



AUTOMOTIVE  
RECYCLERS  
OF MICHIGAN

Road Show memories  
through the years...  
See photos on page 22

# YARDTALK

Issue 1

The Official Publication of the Automotive Recyclers of Michigan

Winter 2021

## The President's Message

**H**ello everyone,  
We are a month and a half into 2021! Although the pandemic still lingers, we are starting to see some positive changes coming back. Restaurants are opening back up at reduced capacity. Local



Jayson Doren

small businesses are getting back on their feet, the national unemployment rate going down (although we still struggle to find help), high school winter sports being played again and registration for summer sports leagues is taking place now! I have so missed spending my evenings coaching and watching my kids play baseball and softball. Soon we will be able to gather safely again. ARM is now planning a hybrid version of our Road Show for this Spring/Summer! I am so excited to be able to safely get together with everyone again!

For those of you who have read my past articles I hope that you see a theme of positivity in them. Personally, and professionally, the

*Continued on page 4*

## SAVE THE DATE

AUTOMOTIVE RECYCLERS OF MICHIGAN & FRIENDS

### Golf Outing, Live Auction & Cookout Buffet

Friday, May 21, 2021

Timber Ridge Golf Course  
East Lansing, MI

9:00 a.m.  
Shotgun Start



Coffee & Donuts • Boxed Lunch • Cookout Buffet

### Fun & Games for Everyone!

Watch for Details to Come



# 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.
- ✓ **ARA "NIB" Part Grading Enhancement**
- ✓ **Pick Slip Workflow Enhancements**



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## Brighter Days Ahead!



**H**appy 2021 everyone! By the time you receive this newsletter we will have been dealing with COVID-19 and all of the restrictions and challenges it brought with it for an entire year and we're still counting.

Fortunately for so many of us, we have found support and comfort by staying in touch through the many mediums available to us. Zoom has become my new best friend. From the very beginning we have shared various plans and protocols we have put into place to deal with many of these new issues and concerns we are now encountering because of this pandemic. The stress seems non-ending, but through all of the challenges we have been experiencing, the one common thread in our conversations have been that we never give up hope. Yes, it has been a wild roller coaster ride of emotions that seems like a ride that will never end...but as we travel together through these unknowns, we have always had hope, hope for brighter days ahead.



**Barb Utter**

**“Hope works in these ways: it looks for the good in people instead of harping on the worst; it discovers what can be done instead of grumbling about cannot; it regards problems, large and small, as opportunities, it pushes ahead when it would be easy to quit; it “lights the candle instead of “cursing the darkness.”**

— Anonymous

Like most of you, I have had a lot of alone time with very little motivation to spend this endless free time in a productive way. Instead, I find myself thinking about everything I had taken for granted throughout the years, like it was just a given that our family would always be together for all of the holidays, it never, ever crossed my

mind that I would not be able to attend Mass in person, that at some point during the summer we would not be able to crowd into the cottage, or that my grandchildren would not be able to come and just hang out with me. Never once did it ever occur to any of us that our associations would not have the option to plan or meet in any fashion at any venue of our choice. COVID-19 quickly changed all of this and has brought so many new firsts for so many of us and most of them are not fun. Yes, I have had some pity parties, but as my mother always said, have that pity party if it makes you feel better, but do not let that party linger, so I have spent a lot of time thinking and planning what I will do when our restrictions lessen, which hopefully will happen sooner rather than later and we can celebrate just being able to be together once again.

As I was skimming through a magazine, I came across a quote from my favorite author “anonymous” which says, “Hope works in these ways: it looks for the good in people instead of harping on the worst; it discovers what can be done instead of grumbling about cannot; it regards problems, large and small, as opportunities, it pushes ahead when it would be easy to quit; it “lights the candle instead of “cursing the darkness.” As I read this quote, I was reminded of how easy it can be to fall into the mindset of not caring, of just being copacetic and not looking for the positive, brighter times ahead for us. Today is a sunny day, the snow is melting, and spring seems a reality. Today the Governor said the number of new cases of COVID-19 is down, more and more people are receiving their vaccines, our public schools are finally beginning to open so students can experience face to face learning and I’m excited to say I truly believe those brighter days are becoming a reality sooner rather than later.

Throughout this long year, from the moment our lives changed drastically, your Board of Directors, with your President Jayson Doren leading the way, have remained on that positive road and have worked tirelessly on

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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

7550 S. Saginaw

Suite 9

Grand Blanc, MI

48439

## Calendar of Upcoming Events

August 5-7, 2021

### URG Training Conference

Dallas, Texas

May 21, 2021

### ARM Golf Outing, Live Auction & Cookout Buffet

Timber Ridge Golf Club

East Lansing, Michigan

November 10-13, 2021

### 78th Annual ARA Convention & Expo

Sheraton Hotel

Dallas, Texas

## President's Message

*Continued from page 1*

past 14 months have been tough. I have watched my best friend of 45 years and my wife of 16 years get diagnosed and subsequently begin treatment for the worst disease in the world. I have also lost a great mentor of mine in the passing of Larry Rose. Larry was my biggest cheerleader as I started to take on more responsibility at Morris Rose, he always treated me like a family member!

I tell you all this NOT because I want your sympathy or for you to feel sad for me or my family. I tell you this because I want you to know that sometimes it is hard to find positivity in the world today. With so much anger and hate being shoved down our throats via social media, the nightly news etc., finding the beauty and positivity in life and relationships has become increasingly hard. We always need to be on the lookout for the good in people and treat them with kindness, respect, and the dignity they deserve. Personally, I do not care who you voted for, just that you voted. I do not care what religion you choose to follow. I do not care what color your skin is or who you choose to love.



