



AUTOMOTIVE
RECYCLERS
OF MICHIGAN

GM Recalls 5.9M
Vehicles to Replace
Takata Airbags
see page 15.

YARDTALK

Issue 4

The Official Publication of the Automotive Recyclers of Michigan

Fall-Winter 2020

The President's Message

Hello everyone and happy holidays to all of you and your families. We have finally made it to the end of 2020! Although there is still chaos everywhere and heading into 2021 we will still be facing challenges, for me, it still



Jayson Doren

feels good to be able to put this year behind us! Even amongst all this craziness, there are some positives that happened this year. The biggest positive I've seen is the fact, that after all of this, it seems crystal clear that not only is our industry very resilient, there should be no doubt that we are a very essential business considering that many facilities in Michigan and across the country are wrapping up what was for many, a record breaking year. This brings me great comfort going forward and eases the minds of our families, customers, and most importantly, our employees.

I know it's hard for all of us to have to cancel our company

Continued on page 4

Celebrating the Holidays by the light of a dumpster fire *...and trying to be thankful for the heat*

By Slater Shroyer

There are no ways to spin it, 2020 has been unprecedented. At the outset, everything was lined up to be perfect. 4th of July was on a Saturday! Cinco de Mayo was lining up with Taco-Tuesday! (which is funnier if you saw the first Lego Movie) Christmas and New Year's are both on a Friday! The economy was roaring at full steam, and this year marks the first time in 800 years that a convergence of Jupiter and Saturn will result in a visible "double planet" on the Winter Equinox no less!



Certainly, the beginning of the year looked bright. Who could have known that within a few short months we would all be huddled in our homes stockpiling toilet paper and dousing our groceries with sanitizer. The economic effects of a global shut-down have affected virtually

every aspect of our lives. In-person events have all been cancelled for the foreseeable future, and most of our shopping is done online. We are thankful for the advances in technology that allow virtual meetings and classrooms while openly lamenting the loss of human contact.

Orders and restrictions keep coming, yet the infection rates show no signs of stopping. ARA has dedicated an entire page to tracking all of the COVID-19 related laws and regulations. In Michigan, Nate Love at Kelley Cawthorne sends regular updates which we forward to all of our members. There is a lot of useful information out there and several tools to navigate the ever-changing landscape.

Continued on page 6



Checkmate

2020 Release 6

- ✓ **\$martList** – Partmate optimizes your sales of hot selling interchange parts by suggesting which parts to inventory based on Car-Part Interchange Plus, Car-Part.com Marketplace Data and CrashLink OEM/Labor Data.
- ✓ **New Inventory Screen** – Easily Reprice Parts, Process Interchange Resolutions, and make Bulk Edits
- ✓ **Enhanced Reporting** – Including Profit Team Consulting Reports, Enhanced Vehicle Profitability and Hot Seller Reports.
- ✓ **Pick Slip Workflow Enhancements**



859-344-1925



2019-2020 Executive Director Annual Report

Looking back over this past year, who would have ever fathomed that in March how quickly the COVID-19 virus would prove to being one of the largest tests of every aspect of our lives. Over the past several months we have all been challenged to live differently and to work differently. Our entire lives were



Barb Utter

turned upside down. One minute ARM was on target for one of our strongest financial paths in years and the next thing we knew, the world as we knew it came to a screeching halt. As we have moved forward, it has created both challenges and opportunities.

We began our 2019-2020 fiscal year on such a high note. The plans for our 2020 Annual Road Show and Business Networking Conference were down to the final last minute details. We had a terrific agenda planned that included outstanding speakers, workshops, the latest products and services presented by our supportive vendors, great yard tours, and many opportunities for all of us to network throughout the weekend. Truly something for everyone, all happening at a great venue, the Great Wolf Lodge in beautiful Traverse City! But the pandemic challenged our association world as well. By having to cancel all of our events meant we not only could not meet in person, share ideas, discover the latest new products and services available to us, nor could we offer the necessary training for our employees, but we also lost all avenues to raise the essential non-dues revenue we need and depend upon in order to provide the programs and services we offer to our membership. The budget shortfall was devastating and a huge challenge. But thanks to the ingenuity of many of your Board of Directors, the generosity of our vendors and the commitment of our members, a fundraising pledge drive was held to raise additional funds to carry us through the remainder of 2020. The dedication and

commitment was extraordinary and proved to not only be successful financially, but it was a huge success proving that together we can and do make a difference.

During these past months, while we have not yet been able to plan any specific in-person events due to COVID-19 and the restrictions against gatherings of any size, we have continued working diligently to meet the needs of our members during these unusual and stressful times. Thank goodness for technology as it has provided us with various platforms so we can meet on a regular basis, whether it is by conference

calls or by virtual meetings in order to gather information, share ideas and concerns, provide training, or to just be there for each other. The numerous calls to the ARM office have been both gratifying and a testament to the commitment and dependence we have for each other. The support amongst members has been undaunting. Together we do make a difference.



We also have had enormous support from our legal counsel, Kelley Cawthorne. Nate Love, a member of the firm, has sent daily and now weekly updates that include state and federal details that relate to the Coronavirus/COVID-19 so we can have timely information at our fingertips each day. Many of us also participated in numerous virtual seminars and conference calls hosted by various other associations and organizations concerning the virus so we could educate ourselves and be aware of all issues and programs that are available to our members so we can provide timely information and programs to assist them during this unprecedented time. These included the MDOS stakeholders group that we are members of.

We have talked about change for years and how we must embrace it if we want to survive and move ahead.

