



AUTOMOTIVE
RECYCLERS
OF MICHIGAN

YARDTALK

Issue 4

The Official Publication of the Automotive Recyclers of Michigan

Fall-Winter 2021

The President's Message

I would like to start my first article with a very hearty thanks to several people. Thanks to the previous presidents and board members who laid out a solid foundation to build on. Thanks to the members who participate



Slater Shroyer

in the events that keep this association alive. Thanks to Barb and Kathy who keep this whole thing running.

And a special thanks to Kim Gray who called and asked me to step back into this role as a favor and wouldn't take no for an answer.

There's a lot going on in this industry and we're going to be adapting to changes whether we like them or not. High voltage batteries are here to stay and handling, storing and efficiently recycling them is going to be a challenge for anyone who plans to continue in this industry. GM has committed to a fully electric model line-up by 2035. Ford just announced they're investing \$22 Billion into EVs and by 2030

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2020-2021 EXECUTIVE DIRECTOR ANNUAL REPORT

Hi Everyone! As your Executive Director, I just want to take a few minutes to share some brief insights as to the happenings of your association this past year. In spite of continuing challenges from COVID-19 throughout this 2020-2021 fiscal year, your association moved forward with a sense of positivity. With Jayson's leadership, we



Barb Utter

were determined to find some light at the end of the ongoing pandemic tunnel. While we remained committed to following all protocol and safety guidelines, your Board of Directors was committed to planning an event that could bring us all together while following the pandemic guidelines, one that would provide us the

opportunity to meet in an safe environment so we could finally reunite face to face.

With that commitment, focus and resourcefulness, we were able to execute a very successful, in-person, golf outing and a live auction that surpassed our greatest expectations. As you can see from the financial recaps, we raised a substantial sum of monies, which of course is always needed, but even just as important, we provided a great venue that allowed us to reconnect and be together as the family that we are. That strong, determined commitment is truly the strength that has guided our leaders throughout our existence and the challenges of this pandemic has not only reinforced that position but it has made us even stronger. We care about each other. We care about our industry and we depend on each other, through the prosperous as well as the tough times. There truly is value and power in membership, of belonging and working together for the future. We saw that firsthand when we all met at the Timber Ridge Golf Course in East Lansing this past May.

Jayson and meeting chair Scott Kooienga and their team worked tirelessly on our behalf. These events don't just happen overnight. They require a huge personal commitment. It takes a great deal of time and planning, time away from their businesses and families. Fortunately for all of us, they not only made that commitment, but they took it to a new level and planned an extraordinary

event that allowed us to be together while meeting all of the pandemic protocols and safety procedures and then some. Because of their commitment and their passion for our association and our industry, their leadership and planning gave us an event that reunited us when it was so needed. Their enthusiasm was contagious as was very evident when our members and friends gathered together on that glorious sunny morning and we were once again a family united by a common commitment to move forward regardless of the obstacles facing us, just as our founding fathers moved forward on the behalf of everyone in the industry 50 years ago. As I looked around at the happiness and joy that was so evident on that beautiful morning, it was apparent that because of the commitment of so many throughout the years, we have been able to remain a strong association that is always there for everyone regardless of the challenges. Our legacy continued to shine.

We had many other positives this year that also made the light in that tunnel just a little brighter, but for the sake of time, I encourage you to read through the committee reports to see the commitment your Board of Directors and committee chairs made on your behalf. Your association also continued to be involved and proactive with our state agencies, including our participation in the Michigan Department of State's Dealer Stakeholder group. As you will soon hear, we continue to have tremendous support from David Gregory and his Kelley Cawthorne team, who are our voice in Lansing. The MICAR committee worked tirelessly updating our MICAR Program so it continues to provide participants with a current resource tool to assist them to meet best business practices, environmental and safety standards under the expertise and leadership of our environmental manager Dave Kendziorski, who you will also hear from later. As you can see, even though the pandemic remains a challenge, ARM continues to move forward, to remain a viable, strong association for each of you.