I do care if people are not treated with respect and kindness. If I have known you for 5 minutes or 40 years, I want you to walk away from any interaction with me having a positive feeling and attitude. I know all of this is easier said than done, but I can tell you from experience that finding the good in people and being positive even amongst all the negativity is a very refreshing feeling. We need to get back to seeing the good in people and building these relationships both personally and professionally. We do it as an industry as well as an organization, as members of ARM we go out of our way to help each other solve problems both big and small. Our board members volunteer countless hours of their time to help us protect all recyclers and help us grow in an ever-changing industry.

Thank you all for your time, help and support for ARM, we look forward to seeing you all on May 21<sup>st</sup> for what we hope is a fantastic get together for all of us! 🚗





## Do You Need to File a Complaint on an Unlicensed Vehicle Dealer?

Contact the ARM office and they will  
file the complaint for you!

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

## Scrap Report

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Clean Auto Cast .....	\$340.00 gt
Unclean Motor Blocks .....	\$290.00 gt
Auto Bodies .....	\$190.00 nt
Batteries .....	.25 lb.
Copper/Brass Radiators.....	1.88 lb.
Aluminum (clean).....	.51 lb.
Whole Aluminum Transmissions.....	.18 lb.

Thanks to Brett Schneider at Padnos Iron & Metal,  
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Prices current as of press time. Prices are subject to change  
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# Balancing Human Safety and Environmental Risk:

## Where the Tire Meets the Road

By David Kendzierski  
MICAR Program Manager

You can't blame government regulators and environmental interest groups if they claim that they are tired of tires. The U.S. EPA has identified rubber tire manufacturing facilities as major sources of hazardous air pollutant emissions, including ingredients associated with solvents, cements, and coating materials. Huge tire piles are susceptible to massive slow-burning fires that are difficult to extinguish and produce large amounts of toxic smoke. A 1995 tire fire at Carl's Retreading near Traverse City consumed a half-million tires and contaminated the drinking water supplies of nearby residents and an elementary school with Per- and Polyfluoroalkyl Substances (PFAS) – also known as “forever chemicals” – that were in the fire fighting foam used to combat the fire. And 30 years later, investigations and cleanup activities are still underway at that site. The 300 million tires discarded annually in the U.S. will be shredded and slowly degrade in landfills; used as “Tire Derived Fuel” and incinerated in cement kilns, paper mills, coal-fired power plants, industrial boilers, electric arc furnaces, and waste burners; used in recycled asphalt; or converted to crumb rubber for children's play areas, artificial sports fields, and landscape mulch. However, these end-of-life uses can release toxic air emissions and harmful leachate.

Let's focus on what happens when the tires are still on the vehicles driving down the highways.

Tires contain nearly 20 different metals. Zinc oxide is the most common metal, and comprises 1 – 2 % of a tire by weight. Zinc oxide accelerates vulcanization, or hardening, of the rubber. As a vehicle rolls across the pavement, the tread wears and small particles are deposited on the road. It is estimated that 10% of a tire's mass wears away

on roadways during its lifetime. Studies have estimated that 70% of the tire debris deposited on a roadway can be washed off during storm events. Tire wear is a major source of zinc in urban storm water runoff, second only to wash off from galvanized steel surfaces. Zinc is toxic to fish and other aquatic organisms.

California environmental regulations have a large impact on the design and composition of vehicles nationwide. Last month, the California Department of Toxic Substances Control listed motor vehicle tires as a Priority Product under the Safer Consumer Products regulations. Tire manufacturers will be required to prove that zinc is necessary to extend tire tread-wear, and evaluate whether there is a safer alternative.

There's a new environmental concern related to tire wear. A few months ago, scientists discovered a mystery chemical that kills Coho Salmon in urban streams before they have a chance to spawn. Coho is a popular Great Lakes sport fish. A chemical known as 6-PPD is added to tires to extend their useful life. The chemical reacts with the greenhouse gas ozone before the ozone can damage the tire rubber. The chemical reaction produces 6-PPD-quinone, a compound apparently never studied until recently. The chemical 6-PPD-quinone is extremely toxic to Coho and presumably other cold water organisms. State and Federal agencies, salmon recovery groups, and the U.S. Tire Manufacturers Association are reviewing the studies. The USTMA reports that the latest study findings must be validated before moving forward, and it is “premature” to discuss alternative chemicals that can protect tires from ozone. A spokeswoman said, “It is our obligation to understand our products' impacts on the environment.” 🚗





## From the Desk of Your Executive Director

*Continued from page 3*

behalf of ARM to make sure we are doing everything we can to be of assistance to all of you. The Meeting and Conventions committee with Scott Kooienga as Chair has never lost sight of how important it is for our membership to be able to meet face to face and share with one another about the happenings in our industry as we usually do at our Road Shows. They have been totally focused on the task of developing realistic events that will bring us all together in a safe environment that will meet all of the existing protocols we must follow so we will not have to cancel and yet still be affordable and provide value for everyone who is anxious to be together. After discussing many options for our first face to face get together, we finally feel confident and comfortable that we can move forward with a fun, relaxed, safe event for everyone.

Mark Your Calendars! Save the Date! Everyone is invited!

We're finally going to have the opportunity to hold our first event of the year with plans for others to follow. On Friday, May 21<sup>st</sup> we have planned a relaxing TGIF day of golf at Timber Ridge Golf Course in East Lansing followed by outside family games, a cookout buffet and a live auction in their on-site Pavilion. While we realize not everyone may want to play golf, by planning an outside venue like golf with other activities available, it allows us the ability to get together at this time while following all of the current guidelines in place by the Governor. It will definitely be a fun event to bring your family and friends as we guarantee a relaxing time laughing and chatting face to face (with masks on of course).