Continued on page 7



OFFICERS

President

Jayson Doren, Morris Rose Auto Parts

1st Vice-President

Gordon Middleton, Middleton Auto Parts

2nd Vice-President

Daniel Gray, Doug's Auto Recyclers

Secretary/Treasurer

Slater Shroyer, Shroyer Auto Parts

Immediate Past President

Ross Lewicki, Highway Auto Parts

Executive Director

Barbara Utter

2020-21 BOARD OF DIRECTORS

Lance DeKeyser, George's Auto Parts

Ted Dusseau, Dusseau Auto Parts

Ron Elenbaas, Pete's Auto & Truck Parts

Stefan Gravis, East Bay Auto Parts

Gary Hooper, Hooper Auto Recycling

Scott Kooienga, Premier Auto & Truck Parts

Bernie Milnes, Roscommon Auto Parts

Glenn Neuner, Neuner's Automotive Recyclers, LLC

Christopher Roberge, Michigan Auto Recyclers

John Sadocha, Auto Farm, Inc.

Simen Savaya, Holbrook Auto Parts

Reed Schram, Schram Auto Parts

2020-21 ARM COMMITTEE CHAIRPERSONS

Legislative

Chair - Ted Dusseau

Co-Chair - Slater Shroyer

Member Services

Chair - Gordon Middleton

Co-Chair - Glenn Neuner

Meetings/Conventions

Chair - Scott Kooienga

Co-Chair - Ron Elenbaas

Fundraising/Scholarship

Chair - Jayson Doren

Co-Chair - Scott Kooienga

MICAR

Chair - Daniel Gray

YARDTALK is published quarterly.

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

Please address articles or letters for publication to:

ARM Office

7550 S. Saginaw
Suite 9
Grand Blanc, MI
48439

Calendar of Upcoming Events

April 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)

WEDDING BELLS

Our best wishes to Scott and Erika Elenbaas on their recent marriage Saturday, October 10, 2020. Scott is the son of ARM past president & current board member, Ron Elenbaas and his wife Sue and brother to Amber Kendrick of Pete's Auto Parts.

CONDOLENCES

ARM sends our deepest sympathy to Ron Elenbaas, ARM past president and his family on the recent loss of their father and grandfather Pete Elenbaas on October 24, 2020. He was the founder of Pete's Auto Parts in Jenison, which is now operated today by third generation, his granddaughter Amber Kendrick.

Please keep the Elenbaas family in your thoughts and prayers during this difficult and sad time.

President's Message

Continued from page 1

holiday parties along with our annual ARM Road Show, golf outing (the list continues) but these are all temporary setbacks. We are a resilient group and we will be back on track.

I cannot express enough how I personally appreciate all your support and love you have shown our association during this crazy year. I will leave you with this one last very important request. Please take the time to make sure that your friends, families, loved ones and employees are okay. Times like this can cause severe anxiety and depression. We've all felt it this year but for some, it is more severe. Please make sure to check in frequently, give your love and support and try to help in any way possible.

Virtual hugs and high fives to all of you! 🚗

Sincerely,
Jayson Doren
ARM President

Advertising Opportunity

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

INSIDE BACK COVER 4-COLOR FULL PAGE AD

For rates or more information, please contact the ARM office at 810-695-6760 or email: arm@mi.automotiverecyclers.org



**Do Your Part!
Recycle!**



Scrap Report

Foundry Steel.....	\$315.00	gt
Clean Auto Cast	\$340.00	gt
Unclean Motor Blocks	\$270.00	gt
Auto Bodies	\$190.00	nt
Batteries23	lb.
Copper/Brass Radiators.....	1.62	lb.
Aluminum (clean).....	.44	lb.
Whole Aluminum Transmissions.....	.14	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.

Dismantling & Recycling

The people. The products. The programs.

Worldwide Facilities offers an exclusive, national insurance program for Auto Dismantling and Scrap Metal Dealers. Available coverages include Liability, Property, Inland Marine, Crime, Auto, Workers' Compensation and more.

It's all here. Let's talk.

SUE SCURTI, CIC

Senior Vice President

Direct (714) 221-9570 | Cell (949) 636-9360

sscurti@wwfi.com



**Worldwide
Facilities, LLC**
Experience a World of Difference
wwfi.com

FORMERLY TRADING AS
GJSco
INSURANCE

Worldwide Facilities has been offering quality insurance solutions since 1970.

©2020 Worldwide Facilities, LLC. All rights reserved. CA Lic #0414108



Celebrating the Holidays

Continued from page 1

Lately, we're complaining about being overloaded with information and suffering COVID-fatigue, yet we know we can't look away. Letting down your guard means risking infection, and no one knows how they will react to the virus until they get it. People living in hot-spots struggle to explain the situation to those who haven't been hit yet. Most of us have had a stick shoved up our noses to test for it, knowing fully well that we could be exposed the next time we stop to get gas, groceries, coffee, or pretty much anything.

Automotive recycling has been considered an essential service throughout the pandemic. Being allowed to stay open, however, does not mean that things look the same. Someone in another state (not yet feeling the full impact) asked what the difference was in a lock-down since we're considered essential. The answer was pretty blunt: we have to find ways to do our jobs while limiting contact – hopefully avoiding it altogether. We clean constantly and every time someone is exposed we have to determine who might have had contact and send more people for testing. We pray that we don't have to go to a hospital or even an Urgent-Care as they are operating at nearly full capacity. We dread the contact-tracing call from the County Health Department. We have to wear masks while separated by plexiglass and maintaining a 6 foot distance at all times... from everybody. The communal coffee pot and water cooler are no longer the place to congregate, they're potential sources of disease and

infection. At least we don't shout anymore now that we've all been warned it's a super-spreader activity.

Going into the winter holiday season, it's pretty easy to sympathize with the Grinch right now. My wife is stuck home with three kids and their NOISE! NOISE! NOISE! NOISE! I'm pretty sure if she could get away to a quiet cave on Mount Crumpet, she wouldn't come back. So... who down in Whoville is excited for the holidays?