Thanks to the financial success of our in-person event and with the support and commitment of our Board of Directors, our Direct and Associate members and our

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MICAR

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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

April 7-9, 2022

URG Training Conference

Hyatt Regency Hotel

New Orleans, LA

May 20-21, 2022

ARM Road Show & Business Networking Conference & 50th Anniversary Celebration

Morris Rose Auto Parts

Kalamazoo, MI

President's Message

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40% or more of their volume will be electric. Stellantis, the company that owns Chrysler, promises 40% low-emission vehicles by 2030. In a shift from hybrids to electric vehicles, Toyota just unveiled the bZX4, the first of 15 planned zero-emissions vehicles.

All of this means that modern recyclers need meaningful technical information and safety training from accredited programs.

The legal landscape keeps shifting under our feet. ARA monitored 49 bills in 23 states that focused on catalytic converters this year alone. This doesn't include the bills centered around OEM repair procedures or Right-to-Repair legislation that could substantially reshape the parts reuse market for decades to come.

The association had a difficult 2020, with meetings and events cancelled and most of our revenue generators wiped out in a single swoop. Thanks to the leadership of Jayson Doren, Scott Kooienga, a host of past-presidents and ultimately the dedicated members of ARM, we came out stronger. The attendance at our 2021 Golf Outing showed that we are all ready to find ways to network. This year we're planning a live Road Show with educational seminars, vendor demonstrations, and high-voltage battery training from Andy Latham.

As we move forward together, we need input from you if we are going to succeed. If you would like to find out how you can get involved, please call the ARM office at 810-695-6760. 🚗



RECYCLE, IT'S YOUR FUTURE.

FUTURE RECYCLER

Congratulations to our newest recycler and his proud parents Lauren and Chad and his grandparents Sue & John Sadocha, formerly of Auto Farm, Inc in Ira, MI on the birth of their son and grandson Thomas, born September 28, 2021.

CONDOLENCES

We send our deepest sympathy to former ARM Board Member John & Sue Sadocha and their family on the recent passing of John's mother Gloria Sadocha. Please keep them in your thoughts and prayers during this difficult time.

GET WELL WISHES

ARM sends a big shout out to our friend DJ Harrington for a speedy recovery after his recent surgery. We're looking forward to seeing him at our Road Show in May. 🚗

Scrap Report

Foundry Steel.....	\$400.00 gt
Clean Auto Cast	\$420.00 gt
Unclean Motor Blocks	\$380.00 gt
Auto Bodies	\$270.00 nt
Batteries	\$.20 lb.
Copper/Brass Radiators.....	\$2.31 lb.
Aluminum (clean).....	\$.57 lb.
Whole Aluminum Transmissions....	\$.22 lb.

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

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

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MICAR Update

By David Kendziorski
MICAR Program Manager

MICAR members are audited by David Kendziorski, MICAR Program Manager, every other year to verify compliance with the standards and offer onsite assistance. This year, 19 MICAR members were audited in October and the remaining members will conduct Self-Audits. This is the first year that members were audited for the expanded and updated list of 39 standards. Although the new standards do not need to be met until 2023, it was impressive that four audited members met all the updated standards this year. Gold Stars go out to Heights Auto Parts, Highway Auto Parts, Fox Auto Parts, and Michigan Truck Parts. It is likely that some of the members conducting Self-Audits this year will also be able to meet all the updated standards in 2021.



We are happy to welcome iDrive Auto Parts, Inc. located in Warren as the newest member of MICAR and are happy to report they have been certified. Congratulations!

Almost all audited members reported that they were short-staffed, and the worker shortages have impacted compliance efforts, yard cleanups, vehicle processing, inspection paperwork, and more. Hopefully staff levels can return to normal in 2022. On a positive note (if there is one), a few members reported that the staff shortages have forced them to reevaluate how many employees they actually need, and to examine ways to improve efficiency and productivity.

MICAR 2020-2021 MEMBERSHIP

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Cats Auto Salvage
Doug's Auto Recyclers
Dusseau Auto Parts
Eagle Auto Parts
East Bay Auto Parts
Ernie's Auto Parts
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Schram Auto & Truck Parts
Schram Auto & Truck Parts Lansing
Shroyer Auto Parts
Travers Auto Parts
U-Pull & Save East
US Auto-Wayne
Weller Auto Parts
Weller Auto Parts-Kalamazoo
US Auto-Sterling Heights 🚗

Keep Removing the Mercury Switches

The End of Life Vehicle Solutions (ELVS) Mercury Collection and Recycling Program has been extended until July 1, 2027.