I for one can hardly wait to see everyone. Watch for details to be arriving soon. 🧐

Hugs,  
Barb

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# What We're Watching

By Slater Shroyer

While Congress is wrangling over COVID-19 relief bills and confirmation hearings, there isn't much time left to focus on federal legislation. Some agencies such as National Highway Traffic Safety Administration are continuing to work with organizations like American Association of Motor Vehicle Administrators clarifying existing rules and regulations. Larger initiatives such as the "Green New Deal" are likely to remain contentious talking points but consensus on actual policy will likely remain elusive. While it's not quite gridlock, it's not really forward momentum either.

State legislatures, on the other hand, are in full swing. Bills have been dropped at the state level around the country on a number of issues, and draft language for many more is being developed behind the scenes.

One of the biggest issues we are watching is the fight over "Right to Repair" and "OE Repair Procedures." Michigan passed a bill covering these issues a couple of years ago that was ultimately vetoed by then-Governor Snyder. In essence, there is a fight on behalf of consumers and independent repairers to retain the right to have vehicle maintenance and repairs performed outside of the OE Dealer networks. Auto manufacturers have taken a contrary position pushing an agenda that would require repairs be completed in accordance with their stated "Repair Procedures" in order to ensure vehicle safety.

Of primary concern to auto recyclers is language that restricts the use of Recycled OE parts. Several manufacturers have attempted within their procedures to limit replacement parts to new OE replacements that are only sourced through their own dealership networks. A few of the bills, including the 2016 Michigan SB430, include language that protects consumers' right to choose what type of parts are used on their vehicle. OE Repair Procedure bills are popping up around the country and many of them directly or indirectly restrict used or aftermarket parts in late-model repairs.

Related to the Repair Procedures, and often intertwined with them, are telematic components. As GPS tracking and On-Board-Diagnostic systems have become integrated into multiple vehicle components, questions regarding data have become an issue. The problem is multi-faceted. Open systems are easier to hack and could comprise an owner's private Personally Identifying

Information. On the other side, even the most basic repairs require a connection to the On-Board Diagnostic system to complete. Telematic data has become especially contentious and the implications of who owns the data and who is ultimately responsible for it are at the center of a legal argument currently playing out in Massachusetts. The outcome of this lawsuit could have far-reaching consequences.

In a totally different sphere, catalytic converter thefts are on the rise and several states are looking for ways to combat the problem. While recyclers acknowledge the increase in thefts, there are concerns that limiting who can buy, sell, or process converters may create undue restrictions on auto recyclers while failing to curb the theft and sale of stolen converters by unscrupulous actors. Michigan's Scrap Metal law of 2014 already requires payment to be made in traceable funds and buyers must tag-and-hold certain items for 7 days. Efforts to curb theft in other states could be even more restrictive by making it illegal for all but a few entities to purchase converters. Once that precedent is set, it would likely be introduced into other states.

Not everything on our watch-list is combative. We are actively working to build relationships with several groups that might help develop solutions for industry challenges. Representatives from ARM are attending meetings with a Michigan Dept of State Stakeholder Working Group that covers a wide range of issues. We hope to have meetings soon with battery recyclers to help find profitable outlets for high-voltage batteries. Fox Auto Parts in Belleville, MI just hosted an onsite tour for members of a GM Sustainability Group focused on designing for the future. ARA has hired Andy Latham from Salvage Wire to develop a database of information for electric and hybrid vehicle dismantling – it just went live last month.

The issues we are working on probably won't be considered headline news, but rest assured there is still activity going on even during a pandemic. ARM is more than just casual social gatherings, we are the voice of the auto recycling industry. Please make sure to support the association that is working on your behalf and get involved. We are always looking for new members and for volunteers willing to devote time and effort to our shared cause. We appreciate the dedication so many of you have shown and look forward to our next challenge together. 🚗





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Out with the new.***

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### **Final Rule: Independent Contractor Status under the Fair Labor Standards Act** **29 CFR Parts 780, 788, and 795**

The Department's "Independent Contractor Status Under the Fair Labor Standards Act" rule, published at 86 FR 1168 on January 7, 2021, is currently scheduled to be effective on March 8, 2021. However, in accordance with the memorandum of January 20, 2021, from the Assistant to the President and Chief of Staff, titled "Regulatory Freeze Pending Review," the Department has proposed to delay the rule's effective date to May 7, 2021. See Federal Register 2021-02484. The Department encourages interested parties to submit comments on this proposed delay after publication of the Notice on February 5, 2021 by 11:59 pm ET on February 24, 2021. The Department will consider only comments about its proposal to delay the rule's effective date. Any other comments will be considered to be outside the scope of this proposal. Anyone who submits a comment (including duplicate comments) should understand and expect that the comment, including any personal information provided, will become a matter of public record and will be posted without change to [www.regulations.gov](http://www.regulations.gov). Any comment from an individual gathered and submitted by a third-party organization as a group to WHD and posted under a single document ID number on [www.regulations.gov](http://www.regulations.gov), will likewise be posted without change, including any personal information provided.

On January 6, 2021, the Department of Labor (Department) announced a final rule clarifying the standard for employee versus independent contractor under the Fair Labor Standards Act (FLSA). The effective date of the final rule is March 8, 2021.

In the final rule, the Department:

- Reaffirms an "economic reality" test to determine whether an individual is in business for him or herself (independent contractor) or is economically dependent on a potential employer for work (FLSA employee).
- Identifies and explains two "core factors" that are most probative to the question of whether a worker is economically dependent on someone else's business or is in business for him or herself:

- The nature and degree of control over the work.
- The worker's opportunity for profit or loss based on initiative and/or investment.
- Identifies three other factors that may serve as additional guideposts in the analysis, particularly when the two core factors do not point to the same classification. The factors are:
  - The amount of skill required for the work.
  - The degree of permanence of the working relationship between the worker and the potential employer.
  - Whether the work is part of an integrated unit of production.
- The actual practice of the worker and the potential employer is more relevant than what may be contractually or theoretically possible.
- Provides six fact-specific examples applying the factors.

