vehicle Repair Facilities, and Affiliate Organizations:

On August 4, 2020, Governor Gretchen Whitmer signed Executive Directive 2020-08, which provides mandatory guidance to all state departments and agencies on how to enforce Executive Orders related to our state's response to the novel coronavirus (COVID-19). The Governor thanks the businesses that have already implemented infectious control practices to keep their employees and the public safe as they have resumed activities. However, some of our businesses have declined to do so, which has led to outbreaks across the state. To that end, the Department of State wants to remind you of your obligations to adhere to the Governor's Executive Orders, as well as additional enforcement abilities that have been granted to the Department.

Should the Department receive credible complaints about violations that affect public health, Executive Directive 2020-08 requires us to do three things:

Consider whether the public health, safety, or welfare requires summary suspension of a license under

section 92 of the Administrative Procedures Act of 1969, 1969 PA 306, as amended, MCL 24.292(2). [Section 3(a)]

Investigate every credible complaint to see if there is any violation, and assess penalties up to and including suspension of a license in accordance with the Administrative Procedures Act.

Refer the complaint to all other relevant licensing authorities outside of the Department of State, insofar as otherwise consistent with law. [Section 5]

Potential violations can be submitted to **OIS-SOS @ michigan.gov**.

For more information, please contact me at HillD16@michigan.gov or (248) 388-1947.

Sincerely,

Darryl Hill
Director, Office of Investigative Services
Michigan Secretary of State 🚗

F.Y.I. The deadline for the next issue of the Automotive Recyclers of Michigan *YardTalk* newsletter is December 7, 2020. If you would like to place an advertisement or submit an article, please call the ARM office at 810-695-6760.



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