If you need a replacement bucket, email elvsbuckets@usecology.com.

As a reminder, mercury light switches may be in domestic brand (GM, Ford, Chrysler) vehicles

manufactured prior to 2003. Newer vehicles and foreign brands do not contain mercury switches.

For further information, visit the ELVS website at Elvsolutions.org.

The website also has guideline links for recycling and transporting high voltage (hybrid and electric) batteries. 🚗

2021 CIECA Award Winner

CIECA announced its 2021 award recipients during the Red Carpet Awards Breakfast at the SEMA Show in Las Vegas, NV, November 3. The event was sponsored by the Society of Collision Repair Specialists (SCRS) and BodyShop Business, as well as the participating associations. Congratulations to all of those who were recognized!

Electronic Commerce Company of the Year

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Accepted by Jeff Schroder, Founding CEO

Car-Part.com received this award for its extensive committee involvement and promoting CIECA Standards throughout the industry. Thank you to Jeff Schroder as well as Car-Part.com employees Steve Betley, Mike Hastings, Jeff Dietrich, Vic Halpin, Kelly Lawlor and Joanna Cohen for their committee involvement and dedication. 🚗



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Photo by Max Fray on Unsplash

By Amber Kendrick

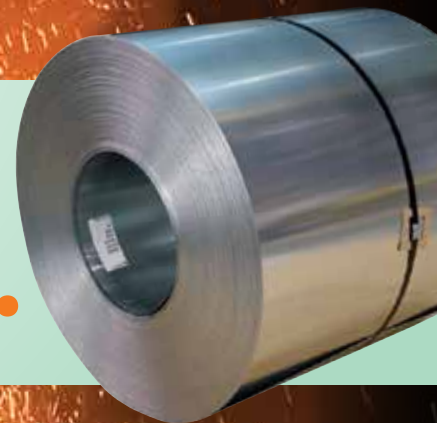
As the saying goes, 'everything is bigger in Texas' and this year's Automotive Recyclers Associations conference was both bigger and better than I anticipated, with nearly 750 recyclers and over 250 vendors! The 78th annual ARA convention & exposition was held in Dallas, Texas, at the Sheraton downtown and the trade show was truly expansive. There were well over 50 large booths the Grand Hall showing off their products and services, from familiar faces (like Car-part.com and our very own Michigan based Commercial Forms) to those I have never worked with before (such as iScrapRight Recycling Software and Wolfpack Enterprises Core Supplier of Torques and Transmissions.) Thursday kicked off with a series of meetings, everything from the affiliate chapters to committees to the scholarship foundation, followed by a past presidents' luncheon and tech-talk seminars from yard management systems. The opening keynote was delivered by Tony Graham from Solera. A senior business leader in the automotive industry for the last 26 years, Graham holds a master's degree from Central Michigan University!

Friday's seminars were packed full of excellent business-driven information and ideas. I attended "Using Data to Cultivate Leaders" by Tiffany Whitmire of Fenix Parts and was very interested in learning how that multi-site, publicly traded chain of yards utilizes their data. Whitmire shared that each department from each yard has three metrics, and the metrics must have both a quantity and a quality aspect, they cannot be one or the other. For example, in inventory, the quantity metric may be number of cars inventoried last week and the quality metrics may be the dollars of parts credited as inventoried wrong as a percentage of sales and the dollars of parts deleted as inventory error as a percentage of sales. There are color ranges established for each number. Each of these metrics are calculated weekly: if

they meet or exceed their goal, the number is green, if they are close, the number is yellow, and if they are far off the goal the number is red. Then each week they have a zoom call with management on Mondays and each week the managers meet with their people on Tuesdays and they share the three numbers. Whitmire also stated that if their numbers are green, very little is said, if their numbers are yellow, the people responsible are asked to explain why they are yellow and their plan to get to the green, and if their numbers are red, it's a big problem and everyone talks about what needs to happen and how exactly to get these numbers from red to yellow or from red to green.