The final rule was published in the Federal Register on January 7, 2021.

### **Automotive Recyclers Association Protects the Ability of Auto Recyclers to Sell Quality OEM Parts to Make Cost Effective Repairs**

Last week, ARA submitted comments to the U.S. EPA in response to their request for information regarding their 1986 policy on the sale and use of aftermarket catalytic converters (1986 Policy). The EPA derives its authority to regulate the resale and installation of used OEM and aftermarket catalytic converters from the Clean Air Act and clarified its position on the resale and installation of used OEM catalytic converters in its 1986 Policy. The policy goal behind the creation of the 1986 Policy was to allow consumers to have access to less expensive yet still effective used OEM and aftermarket catalytic converters, which would give vehicle owners more incentive to replace their worn-out catalytic converters, thus keeping our air cleaner.

In the 1986 Policy, the EPA categorizes "aftermarket" into two categories: "new aftermarket" and "used aftermarket." The EPA defines the term "used aftermarket" as being a previously used OEM catalytic converter. Under the requirements of the 1986 Policy, used OEM catalytic converters can be sold and used for vehicle repairs so long as the used OEM catalytic converter



passes three tests and meets specific requirements related to documentation. While the EPA permits used OEM catalytic converters to be sold and installed on vehicles so long as the requirements of the 1986 Policy are complied with (and absent any state restrictions), ARA explained to the EPA that the current testing standards for used OEM catalysts in the 1986 Policy are too stringent to achieve the air quality goals of the EPA. Therefore, the EPA should update the testing standards for used OEM catalytic converters because it would be better for overall air quality if vehicle owners could replace worn-out or missing catalytic converters with, higher-functioning, used OEM catalysts rather than not replacing the catalytic converter at all. In its comments, ARA proposed a new framework for the EPA to apply that takes into account the changes in technology and the new motor vehicle landscape, which would base the threshold on reusing a catalytic converter if it was operationally functioning and passes diagnostic testing and any local or state emissions tests.

By updating the testing requirements required by the EPA in its 1986 Policy, which currently makes it impractical if not impossible for automotive recyclers to sell catalytic converters for repair purposes, automotive recyclers will be better able to resell catalytic converters for repair purposes. ARA believes that laws and regulations should not unreasonably restrict the resale of motor vehicle parts by automotive recyclers and has explained to the EPA that by updating the restrictions on the resale of used OEM catalytic converters that the EPA would be able to better improve U.S. air quality.

**The Automotive Recyclers Association  
Advocates for Access to Vehicle Data by  
Joining the American Alliance for Vehicle  
Owners' Rights (AAVOR)**

ARA has joined the newly formed American Alliance for Vehicle Owners' Rights (AAVOR), which is a coalition

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comprised of associations and companies advocating for federal legislation that would provide vehicle owners with access to and control of data generated, collected, and stored by vehicles. The diverse coalition recognizes the need for a federal standard as it relates to access to vehicle data and believes that vehicle manufacturers must provide vehicle owners with access to a vehicle's data. As vehicles become more reliant on computerized systems and the digital interactivity between motor vehicle parts, vehicle manufacturers are using this as a way to maintain greater control over the repair and replacement parts industries. Therefore, AAVOR is working to ensure that vehicle owners continue to maintain consumer choice in the replacement parts they purchase for repairs and that vehicle owners have control over the data generated by their vehicles. AAVOR is currently working on developing draft legislation that would accomplish the following: (1) allow vehicle owners to securely access and control their vehicle data (including authorizing access by third parties); (2) allow vehicle owners to access data directly through the vehicle, in real-time; (3) allow vehicle owners to access data through a technology-neutral, standards-based, secured interface; (4) allow vehicle owners to access data that provides interoperable and bi-directional communication with the vehicle. AAVOR supports bi-partisan legislative efforts to establish a framework for securing the continued rights of vehicle owners to control and access vehicle-generated data. ARA has joined AAVOR's Government Relations Task Force to assist in helping the coalition achieve its goal of requiring vehicle manufacturers to provide vehicle owners with access to their vehicle's data.

### **Busy State Legislative Season Underway**

ARA staff along with affiliate chapter organizations and members have been busy during the first two months of the year advocating for Recycled Original Equipment (ROE) parts and ARA member businesses. As expected, automotive manufacturers introduced legislation that seeks to mandate adherence to OEM repair procedures/directives/specifications/recommendations in multiple states, including Washington, New Hampshire, Nebraska, Arizona and Texas. ARA has continued to oppose all legislation that would disallow the utilization of Recycled Original Equipment (ROE) parts or denies the consumer a choice of what parts are used in the repair

of their vehicles. Thanks to widespread opposition to these bills from many in the alternative parts market, so far none has progressed out of committee and one – H2083 in Arizona – was amended. Texas legislators are expected to take up the bill, House Bill 1131, in March.

Catalytic converter theft is on the rise across the country, a function of high precious metal prices, and many state legislators are introducing bills to address the problem. ARA is tracking several pieces of legislation all with different approaches to which individuals can purchase and who is able to sell detached catalytic converters. Other priority topics this year so far include titling, salvage and nonrepairable thresholds, and illegal dismantling.

For more information or to join ARA's weekly state legislative update calls, please contact Jessica Andrews ([jessica@ara-a.org](mailto:jessica@ara-a.org)).