To be sure, there are things to be thankful for. This is an industry that can survive an economic downturn. The tools to sell parts online (no contact) have been around for years and are easier than ever to use. Rhodium prices are up, which means catalytic converter prices are sky-high. Steel looks to be making a come-back as domestic demand has started churning again. Even on the plague-front, vaccines have been developed and will be distributed soon. There is a light at the end of the tunnel, and while it may be faint and distant, that means end of this nightmare is in sight.

ARM is still here to represent Michigan auto recyclers thanks to the generous support of members and sponsors. When the call to action went out after all of our 2020 events were cancelled, the response was overwhelming. Those donations were able to fill our budget deficit for the year and create a small buffer for 2021. There is a list of supporters in this issue and there is still time to make a contribution before then end of 2020. We are all thankful for the help that came flooding in to keep the association afloat.

We are getting better and better at organizing virtual meetings and events. ARA's Virtual Convention and Expo was well-received and serves as an inspiration for future meetings moving forward. Even the most technophobic of us has been forced to embrace the new meeting formats. While it can't replace in-person communication, it's miles ahead of emails and faceless conference calls. If this year's trade-show and training events end up being virtual, there are successful models and platforms to build on.

2020 might go down in history as a giant dumpster fire of a year that we would all rather forget. 2021 might be the comeback story we've all been hoping for. Maybe after being stuck inside, yelling into the echo chambers of our Facebook and Twitter feeds during the most divisive election in recent memory we will be so happy, so thankful for real human contact, that we will put all of our animosity behind us. Maybe we will be so excited to

Continued on page 8

From the Desk of Your Executive Director

Continued from page 3

That time has arrived and we are all working diligently to assure you, our membership that we are working on the necessary changes needed to move forward.

As your Executive Director, I am proud to report to you, that together as a Board, as staff, as a membership, and with the help of our vendor and our legal counsel, we did complete our 2019-2020 fiscal year under budget and plans are moving forward to assure you that ARM will remain a strong force, available to help and support our membership so they can continue to be successful, professional recyclers. We have definitely proven that there is power in membership.

Thank you for the honor and privilege to serve as your Executive Director. 🚗



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

You can reach the ARM office via e-mail.

Our address is:
arm@mi.automotiverecyclers.org



**RECYCLE, IT'S
YOUR FUTURE.**



Tags and Labels
Part, Inventory and Custom Tags & Labels

Shipping Supplies
Airbag Boxes, Bubble Wrap, Tape, Strapping, Stretch Film, Packing List Envelopes.

Saw Blades
Recip Saw Blades & Cut-off Wheels, Morse, Diablo, Dismantler Blade®.

Safety Supplies
Glasses, First Aid Kits, Ear-Plugs, Hard Hats, Eyewash Stations, Gloves, and more!

800.233.0771 **www.commercialforms.com**



Celebrating the Holidays

Continued from page 7

socialize again that we won't care which team the other person rooted for – MSU fans and UofM fans will be able to look past their rivalry and march arm-in-arm towards a common bar (or restaurant)... and a last-minute touchdown call will be the biggest argument we dare to have...

Or not. In which case, I guess I can be happy that I had an excuse to avoid some annoying relatives during the holidays. 🚗

Thank you to all of our 2020 ARM Supporters!

Arrowhead General Insurance Agency
Artzy-Smartzy, Inc.
Assured Partners of Minnesota
August Pohl Auto parts
Auto Farm

Buddy Automotive
Car-Part.com
Cats Auto Salvage
Checkmate
Commercial Forms Recycler Supply
Cook's, Heights, Travers
Copart
Crush U Pull It Software
Doug's Auto Recyclers
Dusseau Auto Parts
Eagle Auto Parts
Earl's Battery Service
East Bay Auto Parts
Ernie's Auto Parts
EZ-Suite
Ferrous Processing & Trading Co.
Fox Auto Parts
G-COR Automotive
G & T Surplus Resale
Go-Go Auto Parts, Inc.
Grand Valley Auto Parts
Highway Auto Parts
Highway Truck Parts
Holbrook Auto Parts
iDrive Auto Parts

Kalamazoo Metal Recyclers, Inc.
Kelley Cawthorne Consulting
Kieover, Scholma & Shumaker, PC
Legend Smelting and Recycling
Mabrito's Garage
McNichols Scrap Iron & Metal
Middleton Auto Parts
Midwest Auto Truck & Spring
Morris Rose Auto Parts
OmniSource-Michigan
Padnos
PartsTrader
Pete's Auto Parts
Premiere Auto & Truck Parts
R. G. Barnum Auto Salvage
RM Johnson (EZ-Crusher)
Rebuilders Automotive Supply
Roscommon Auto Recyclers, Inc.
S & H Auto Parts
Schram Auto & Truck Parts
Taylor Auto Salvage, Inc.
United Catalyst Corporation
Weller Auto Parts, Inc.
Worldwide Equipment Sales
Young Insurance Agency 🚗





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

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

CALL FOR PRICING AT ANY OF OUR SIX MICHIGAN LOCATIONS

ADRIAN

815 Treat St.

517-265-5195

BAY CITY

1414 N. Madison St.

989-895-5571

COLDWATER

375 S. Michigan Ave.

517-278-1449

JACKSON

711 Lewis St.

517-787-1731

JONESVILLE

751 Beck St.

517-849-2149

STURGIS

2160 S. Centerville Rd.

269-651-7851



OmniSource
The Best in Metals Recycling



Steel Dynamics, Inc.®

www.omnisource.com

www.steeldynamics.com

2020 ARM Presidential Award Winner

By Jayson Doren
ARM President

During our annual meeting in October, I presented the President's award to Daniel Gray of Doug's Auto Recycling. This award is given annually to someone that goes above and beyond to help our association. Daniel is the first to offer his time and help to anything Barb and I ask of him, most of the time



without even having to ask him. His passion for not only his own business, but for our industry and our state and national associations is unprecedented. He has been a valuable board member of ARM for the past several years, currently holding the position of 2nd Vice President. We all thank you Daniel for your friendship and dedication to our industry! 🚗