Pat Huisers & Mike Meyer, owners of Pam's Auto in Minnesota also spoke powerfully on Friday about how to use consistent business policy to grow your profits. They addressed eight popular topics: hiring the right people, sales presentations, credit card policy, common sense return policy, warranty policy, shipping/freight, body cuts, and customer dispute resolution. In each of the eight topics, Huisers and Meyer shared the details of what they do at Pam's Auto, giving us an inside look at their operation, but they also stressed that this is what works for them, and the key is for each of us to review and revise our policies and make them work in our businesses for our customers and our employees. Pam's Auto started on 4.5 acres and now has 130 acres, they now have 74 employees and have been ISO9000 certified for four years! Their policies look very different than they did even just five years ago, and they stress that if we are growing our businesses, we should be revising our policies, communicating the changes with our staff and customers, and making sure we are clear and concise as well as fair. They have an extensive training process but very simple documentation to help

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ARA 2021

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their people understand their policies and communicate them very well to their customers.

“Building a Sales Team” was a great seminar presented by Lee Worman and Mike Kunkle of Profit Team Consulting. They walked us through finding, hiring, and training salespeople, addressing many pressing concerns from the pandemic from work ethic to company structure and management. Noting that retail calls are up across the country and that more individuals are requesting parts for their own vehicles, Worman and Kunkle encouraged us to foster sales teams that are tolerant and

recyclers about software offerings and utilizing inventory management systems and add-ons. The ARA mentoring program was another featured topic I missed out on, but a really neat program I heard about over the weekend and worth looking into; yards are paired with experienced mentors in the program. Hybrid and electric vehicles/batteries were a popular session topic, as was environmental stewardship, safety and the ARA CAR program.

Wrapping up the conference was the closing keynote speaker Heather Christie, an attorney, executive coach, speaking professional and business owner. Christie



patient as well as knowledgeable and skilled. They noted the work force today may be looking for alternative benefits or a different work/life balance than what the previous generation had accepted, something echoed in a seminar from Jen Wilson of Jencey Consulting on Productivity on Saturday. In that seminar, Wilson stressed asking people what they need, prioritizing the most important tasks, and streamlining work to create efficiency and effectiveness. Wilson passionately spoke on how easy it is for workaholics to burn themselves out and overdo, becoming ineffective. Periods of rest and even shorter work hours may actually lead to higher productivity!

I didn't get a chance to see many awesome seminars, including several on succession planning, yard valuation and selling your yard, a very hot topic in the industry at the moment with so many yard owners approaching retirement age. There were “tech talk” sessions from the major technology partners in the industry, teaching

really brought it all together by speaking on creating an action plan, saying “no” to the ideas you need to say “no” to in order to say “yes” to those important strategies that will give you the return on investment that you are looking for. With many valuable insights from the weekend clearly organized, attendees were able to use this last session to categorize and crystalize their favorite impressions and best ideas from the weekend to take home and put into practice.

Some of the most useful improvements come not from formal seminars but from time spent socializing with other recyclers, and there were plenty of opportunities for that at the ARA conference and expo. On Friday night the networking & awards dinner theme was “Tag Your Team Swag” and everyone was encouraged to come dressed not in formal wear but in their yard apparel, and tag ARA in the pictures on social media. Many awards were given out, notably to Chuck's Auto Salvage as CAR

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The Future of Mobility and Automotive Recycling:

An Update on Battery Recycling and Outlook on Clean Energy Trends

By Becky Berube

On Friday, November 12, at the 78th Annual ARA Convention & Expo, in Dallas, TX, we assembled an expert panel to discuss what “electrification” will mean for automotive recycling. Dirk Spiers, Founder of Spiers New Technologies, and Lea Malloy, Head of EV Battery Solutions of Cox Automotive Mobility, now partners, provided an update on what they hope to be a “one stop” solution for battery life cycle management to include both reuse and recycle. Matt Watson, Director of Precious Metals Commodity Management LLC, presented research on energy trends and the heightened critical mineral demands of the future. With differing views on many topics, the panel agreed that future complexities will mean future opportunities for harvesting critical technology materials from end-of-life vehicles.

In short, recyclers are receiving hybrid and electric vehicles with batteries that need environmentally responsible and profitable solutions. ARA electric certification and EV battery handling programs from trainers like Andy Latham of Salvage Wire, provide the crucial first step before the sale; namely, removal of the battery while keeping employees safe. The next decision for the recyclers is where to sell the battery. Remanufacturing and reuse, as a rule, tend to be more profitable than recycling. A decision tree forms depending on the chemistry of the battery, the state of charge, and logistics.