### **U.S. Department of Labor, Occupational Safety and Health Administration (OSHA):**

- After having been ordered by President Biden to issue revised COVID-19 guidance two weeks ago, OSHA released updated guidance on mitigating and preventing the spread of COVID-19 in the workplace. In its new guidance document, OSHA recommends that employers implement COVID-19 prevention programs in the workplace. According to OSHA, the most effective programs include the following elements: "conducting a hazard assessment; identifying a combination of measures that limit the spread of COVID-19 in the workplace; adopting measures to ensure that workers who are infected or potentially infected are separated and sent home from the workplace; and implementing protections from retaliation for workers who raise COVID-19 related concerns." While this guidance document recommends employers take more proactive measures in combatting the COVID-19 pandemic, OSHA stated that the document is only guidance and does not create new legal obligations.

It must also be noted that President Biden's executive order also asked the Secretary of Labor and OSHA to consider whether any emergency temporary standards on COVID-19 are necessary. If the Secretary of Labor



and OSHA find that emergency temporary standards on COVID-19 are necessary they shall be issued by March 15, 2021. If OSHA adopts an emergency temporary standard on COVID-19, all employers will have to abide by its mandatory provisions.

### **The Automotive Recyclers Association (ARA) Joins Over 500 Associations Calling for Congress to Enact COVID-19 Liability Protections for Businesses**

- On Monday, ARA joined with 580 associations to urge Congress to pass temporary COVID-19 liability protections for businesses. The letter called for Congress to pass balanced liability protections that would ensure that businesses working to comply with government COVID-19 safety guidelines would not be threatened by unfair lawsuits.

### **EV Battery Database**

This data is from an analysis of over 1650 models from 65 vehicle manufacturers; over 7,700 batteries have been identified that need to be removed from vehicles and properly recycled. ARA has acquired this information to assist automotive recyclers with identifying and removing batteries from all vehicles. In some cases, the data includes optional information that may not be applicable to the vehicle being dismantled, or there may be country specific batteries included in the data that are not on the vehicle being dismantled. Best efforts were made to provide full and accurate data, however the ARA cannot be held responsible for errors and/or omissions.

Where the data is not complete and there are gaps, work with vehicle manufacturers is continuing and the data will be updated as new information is made available.

Members can assist the ARA by giving details of vehicles and batteries that are not in the database or any updated information by contacting ARA (staff@a-r-a.org).

To search our EV Database Materials click here:  
<https://arauniversity.org/resources/ev-battery-data-base/>

## **ARA University**



### **Train Smarter, Not Harder!**

Several new and exciting training resources are now available to ARA members through ARA University, accessible for free, 24/7 to all ARA members and their employees.

### **NEW Electric and Hybrid Training**

The automotive industry is going electric. Learn all about hybrid and electric automotive technology in this new 8-module certification course. Prepare your company and employees to safely handle high-voltage vehicles now and in the future.

### **NEW Depollution Training**

At ARA, we have a passion and a responsibility to provide YOU with the training necessary so that you can safely dismantle and recycle the vehicles in your inventory. This module will cover the best practices, industry standards, and regulations for fluid removal, fuel, oil and other petroleum-based fluids as well as antifreeze.

### **NEW Electric Vehicle Battery Database**

Featuring an analysis of over 1650 models from 65 vehicle manufacturers, ARA is providing this database to assist automotive recyclers with identifying and removing batteries from all vehicles.

### **NEW Tech Talks**

Featuring content from the 2020 EDGE Annual Convention & Exposition, 18 new Tech Talk videos have been uploaded to the University, including pre-recorded content from associate member booths. Learn more about the products and services available to automotive recyclers from the ARA associate member community.

### **And COMING SOON...A 4-Part Virtual Facility Tour of Wilbert's U Pull It in Williamson, New York!**

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*All articles reprinted with permission from ARA. 🚗*

# Scrap Tire Grants Available for 2021

The Michigan Department of Environment, Great Lakes, and Energy (EGLE) is pleased to announce the availability of grants that promote and support the cleanup and reuse of scrap tires in Michigan. EGLE is also pleased to announce the availability of grants for the development of markets that reuse scrap tires in Michigan.

Scrap tires pose a fire risk and a human health risk as mosquito breeding grounds. Through grants, scrap tires can be processed and used in paving products for roads, manufactured products, and energy production.

The Scrap Tire Cleanup Grant is available for property owners to clean up old or abandoned scrap tire piles. EGLE will give priority to collection sites where tires were accumulated prior to January 1, 1991, as well as collection sites that pose an imminent threat to public health, safety, welfare, or the environment. Local units of



government and non-profit organizations are also eligible for funding for cleanup days and roadside cleanup grants.

Scrap Tire Market Development Grants are available to fund up to 50 percent of total eligible costs for projects that demonstrate new or increased uses of scrap tires in manufactured products or paving projects. EGLE will prioritize proposals based on the amount of scrap tire material being used in developing the project or product, demonstration of a new use of scrap tire material and demonstration of a viable market for a proposed product.

To receive an application package for a grant, visit the Scrap Tire Cleanup Grant website, or the Scrap Tire Market Development Grant website, and select the appropriate link or contact us at [EGLE-ScrapTire@Michigan.gov](mailto:EGLE-ScrapTire@Michigan.gov).

EGLE will accept Cleanup and Market Development Grant Applications with all supporting documentation received on or before 11:59 p.m. Eastern Standard Time, Friday, April 2, 2021.

## EGLE COVID-19 RESPONSE:

For details on EGLE's work during the pandemic, visit our COVID-19 response webpage. Follow state actions and guidelines at [Michigan.gov/Coronavirus](https://Michigan.gov/Coronavirus). 🚗

## CONGRATULATIONS

To proud grandparents Deb & Tom Schram of Schram Auto and Truck Parts on the recent birth of their granddaughter Eloise Marie, born January 10, 2021 to proud parents Jamie and Alex Provenzano.