ARA's COVID-19 Dashboard

Did you know that ARA has been tracking all the news, resources, links and information that you need to know about COVID-19 as it applies to the recycled parts industry and ARA member businesses? These resources are updated regularly and available on the ARA website: <https://www.a-r-a.org/covid-19-dashboard.html>

Information such as:



COVID-19 NEWS REPORTS

What You Should Know to Guide Your Auto Recycling Facility



LINKS

Important Links to Websites to Help You Run Your Business



RESOURCES

Up-to-Date Resources on COVID-19 for Automotive Recyclers



IN OTHER NEWS

ARA Keeps the Industry Up to Date!



GUIDES TO NAVIGATE COVID-19

"SBA GUIDE to COVID-19" offers guidance for businesses and employers

Paycheck Protection Program – U.S. Department of Treasury

SBA – Disaster Loan Assistance

U.S. Department of Labor Workplace Safety Guidance

OSHA Guidance on Preparing Workplaces for COVID-19

Small Business Administration (SBA) Resources & Information for Business'

Center for Disease Control and Prevention

The President's Coronavirus Guidelines

Reprinted with permission from ARA

Forklift Operator Training Webinar

By David Kendziorski

ARM MICAR Program

All employees who operate forklifts and loaders are required to receive classroom and hands on operator and safety training every 3 years. Many ARM members have participated in the excellent classroom training by Paul Secker from SAS Forks at ARM conventions and Road Shows. Paul's training is practical and informative, and he knows our industry. As always, the hands on driving instruction on your own equipment is conducted by yard management. Be sure to document both the classroom and hands on training.

Paul Secker is offering online webinars for the classroom training. The training includes:

- Online (live) webinar led by Paul Secker. About 1 hour.
- Onsite employees complete test. 20 minutes.
- Onsite manager leads open review and discussion of test questions. 20 minutes.

- Onsite manager conduct individual machine demonstrations, test drive observation to evaluate demonstration of competent operation.
- Onsite manager complete paperwork and signature documents.
- All documents (sign off sheets, tests, cards) are provided by Paul.

Fee: \$50 per employee, or \$300 per site, whichever is greater. All documents are emailed to you. If you want Paul to print out and send the documents, there is an extra \$50 flat fee.

Contact: Paul Secker, paul@sasforks.com

Other Training Options

You can also obtain the classroom training at local technical schools, equipment distributors, and safety training companies. There are many online forklift training options, with varying levels of detail and costs. There used to be free online training available, but I don't believe it is offered anymore. 🚗

**AUTOMOTIVE & INDUSTRIAL
BUYER OF CORE BATTERIES
SELLER OF RECONDITIONED BATTERIES
THREE MICHIGAN LOCATIONS**



**(586) 294-1730
WWW.EARLSBATTERY.COM**

Creating A Safer Workplace *During* and *After* the COVID-19 Pandemic

By David Kendziorski
MICAR Program Manager

My favorite part of the work I do with auto recyclers is visiting the facilities to review their safety and environmental practices, discuss issues and concerns with managers and employees, and walk through the yards to observe the recycling activities. Despite the COVID-19 pandemic, I was able to complete all of the scheduled MICAR audits this fall. I wore a face mask, tried to social distance, avoided shaking hands, and used hand sanitizer when returning to my car. *(Disclosure – I sometimes did not keep the mask on if none of the employees were masked. In hindsight, I should have.)* I was never tested and did not have any symptoms. If I would have had symptoms, I would have immediately stopped the audits and been tested.

Fortunately, the industry did not face mandatory closures or lockdowns (although some businesses admitted that they voluntarily closed for a short time at the very start of the pandemic in March/April). Overall, most facilities remained busy and were able to avoid furloughing employees.

Almost all facilities made an effort to minimize COVID infection risks to employees and customers. Here is what I observed:

- Facilities seemed to comply with health department guidelines to encourage employees to disclose symptoms and stay home if feeling sick, follow contact-tracing and quarantine guidelines, and advise employees to often wash hands. Hand sanitizer was everywhere. There was more cleaning, especially countertops, keyboards, and bathrooms. Several reception areas had signs encouraging safe practices.
- Mask wearing was hit or miss. About two-thirds of the businesses required all employees to wear face masks, at least when communicating with customers or other employees. But at many places, no one was wearing masks (although they may have had them in their pockets).
- At most businesses, employees tried to stay a safe

distance from customers and coworkers. A few of the businesses that did not wear masks also did not practice social distancing. I recall a couple of busy places where too many unmasked people were face-to-face very close to each other.

- One business closed their office to customers and brought the parts out to the vehicles (curbside service!). A few places limited customer proximity by restricting the number of customers allowed in the sales office. Many facilities had stickers on the floor to space out customers and installed Plexiglass barriers between the sales staff and customers.

This pandemic has been horrible, especially for the workers and families who have suffered financial hardships, educational setbacks, increased mental stress, and worst of all serious health impacts. With the vaccines, hopefully the virus will soon decline and our lives and businesses will return to “normal”. But it won’t be the old normal because I suspect that many safe practices will stay with us over the long term. We’ll have an increased awareness of the importance of protecting the health of employees and their families, and of the risks of spreading illnesses such as the common cold or flu, respiratory infections, and God-forbid even a future pandemic. If you’re sick, stay home. Take care of yourself: eat healthy, sleep well, and exercise often. Manage your stress. Let’s clean more, wash our hands, and stop touching our faces so much. Frankly, I really like the Plexiglass barriers – I hope they remain.