In a September 1, 2021, press release, Cox Automotive announced as part of the Spiers New Technologies (SNT) acquisition, that “the new independent, third-party battery health diagnostic tool built by SNT and Cox Automotive Mobility is powered by SNT’s ALFRED battery decisioning platform. This battery health diagnostic tool is becoming the industry standard used globally to assess the condition and value of EV batteries, filling a void in the new and used EV category. Cox Automotive is currently delivering EV battery health reports as part of its Manheim condition reports at select auction locations.”

Automotive recyclers, Daniel Baldwin, of Nevada Pic A Part, wanted to know when the panel thought the battery

supply chain would develop profitability and Jim Watson, of ABC Auto Parts, asked if they anticipated automotive recyclers being included in the loop. Malloy answered affirmatively regarding inclusion of recyclers in the end-of-life solution and Spiers emphasized the importance of taking in all chemistries, and not “cherry-picking” loads, to make the business case positive for both the end-to-end solution provider and the recycler. Important to note is that transportation of nickel-based and lithium-based batteries require special handling under the UN Manual of Tests and Criteria, section UN 38.3.

Matt Watson explained to the audience how lithium-based batteries containing higher percentages of cobalt and nickel would make the business case positive for recycling while lithium iron phosphate compositions or LFPs, with less expensive materials, cost money to recycle. For several years, Umicore Battery Recycling in Hoboken, Belgium, has been able to recycle all types and all sizes of Li-ion and NiMH batteries into cobalt, nickel, and copper alloys, with partner company Solvay, in France, that can further reclaim rare earth elements (REE) concentrates found in the pyrometallurgical slag. This operation has primarily served extended manufacturer responsibility take-back schemes in Europe and other parts of the world. Today, however, through the efforts of organizations like Call2Recycle, a battery recycling and stewardship program, batteries move through sorting partners and specific chemistry batteries are shipped to appropriate specialty processors. The processors extract useable metals to be used in the manufacturing of new products. Waste products are responsibly and safely disposed of according to Responsible Recycling (R2) and Basel Action Network (BAN) standards. The importance of selling to responsible parties cannot be overstated, as not doing so can become a liability to the recycler that generated and received payment for the scrap.

Watson made his case that there are serious mineral constraints for lithium, nickel, and cobalt, to meet the lithium battery production demand. He differentiated the amount of platinum group metals (PGMs) needed between a base case (minimum) and a zero-emission

mandate (maximum) level being reached. The majority of auto catalyst scrap recovery will be in palladium while the demand for palladium will decrease significantly 20 years after the ICE vehicles retire. Higher PGM coatings will be required for hybrid vehicles due to cold starts and higher emission standards, but there is no such need for the metals in fully electric vehicles. Hydrogen vehicles, on the other hand, require large amounts of platinum.

Watson told the audience that copper and silver drive the electrification of everything and will be in high demand. Silver is the best conductor of energy with copper a close second, gold, and expensive third, and aluminum a distant fourth. He stated that 560 metric tons of copper had been mined in the past 1,000 years. We will be needing double that amount for the next 30 years for clean energy and the electrification of everything.

The bottom line is that it is a great time to be in recycling. These critical technology metals will be in demand and auto recyclers will have a continuous supply. The prices for these metals are likely to climb over the long term. Since recycling has a lower carbon footprint than mining, many

OEMs get higher credits for using recycled ounces than mined ounces. This is more good news for auto recyclers.

If you have questions about this article or any issue pertaining to the recovery of precious metals and materials from automotive recycling, we, at United Catalyst, are here to help you. United Catalyst Corporation is a processor of scrap catalytic converters that offers global refining services. Our recycling solutions are accurate, scientific, and verifiable to get you the most money. United Catalyst is a processor you can trust.