## BEST WISHES

ARM sends their best wishes to Mike French, President of Mike French & Company, Inc., who is retiring and closing his business after serving our industry since 1982. He has been such a supportive and positive influence throughout the years and will be sorely missed. We wish you well Mike as you begin this new chapter in your life.

## CONDOLENCES

We send our deepest sympathy to Past President Kim Gray, her husband Doug, their sons Andrew and Daniel and daughter Erin and their families on the recent loss of her stepmother and "Angel Grandma" Dorothy Hill on February 22, 2021 and her father, Robert Hill on February 25, 2021.

Please keep them in your thoughts and prayers during this difficult and sad time. 🚗

## Advertising Opportunity

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

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# UNITED CATALYST CORPORATION: 20 Converter Recycling Tips from Our 2020 Instagram

By Becky Berube

**U**nited Catalyst Corporation is a North American-based processor of scrap catalytic converters that offers global refining services. Getting you the most from your converters with a process you can trust. We feel that an educated customer is our best customer. We know this industry can be hard to navigate but we have some expert tips to help you through the process of converter recycling.

**#1 Tip: Always Follow** – The Four P's of converter recycling profitability. You need a process, a program, and a partner you can trust. You also need to learn the power of Education.

**#2 Tip: A Process You Can Trust** – You can sell on assay instead of selling by the piece. You will need to be paid on a sample and assay that are official, accurate, and verifiable.

**#3 Tip: A Program You Can Trust** – You need to be able to get money when you need it to run your business. Getting you the most money from your converters should not mean you have to wait 3 months to get paid or until you have a truckload. With most processors, you have payment choices.

**#4 Tip: A Partner You Can Trust** – Selling on assay or recovery helps to eliminate grading scams and two-for-one sales because there is a test result that can be considered the basis for the sale. However even with this method, nothing is guaranteed. Working with a partner you can trust cannot be overstated.

**#5 Tip: The Power of Education** – We take a complex process and try to make it understandable and easy to use. Once you learn about your converters and your yard profile, you will increase your profits. No one will ever be able to take advantage of you again.

**#6 Tip: Focus on the Numbers** – We strongly advise our customers to know their count before they sell. If you do not have an accurate unit count, you will not know your true average.

**#7 Tip: Understand the Importance of Weights** – Next to knowing your unit count, the second most important piece of information is weights. Be sure your processor is mass balancing all weights IN and OUT of their facility. If you are missing weight, you are missing money.

**#8 Tip: Making Sense of the Assay Report and Final Invoice** – Both can look like mumbo-jumbo, but when you understand what should be on them, you are less likely to fall prey to any unethical practices and leave money on the table.

**#9 Tip: One Way. Assay.** – Assay-based selling with a process, a program and a partner you can trust (and verify) is the only way to maximize the money you get for your cats with any certainty. In life there is more than one good way to do most things. This is not true with converter recycling.

**#10 Tip: Play the Long Game** – Keep selling into the market on assay. Do not take unnecessary risks. Play the long game.

**#11 Tip: Increase Your Averages** – By switching to Assay, your average cat sale should be up anywhere from 5-45% depending on how you were being treated by your buyer.

**#12 Tip: Be Meticulous** – Be meticulous about safeguarding your converters: locks, video, counts, personnel. Even if it takes a large amount of time and money do whatever it takes. The primary responsibility lies with you.

**#13 Tip: Never Tell Your Buyer, You Know Where They Are** – If you are selling by the piece, never say to the converter company, "you know where they are." This is a license to steal.

**#14 Tip: Mark Your Cats** – 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 have got them.

**#15 Tip: Put Your Halves Aside** – If you are selling by the piece, never let the company put the halves on the truck until you inspect them. If a converter is worth \$300 and its three quarters full, why would you take half price when the guy is going to sell it as a full?

**#16 Tip: Do Business with Good People** – Good people need to do business with good people. Screen your clients and customers. Know your customer (KYC) is a legal requirement to comply with Anti-Money Laundering laws (AML). Protect yourself and your business.

**#17 Tip: Become an Educated Customer** – In converter recycling, the best recyclers know their numbers and partner with companies that educate.

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

**#19 Tip: Switch to Assay** – There is only one way to recycle a scrap catalytic converter. It must be de-canned, milled, sampled, assayed, smelted, and refined.

**#20 Tip: Get All the Money for Your Converters** – How much money do you want from your converters? Your answer should be all of it. How do you get all the money from your converters? Process and sell them on assay. 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 Daily to 864-834-2003. You can also call us or email us at [sales@unitedcatalystcorporation.com](mailto: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: New Models, New Uses for Batteries

By Amanda Zmolek

It seems like every day there is a flurry of electric vehicle news to read. I've been working to stay on top of it all, and here are some of the interesting things I've heard lately that I'd like to share with you.

## New Models

There are a ton of new electric models hitting the roads this year or in the near future. There's the resurrected Hummer and the Ford Mustang Mach-E. GM just announced a new business unit called Bright Drop that will focus on electric last-mile delivery. According to *Car and Driver*, Ford plans for an electric F-150 to go on sale in mid-2022. Fisker plans to release the Ocean SUV in 2022, Rivian has the R1T pickup planned for 2021, and Lucid Motors will go public soon if everything goes according to plan. (Ford and Amazon, among other companies, have stakes in Rivian too). And if you really wanted a Tesla Cybertruck, you should be able to get one later this year. Not to mention announcements about EVs from Cadillac, VW, and more.

## Range Updates

In the past, a major bottleneck for electric vehicle adoption was range. In other words "how far can I go before I run down the battery?" I did a few quick searches and found the following stats. It seems like things are starting to change.