The most important change may be in our attitudes. When asked how he has coped with COVID, a longtime friend and recycler recently wrote to me:

“I realized that I should have focused more on attitude, because attitude guides a person. We must apply the positive attitudes used to be successful in life and business to employee health & safety so it becomes second nature as an owner/manager and especially to employees.”

Well said. 🚗



RECYCLING THE WORLD OVER, AND OVER[®]



PADNOS is a full capability recycling partner that you can trust to provide swift, responsive service at competitive pricing. We are committed to the Automotive Recyclers of Michigan and offer solutions designed to make your life easier.

Call PADNOS, we're ready to go. 1-800-442-4509

padnos.com

NEED MONEY FOR YOUR CHILD'S COLLEGE FUND?

Well, you work for
the right company!



As a member of the **AUTOMOTIVE RECYCLERS OF MICHIGAN**

your employer is able to offer you a unique opportunity.
The Kent Utter Jr. Memorial Scholarship fund has been providing
financial assistance for college and secondary education to
ARM members' employees for over **15 years**.

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



Application MUST be submitted by May 31st

We have a **NEW** application form for the 2021-2022 school year.

New information is required this year. Be sure the application you submit says "2021-2022 School Year".

Scholarship recipients **MUST REAPPLY** for each school year.

The application and qualifying information are available on our website at automotiverecyclers.org or contact the ARM office at 810-695-6760 or arm@mi.automotiverecyclers.org.



GM Recalls 5.9M Vehicles to Replace Takata Airbags

Let's Talk Recalls...

By Katie Stark and Paul D'Adamo

Why are these Takata Airbags being recalled now? It seems ironic that we were just alerted to a Volvo Airbag Recall last month. NHTSA has concluded that the GM inflators are subject to the same issues; moisture, temperature, and age making them vulnerable as a safety hazard.

GM had petitioned NHTSA over the last four years to exclude them from the Recall. GM claimed that the Takata-made airbag inflators did not have the same deterioration as the other vehicles. GM asserts that these vehicles had a lower risk of rupture due to "unique design differences."

The original Recall of Takata airbags was based on inflators igniting with explosive force, sending metal shards throughout the passenger cabin. The actual cause was determined to be a lack of a chemical drying agent for the propellant. Environmental moisture, high temperatures, and age would cause the ammonium-nitrate-based propellant to inflate improperly, resulting in the inflator's premature rupture. Recently, NHTSA denied GM's petition to avoid the Recall.

Many of the GM Models recalled are familiar to Auto Recyclers, Chevrolet, GMC, and Cadillac Trucks and SUV's from the model year 2007 through 2014. Only the passenger airbags will need to be replaced.

Chevrolet

Silverado 1500, 2500, 3500
Tahoe/Suburban
Avalanche

GMC

Sierra 1500, 2500, 3500
Yukon

Cadillac

Escalade

RAS recommendation

Do not remove any airbags in these vehicles until we have the VIN's loaded into our Recall Software. EPA guidelines allow for the removal of airbags only if there is a "sale" or "recall" shipment being prepared. It is not recommended or permitted for you to store airbags at your facility. Leaving them in the vehicles until such time where they will be crushed or shredded is a legitimate disposition.

Airbags put Recyclers in the Crosshairs

There seems to be a pattern with airbags. As airbags age in vehicles and further testing is done, it is possible that other makes and models will be recalled. For Recyclers, selling airbags has become a perilous business. Once we thought it was safe to sell GM Truck and SUV airbags, we now find ourselves in the predicament of knowing that we have sold them, but now they are recalled. Many Recyclers have excluded ALL airbags from their parts available for sale list due to recalls' hazards. This might be a good time to review your corporate policies related to the sale of airbags.

There is no "traceability" component currently in any of the Yard Management Systems. Wikipedia defines traceability as the ability to verify the history, location, or application of an item by means of documented recorded identification.

When can we expect to start recovering GM Recalls? NHTSA has given 30 days to submit a plan for their Recall. We at RAS expect to have the VINs loaded into our web/desktop/mobile platforms in early January.

Questions on airbag recalls?

Call or email Paul the Recall Guy at 401-458-9080 or pdadamo@coresupply.com. 🚗

2019-2020 ARM Annual Committee Reports

LEGISLATIVE COMMITTEE:

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

Kelley Cawthorne: David Gregory

Committee: Daniel Gray, Ross Lewicki, Brad Rose, Gary Hooper, John Sadocha

LEGISLATIVE COMMITTEE ANNUAL REPORT:

The committee has continued to monitor proposed legislation both on the State and National level and they continue to encourage members to contribute to the ARM PAC Fund. Committee Chair Ted Dusseau monitors legislation that could affect our businesses and industry on the state level through regular contact with his state legislators and their aides. Due to the pandemic there was very little activity in Lansing.

This year Slater Shroyer and Barb continued to participate in ARA's Governmental Affairs Committee and Affiliate Chapter calls. Through these channels the ARM Board monitored several bills in various states regarding OEM repair standards.

Nate Love of Kelley Cawthorne, our legislative counsel in Lansing, provided us with invaluable daily updates, which was shared with our membership, concerning the Coronavirus/COVID-19 during the beginning months of the outbreak and now continues weekly. These updates include all the happenings within the Michigan Legislature, the Michigan Executive and State Departments, including details of the Governor's Executive Orders as well as Federal and other client highlights as they pertained to the pandemic.

Barb and ARM board members also participated in numerous virtual seminars and conference calls concerning the COVID-19 virus and what our members needed to know and implement to protect the safety of their employees and their customers. These meetings were hosted by Kelley Cawthorne, SBA, Michigan Chamber of Commerce, the Michigan Society of Association Executives, ARA and ARM and provided timely information on programs and services we could share with our members.