A 2014 Nissan Leaf had an expected range (when new) of 75 miles. That's not even enough to get me from my home to my office and back! I'm not the type to drive a compact car anyway, but even if I was, that wouldn't cut it!

A 2018 Chevy Bolt would have gotten me a couple of trips to work and back. Its range was quoted at 238 miles. I'd probably have to stop for a charge if I wanted to do the 195-mile roadtrip from Dallas to Austin though. And probably still not enough room for all the suitcases and friends.

The 2020 Mustang Mach-E RWD version has an expected range of 300 miles, and there are a few Teslas that quote between 300 and 400. Now we're getting closer to what



I would call a reasonable range. My 2007 V6 Mustang gets between 360-415 miles to the tank, depending on Dallas traffic, so that's what I've grown accustomed to.

## Where to Charge It

Another hurdle for EVs catching on was the lack of a dependable network of charging stations. While this network is growing at an exponential rate, it is also useful to note that "Level 2" home charging is becoming more common. Level 2 charging gets you about 10 to 20 miles of range per hour of charging and can run off a typical home's 240V service, according to the U.S. Department of Energy. While not at the "Level 3" DC fast-charging rate of 60 to 80 miles of range per 20 minutes of charging, it can be useful for overnight charges or can be installed in parking garages or at businesses like hotels and movie theaters. As of 2019, 80% of the public network was Level 2, and 15% was Level 3.

Level 1 charging, for reference, provides charging through a 120V AC plug. Most EVs will come with a Level 1 cord, so no additional charging equipment is required. It's pretty slow though. You only get 2 to 5 miles of range per hour of charging.

## New Uses for Batteries

There are several companies that are exploring what a second life for a used electric vehicle battery could look like. Portable power and power storage for the electric

grid are two such possibilities. Recycled batteries could become home or business power storage solutions. This is important for three use cases – power sources that are not always consistent (usually renewables), uneven strain on the power grid (think of all the air conditioners running at full blast on an August afternoon in Texas) and backup power (similar to the way generators are used today). According to McKinsey & Company, “Lithium-ion batteries used in EVs, usually designed to be useful for a decade, degrade significantly during the first five years of operation. But even after 10 years of use, an EV battery can be reused in markets that need stationary energy storage requiring less frequent cycling (especially 100-300 cycles per year).” Those with a supply of electric vehicle batteries on hand might have a host of new customers in new industries soon.

I have also heard of some electric vehicles themselves being able to support a two-way current. V2G stands for “vehicle-to-grid” and is a technology that enables energy to be pushed back to the power grid from the battery of an electric car. That is, if the power goes out at your house, one day you might be able to plug your house into your car for backup power rather than using a stationary battery backup or a traditional generator.

## Updated Stats

So how many electric vehicles are out there now? Here are some stats I found by searching and filtering on Copart.com at the end of January:

- For model years 2015 and newer, we have more hybrid/electric automobiles in inventory than diesels. Hybrid and electric automobiles make up about 3% of these model years. Diesels are about 2%.
- There are 3 times as many hybrid/electric automobiles than diesels for model years 2020 and newer. Hybrid and electric vehicles make up 4.5% of this inventory across the U.S. and Canada.

Want more data? You can search and filter our inventory for your own area by year and fuel type anytime you wish.

*Amanda is an industry relations manager for Copart. She started her career with Greenleaf Auto Recyclers in 2006. Later, after spending a few years working for a professional football team, she decided that auto salvage is her home and has been at Copart since 2015. Contact Amanda at 972-391-5759 or [amanda.zmolek@copart.com](mailto:amanda.zmolek@copart.com). 🚗*

## ARA TRAINS THE INDUSTRY

**ARA UNIVERSITY** is your *GO-TO* resource for industry training and **FREE for all ARA Direct Members!**

ARAU delivers unlimited access to the **automotive recycling industry's premier online video training**, available 24/7 from any computer and most mobile devices.

Visit [arauniversity.org](http://arauniversity.org) for more information.

### You can also find:

- **Industry Partner Training** Links to ARA Associate Member training and resources.
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**1** To enroll your company, go to [ARAUniversity.org](http://ARAUniversity.org) and click the **blue button** at the top of the page, “Enroll Your Company.”

**2** Choose “ARA Member” option and fill out the form with your Training Administrator’s information.

**3** Your company membership in the Automotive Recyclers Association will be verified, and you will receive a “Welcome” email from KPA, ARAU’s LMS training platform partner, with your login company login details.

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## Who Says Money Doesn't Grow on Trees . . .

### Let's Talk Recalls...

By Katie Stark and Paul D'Adamo

**M**any quotes make you think about the value of money. This is especially true when Auto Recyclers pay exorbitant prices for inventory and associated fees. Naturally, if the cost of goods continues to escalate, you must strive to extract more value from inventory. Money may not grow on trees, but in the auto recycling world, our job is to make money from our inventory tree; Scrap/Wrecked/Junk Vehicles. It is what makes us unique and part of an extraordinary system we call the automotive circular economy.

Non-part revenue, cores, commodities, and recalls need to be an integral part of an auto recyclers business model. I often hear "we don't have time to pull airbags or cores". My rebuttal question is are you pulling parts for your customers? Your core, commodity, and recall vendors are customers. In fact, we are a customer whose return percentage is ZERO. Some yards have taken it a step further and anointed a Commodities Manager to oversee the process of generating non-part revenue. They recognize the value of this material as part of the monetization of the vehicle's monetization and they will shake the inventory tree until every valuable item is recovered.

### Value Proposition on Airbags

From a Scrap perspective, recovered airbags' value far outweighs their scrap value. At \$200 per net ton for scrap, the average airbag (average 15 pounds) returns a whopping \$1.50.

From a Time and Labor Perspective, airbags are a win-win.