Ross, Slater, Barb and Kim Gray have continued to attend stakeholder meetings with the Michigan Department of State focused on the rollout of the new CARS website for dealers. These meetings are currently

being held virtually. The ARM office has forwarded information presented in these meetings to our members through emails and *Yardtalk* articles.

MEMBER SERVICES COMMITTEE:

(Combined Membership/Membership Benefits, Website, Newsletter, and MICAR/ARMCO Committees)

Chair: Gordon Middleton **Co-Chair:** Glenn Neuner

Committee Members: John Sadocha, Ross Lewicki, Scott Kooienga, Christopher Roberge, Simen Savaya.

ARM Office: Kathy Cooper

MEMBERSHIP:

We began our 2019-2020 fiscal year with 77 Direct members and 33 Associate members. We had three (3) new Direct members and one (1) new Associate member.

Direct:

Auto & Equipment Specialist Auto Sales, LLC
BLK Salvage, Inc.
Josh's Auto Parts

Associate:

Northlake Auto Recyclers, Inc.

2019-2020 Membership Benefits:

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

Among the many benefits offered to our members is our member's only MICAR, MICAR Plus, Safety and Storm Water Compliance programs, our environmental specialist Dave Kendzioriski, our legal and lobby consultants overseen by David Gregory of Kelley Cawthorne, who are our voice in Lansing,

2019-2020 ARM Annual Committee Reports

our ARM PAC, our Scholarship program for dependents of members employees, our quarterly newsletter *YardTalk* as well as our members only e-newsletter and under normal times, our Annual Road Show & Business Networking Conference to name a few. And because of our affiliation with our International Association, ARA, we are also able to offer all ARM members the opportunity to participate in many cost saving benefits of exclusive discounts provided by national vendors. Included in these discounts is the EVO B2B Group, a credit card processing company that provides cutting edge electronic payment processing services. It is also the goal of this committee to provide regional and on-line training, maintain membership, research disposal outlets for hybrid batteries, and to work with the Midwest Runner to provide additional benefits for our members.

WEBSITE:

Kathy Cooper, ARM office

Kathy continues to keep our website updated. This

year because of the pandemic, we currently are only providing our newsletter in a digital format and Kathy has posted the current issue on our site for the public to access. ARM also has a Facebook page named Automotive Recyclers of Michigan with 308 followers as another way to keep our members and friends updated on our latest happenings. It is still our intention to begin selling ads as soon as we have our disclaimer in place, at \$50 per month for the two spaces on the top of our home. If you are interested, please contact the ARM office.

NEWSLETTER COMMITTEE:

Chair: Slater Shroyer **Committee:** Daniel Gray, Jayson Doren, Christopher Roberge, Amber Kendrick.

YardTalk, our quarterly publication, provides our members, other licensed auto recyclers and related industry contacts with relevant industry information. A variety of sources contribute articles and information

Continued on page 18

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!!

2019-2020 ARM Annual Committee Reports

Continued from page 17

for each issue that range from management practices to agency requirements. Our printed newsletter has a circulation of over 400.

Due to the changing conditions brought about by the COVID-19 pandemic, we are currently sending the newsletters out in a digital format. We are currently looking for a new printer as the previous printing company has closed indefinitely. The digital format has reduced our production and postage costs significantly.

Ad revenues continue to outpace expenses. Due to the cancellation of the 2020 trade show, we have offered advertising solutions to many vendors still wishing to keep contact with the membership.

We also send email newsletters and updates on a regular basis from the ARM office to all current direct and associate members. These notices publicize our programs, activities, benefits, deadlines, and happenings in Lansing and around the industry. As always, the newsletter committee is looking for contributors willing to submit articles and information that can be distributed throughout the industry. Inquiries can be made directly to the ARM office.

MIARC ANNUAL REPORT:

Chair: Daniel Gray

The MIARC Board is a chat room that was provided by Car-Part.com for the members of the automotive recyclers of Michigan. It is an online platform that allows members to actively buy and sell parts, chat with fellow ARM members, post pertinent industry related information, and ask questions in a public or private session. You can chat publicly with the membership or privately with other ARM members. There is no limit on the number of users at each facility. MIARC is an easy to use, fast way to find those small and hard to find parts to complete the sale, plus it provides additional revenue for the association. It is a great way to connect with other ARM members around the state and a valuable resource for upcoming events. MIARC continues to be a good financial resource for ARM as Car-part.com has generously donated all monthly fees collected from ARM members of the MIARC chat room directly to ARM. Thank you to Car-Part.com.

We would like to ensure the viability of MIARC by continuing to recruit new members and increase the usage by existing members. An easy way to promote the use of MIARC by current members is to make sure the MIARC chat room is bookmarked within the Car-Part.com messenger for salespeople, inventory staff, and even managers. Bookmarking MIARC within Car-Part.com messenger will force the board to automatically open when the messenger is started in the morning. We encourage all members to participate on the MIARC board. It is not only user friendly, but it supports your association.

MEETINGS/CONVENTIONS COMMITTEE:

Chair: Jayson Doren **Co-Chair:** Ron Elenbaas

Executive Director: Barb Utter

Road Show Committee: Glenn Neuner, Slater Shroyer, Lance DeKeyser, Gordon Middleton, Stefan Gravis, Scott Kooienga, Simen Savaya, Reed Schram, Chris Roberge, and Brian Collins, Associate Member/Vendor.

The goals of the 2019-2020 Meetings/Convention Committee were to plan a Road Show that provided our members with vendors, speakers, training and networking opportunities that would help them enhance their business, as well as raise additional non-dues revenue for the association and at the same time was also affordable for them to bring their entire team to the event. It is also the responsibility of this committee to plan an annual meeting that meet the qualifications specified in our by-laws.