Most driver airbags take less than 5 minutes to remove, so even if you are paying a parts technician \$20/hour, it will only cost you \$5 for a \$55 part. Passenger airbags can take 10 - 20 minutes but the majority are removed in under 10 minutes once a parts technician has removed a few of the same type. Using the example above, that 10 minutes will yield \$60. Let's not forget that airbags have a one-way ticket to destruction, so there are no return costs involved, packaging and freight are covered, and you are keeping your company safe from liability.

For auto recyclers with full dismantling shops, the opportunity is ripe for removing airbags. You have a dismantler with a full set of tools ready to recover parts when that vehicle comes into the bay. The more value they remove in the bay, the less extra time is devoted to chasing down airbags in the yard at a future time.

For Self Service, we would always recommend pulling the defective Takata airbags before de-pollution and being set in the retail yard. You will save money and time removing them while they are in a quarantine area rather than chasing them once they are out in the yard.

### Stay Tuned . . .

We are awaiting the release of 5M+ airbag VIN's from GM. These are new Models to the Recalls. The announcement should be made mid-February. We have also been told that another 2M VIN's are coming from Ford in Q2. These airbags are not from new models of vehicles, but simply include the driver's side of the existing models on our list.

### Questions on airbag recalls?

Call or email Pauly D. the Recall Guy at 401-458-9080 or [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com). 🚗



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-  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 31<sup>st</sup>**

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](http://automotiverecyclers.org) or contact the ARM office at 810-695-6760 or [arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org).



# Oh, Road Show, How We Miss You!



Please enjoy these Road Show memories!  
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1



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## 5 Important Business Lessons from the Bird Feeder!

By Donald Cooper

Reprinted from Donald Cooper's Blog | January 6, 2021

(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:

Here's a simple question that every business needs to ask...

*"Are we trying to get our customers to do what we want them to do, or are we committed to helping them do what they want to do?"*

—Donald Cooper

**2. What will you do in 2021 to be a better place to work?** In survey after survey, the companies that are rated the best for delivering an amazing 'customer experience' are also rated as one of the best places to work in their industry.

This is not a coincidence! You cannot be a great place for your customers if you're not a great place to work. So, what 4 or 5 things will you do to be a better place to work in 2021? Ask your team for their input. Trust me, they have a list. Remember, the best people have to work for someone...it's just that you have to deserve them!

**3. IKEA discontinues its famous catalogue after more than 70 years.** More than 200 million copies of the IKEA catalogue were printed each year, in 32 languages. But, no more! The trend to online buying, hastened by COVID-19, has diminished the print catalogue's effectiveness, so it's gone! This is a huge saving for IKEA...but a big blow to the already struggling printing industry.



So, what should be transformed, reinvented or discontinued in your business in 2021...and when will you start?

*Now, to this week's important topic:*

**5 important business lessons from the bird feeder!**

*Note: I wrote this article a few years ago, but it's a 'classic' with a timeless business message. Enjoy!*

At the end of every year we retreat to our country place for two wonderful and peaceful weeks to reflect, refresh and relax. Although it's only two hours north of Toronto, it feels like a million miles from anything 'city'...especially in winter! But, even here, one learns important business lessons.

As soon as we arrived this year, I hung a bird feeder right outside our kitchen window. Think of this as a new business start-up with a great product (ok, so peanuts from Bulk Barn), no customers, but great potential in the form of a nearby forest full of hungry birds. This new venture had 'success' written all over it!

But how, I wondered, do I promote my 'grand opening'? First, I thought of advertising but birds don't read newspapers, don't listen to the radio or watch TV...but they do 'tweet'. Then, I thought that maybe I should create a 'grand opening special' by lowering my price... but hell, I was giving my peanuts away. How much lower could I go? I even considered sampling, but didn't fancy myself standing outside, under the feeder, at minus 35 degrees, holding out a handful of free peanuts.

Here's what happened during the first five days of my new 'business venture'...

**Day #1:** No customers. Not one single bird. Our new business was a failure!

**Day #2:** Things are looking up! We are visited by one chickadee, who apparently loves free, imported Spanish peanuts. He stays to shop the entire day.

**Day #3:** Things are really looking up. We have dozens of chickadees and two kinds of nuthatches. Apparently, birds tell other birds. Funny how that works.

**Day #4:** We have dozens more chickadees, endless nuthatches, several pushy blue jays, brilliant cardinals and two kinds of woodpeckers...both males and females. Apparently, peanuts are a one-size-fits-all item ...and not gender-specific.

Our 'grand opening' is officially declared to be a huge success! We now have line-ups. It's like an IKEA grand opening...our customers are actually fighting for the 'merchandise'.

By the end of the day we're running out of peanuts and I make a special trip to town to replenish our inventory and purchase two additional feeders to expand our operation, eliminate line-ups and improve our customer service.

**Day #5:** Our customer base grows even more with the addition of one blue jay and a red squirrel. He doesn't fit our demographic, but we welcome him anyway, as long as he doesn't frighten away our primary target customers.

### **So, here are your five important business lessons from the bird feeder...**

1. You can't build a business in one day. Be in it for the long haul.
2. Word-of-mouth works! One delighted customer can profoundly affect the success of your business.
3. Don't run out of what your customers want.
4. Expand your business only when you have line-ups. Don't get ahead of yourself. Too much inventory or too much overhead can kill you.
5. You may get customers that you didn't expect. Welcome them! They create a whole new possibility to grow your business.

### **That's it for this week...Stay safe...live brilliantly... and do at least 3 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](mailto: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 [click here](#) to connect to our 'Enquiry Page'. 🚗*



## **F.Y.I.**

The deadline for the next issue of the Automotive Recyclers of Michigan YardTalk newsletter is May 17, 2021. 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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