All was going according to plans; we were on target and prepared to have an outstanding, informational, family-oriented 12th Annual Road Show and Business Networking Conference at the Great Wolf Lodge in Traverse City. Plans included informative seminars & workshops, vendor demonstrations, introduction to the latest new technology, exciting tours, specialized training, good food, good comradery and fun family activities. Then the pandemic hit and all plans and events had to be canceled and to date we still don't know when we will be able to have face to face meetings. This left a tremendous void for all of us. Not only the fact of not being able to meet together as a group, but the fact that we were not able to raise non-dues revenue that we count on to sustain us throughout the year so we can provide the membership with the programs and services we all

2019-2020 ARM Annual Committee Reports

count on. This budget shortfall was devastating and a huge concern. But thanks to the ingenuity of our Board of Officers, the generosity of our vendors and the commitment of our membership, a fundraising pledge drive was held to help raise additional funds to carry us through the remainder of 2020. The dedication and commitment were extraordinary and proved to not only be very successful financially, but it was a huge success proving that together we do make a difference.

Our 2019 Annual Meeting was held on October 3rd at the Christman Building in Lansing in conjunction with our Legislative Meet & Greet Day and SOS training and was attended by 19 member facilities. The following slate of Officers and Board members were elected: Jayson Doren President, Gordon Middleton, 1st Vice President, Daniel Gray, 2nd Vice President, and Slater Shroyer, Secretary/Treasurer. Scott Kooienga, Glenn Neuner, Christopher Roberge, Reed Schram and Simen Savaya were elected Directors for a three-year term.

We are all looking forward to the time when we can once again make plans to be together in person. Until that time we will continue to plan and provide our members as many virtual events as we can.

FUNDRAISING/SCHOLARSHIP COMMITTEE:

Chair: Gary Hooper **Co-Chair:** Brian Bartels
Committee: Lance DeKeyser, Daniel Gray, Gordon Middleton, Glenn Neuner, Reed Schram,
(Entire Board of Directors will help)

It is the goal of this committee to raise additional non-dues revenue for the association as dues alone do not provide all monies needed to fund our programs. The majority of this additional revenue is usually raised at our annual Road Show through sponsorships, tradeshow registration and various fun activities. However, because of the pandemic, everything was cancelled. But thanks to our Board of Directors, vendors and members, a pledge drive was developed, asking those who could, to please consider donating the amount of monies they would have spent attending the Road Show to ARM. It was very successful thanks to the commitment and generosity of our members and supporters. This committee is also responsible for promoting the ARM scholarship program to our members and their employees and to assist in promoting participation in our annual scholarship

golf outing, held the Monday following Father's Day, where monies are raised to fund the program. Again, because of COVID-19, this event also had to be cancelled. Fortunately, the Scholarship program had enough cash reserves to fund this year's recipients and I'm happy to report that we were able to assist five outstanding students in pursuing their educational dreams.

MICAR COMMITTEE:

Chair: Daniel Gray **Co-Chair:** Jayson Doren
Program Manager: Dave Kendzioriski
Committee: Stefan Gravis, Scott Kooienga,
Ross Lewicki, Slater Shroyer

The Michigan Certified Automotive Recycler (MICAR) program helps members comply with environmental, safety, and licensing regulations. Members who meet an established set of 26 standards are *MICAR Certified*. Benefits include onsite professional assistance, MICAR Certificates, audits, training, *YardTalk* articles, Road Show presentations, EGLE/MiOSHA coordination, and email/telephone technical advice.

MICAR Membership: Over the past 6 years, MICAR membership has remained fairly consistent at 38–42 members, representing about one-half of the ARM membership. The MICAR fee is \$350 per year. The program fee has remained the same since MICAR began in 2004.

2020 MICAR Audits: The 2020 MICAR onsite audits were delayed due to COVID concerns, but will be completed by mid-November.

MICAR Compliance: Most MICAR members fully meet all the MICAR standards. About a half dozen members are working to comply with a few of the standards. These members are expected to make significant progress each year.

MICAR Standards Update: In late 2020, the MICAR Program Manager will recommend additional standards to be considered by the MICAR Committee for inclusion into the MICAR program. Many of these new standards will come from the Storm Water Permit or the ARM Safety Compliance Manual.

Continued on page 20

2019-2020 ARM Annual Committee Reports

Continued from page 19

ARM Storm Water Program: MICAR members receive onsite professional assistance with their EGLE storm water permit compliance activities. In 2019, the ARM Storm Water Program prepared sample permit compliance documents and instructions and placed the Do-It-Yourself documents on the members-only ARM website to help all ARM members. ARM members can now easily prepare their own compliance documents. E-mail and telephone assistance with permit compliance issues is available to any ARM member.

MICAR 2019-2020 Membership:

Acme Auto Parts
LKQ Of Michigan
Airway Auto LLC
LKQ-West Michigan
American & Import Auto Parts
Michigan Truck Parts
Cat's Parts Mart Auto Salvage
Middleton Auto Parts
Doug's Auto Recyclers
Miechiels Auto Salvage
Dusseau Auto Parts
Morris Rose Auto Parts

Eagle Auto Parts
Oil City Auto Salvage
East Bay Auto Parts
Parts Galore III
Ernie's Auto Parts
Pete's Auto Parts
Fox Auto Parts, Inc.
Premier Auto & Truck Parts
G & T Auto & Truck Parts
Ryan's Pick-A-Part
Go Go Auto Parts
Schram Auto & Truck Parts
Grand Valley Auto Parts
Schram Auto & Truck Parts Lansing
Heights Auto Parts
Shroyer Auto Parts
Highway Auto Parts
Travers Auto Parts
Highway Truck Parts
U.S. Auto-Wayne
Holbrook Auto Parts
U-Pull And Save East
Hooper Auto Recyclers
Weller Auto Parts
Ken's Auto Parts
Weller Auto Parts-Kalamazoo 🚗

File a Complaint on Unlicensed Vehicle Dealers

ARM will file the complaint for you!

Contact Barb at arm@mi.automotiverecycling.org or 810-695-6760 or follow the link below and complete the Reporting and Unlicensed Dealer Form:



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

NOW AVAILABLE ON OUR WEBSITE FOR MEMBERS ONLY

ARM Safety Compliance Manual with fill-in forms



The Members Only ARM Safety Program is FREE to all members. The ARM Safety Compliance Manual will help you meet the MIOSHA record keeping and reporting requirements.

ARM Do-It-Yourself Storm Water Compliance with sample documents



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

THE DONALD COOPER CORPORATION

Speaking and coaching internationally on management, marketing and profitability



December 16, 2020
Donald Cooper's Blog
(Time to read this Blog is about 2½ minutes)

Before we get to the main topic, here are a few things to get you thinking:

1. My biz quote of the week:

"Your employees' behavior is simply a reflection of their thinking. To change their behavior, change their thinking. If they don't want to change their thinking, no matter what you do ...invite them to change where they work."

— Bill Marvin, the Restaurant Doctor

2. This is the perfect time of year for my famous Scallop Chowder! Every year at this time I remind folks about my very own "world's best" recipe for Scallop Chowder.

Readers all over the world write to say that this delicious, hearty chowder is now an annual tradition at their house. One of our readers made a giant pot of it for his employees, as a special treat. They loved it. To access the recipe, go to this link: https://www.donaldcooper.com/wp-content/uploads/2020/12/Cooper_Chowder_Recipe.pdf



3. It's extra important to give 'local' gifts this year: Local businesses are struggling. We all know that. You can help them by giving 'local' gifts or gift certificates this holiday season. If you do, they can stay in business to serve you in the future.

Now, to this week's important topic:

The Christmas Tree Man

Note: When I first wrote this article a few years ago, we had such a wonderful response that it has become a December Blog tradition. Enjoy it for the first time...or enjoy it again. It's a wonderful and important message for this, or any, time of year.

I often caution clients about the danger of 'judging' customers by how they're dressed, or by who they appear to be. Back in my days as an 'almost famous' retailer of ladies fashions and gifts, I learned this powerful and moving lesson from 'The Christmas Tree Man'.

Our staff came to me one December day to express concern about an unshaven, disheveled and generally unwashed gentleman who kept coming into our store. As he shuffled through our ladies clothing and gift departments, he would glance out the window every few minutes and then, sometimes, he would rush out the door and disappear...empty-handed. This process was repeated several times each day; sometimes resulting in a purchase and sometimes in yet another mysterious disappearance.

When he did buy, he always paid cash from a huge roll of bills with an old, knotted elastic band wound twice around it. But mostly he would look out the window, then rush out the door and disappear.

This strange behavior was spooking our staff and when they started making some unflattering assumptions about this unusual gentleman, I assured them that there was probably a logical explanation and I promised to chat with him on his next visit.

Sure enough, a few hours later, he reappeared. I approached him, explaining that our staff was quite intrigued by his mysterious comings and goings.

"Oh," he said, "I'm the Christmas tree man. That's my Christmas tree lot just down the road with the little house trailer. I grow the trees on my farm up north, you know, and then I come down here for three weeks each year to sell them to you city folks."



"I work all alone so I have no time off to buy gifts and I don't get back home until well after midnight on Christmas Eve. So, whenever I have a few minutes, I rush up here to shop. I really love your store. You have wonderful things, and every day I choose a few gifts for the ladies on my list."

"But you keep looking out the window." I said. "Oh," he replied, "I'm just checking to see if anyone has pulled into my lot to buy a tree. And if they have, I have to rush back

before they leave, or I won't get the business. You can't take those trees back to the forest and replant them, you know. Once they're cut, they're cut."

"By the way" he added, "I know I don't look like your usual customer. In fact, I probably look a bit scary to some folks and I guess I don't smell too good either. I don't have much more than a bed and a stove in my little trailer. No place to wash up. There's not a lot of money in real Christmas trees anymore, you know. It's kind of sad, really. But your staff, they're so wonderful. They treat me with respect and I really appreciate that!"

The Christmas tree man spent almost \$3,000 in our store over a three-week period. He came and he went, he came and he went, day after day, always looking out the window, sometimes rushing to serve a customer. And at the end, on Christmas Eve, before he left for home, he stopped by one more time and gave each of us a real Christmas tree! But the real gift that he gave us was the reminder that we should treat everyone with dignity, understanding and joy. That was his most beautiful and lasting gift.

That's it for this week...

Stay safe... live brilliantly... and do at least three important or kind things each day!

Donald Cooper speaks and coaches internationally on management, marketing, and profitability. He can be reached by email at donald@donaldcooper.com in Toronto, Canada.

About Donald Cooper

Donald Cooper, MBA, CSP, HoF: Donald speaks and coaches in over 40 industries throughout the world. He delivers the 'straight goods' on how to sell more, manage smarter, grow your bottom line...and have a life! To chat about 'possibilities' for your next business or Industry Association Conference, call me at 416-252-3703 in Toronto, or go to this link to connect to our 'Enquiry Page' <https://www.donaldcooper.com/contact-us/donald-cooper-bookings/> 🚗

How's Your Memory? Can You Guess Who this is?



Answer: Patrick Farrell, Sr. sitting at his desk in the 1970s.

F.Y.I.

The deadline for the next issue of the Automotive Recyclers of Michigan YardTalk newsletter is February 15, 2021. If you would like to place an advertisement or submit an article, please call the ARM office at 810-695-6760.



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



One sweet ride.

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

Any Metal. Anywhere. Anytime.



OmniSource
The Best in Metals Recycling

www.omnisource.com

For more information contact

Dan McDonald
damcdonald@omnisource.com
(517) 817-2794 office
(517) 740-8046 cell