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

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

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Presidential Award

By Jayson Doren

The Presidential award is given annually to a person who continually goes above and beyond what is asked of them for the greater good for our association, this year's choice was an easy one for me to make! Scott Kooienga always makes himself available to the ARM association for any board meetings, special projects, issues that come up etc. even if he's on vacation! His enthusiasm and positive attitude are contagious! His help in planning and executing our very successful golf outing this year was critical to the overall success of the event. Streaming the auction live via Zoom was all Scott's idea and what a great idea it was!

I have no doubt that Scott will continue to be a terrific asset to the board of directors. Thank you, Scott, I truly appreciate all your help and your friendship as well. 🚗



Passing the Gavel!

Thank you Jayson for an incredible two years!

By Barb Utter

Effective leaders are people who make themselves the kind of person people want to follow. They are positive, they create a path for others to succeed, they accept challenges head on, they provide resources and encourage their "team" to rise to the occasion, they actually walk the walk and talk the talk...they are Jayson Doren.

Jayson has been confronted with just about any challenge you can imagine these past two years, both personal and professionally, as he led ARM through a time that none of us could ever have thought possible. When most would wonder "why me" never once did I ever hear him complain or even have a "slight pity party", of which he definitely deserved to have. Not Jayson! Even when we did not know from day to day what the pandemic would bring to each of us and to ARM, he was there for all of us with his positive words of encouragement and what many did not know, his wife and one of his best friends were both going



through treatment for cancer during this time as well. We definitely had the strength we needed to guide us through those very difficult unknowns.

It has been such a pleasure working together with Jayson these past

two years and we all thank you for all the time and effort you have given on our behalf and I thank you for the special friendship we have. While we will all miss you, we know you will still be involved because past presidents can never get very far away as is very evident with our incoming president Slater Shroyer. This dear friend is beginning his second time as our president as he first served 2010-2012. With his strong leadership skills we are still in good hands as we continue to move forward with the challenges ahead. Congrats to both of you. You are the best of the best. 🚗



Catalytic Converters

The following is an excerpt from the September/October issue of *Automotive Recycling* magazine.

Since its inception in 1943, the Automotive Recyclers Association (ARA) has represented professional automotive recyclers who provide motor vehicle owners with the ability to choose ROE-Recycled Original Equipment® motor vehicle replacement parts. **ARA is guided by a foundational principle to protect automotive recyclers' ability to sell vehicle repair parts that are safe for reuse. Therefore, ARA takes every effort to encourage, promote, and expand the opportunities for professional automotive recyclers to provide safe and effective automotive replacement parts for vehicle repairs.** The need to protect the automotive recycler's ability to sell legitimately acquired vehicle parts is becoming ever more important today with catalytic converters, EV batteries, and other new emerging technologies.

The most recent example of ARA's work protecting the interest of its members has been to combat efforts to eliminate the ability for its members to sell used OEM catalytic converters as replacement parts. Over the past

year, ARA has been tracking 48 pieces of legislation dealing with catalytic converter theft in 23 states. Parties have repeatedly and incorrectly claimed that federal law prohibits **any** used OEM catalytic converter to be used as a replacement part. While four states place some restrictions on the use of EPA Compliant Used OEM Catalytic Converters as replacement parts, most states solely rely on EPA guidance.

ARA conducted a thorough review of federal and state laws and has begun an education and advocacy campaign in the states to show that the U.S. Environmental Protection Agency (EPA) has a longstanding policy endorsing the use of EPA Compliant Used OEM Catalytic Converters as replacement parts. Furthermore, the EPA recognizes the economic and environmental value in providing vehicle owners with the ability to purchase EPA Compliant Used OEM Catalytic Converters as a "less expensive" means of effecting repairs. It is important to note however, that while the EPA endorses the use of EPA Compliant Used OEM Catalytic Converters as replacement parts, their 1986 policy places requirements designed to ensure that the used OEM catalytic converter being resold is a properly functioning unit and EPA compliant. 🚗
Article reprinted with permission from ARA.

From the Desk of Your Executive Director

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many friends, it is with great pride that as your Executive Director I can report to you that not only did we complete our 2020-2021 fiscal year under budget, but we finished with an excess of revenue as we continue to move successfully forward.

As you heard from Jayson, 2022 will be an exciting year for ARM. It is the 50th anniversary since our founding fathers signed our Articles of Incorporation and we will be celebrating this special occasion at the return of an in-person Road Show, hosted by Morris Rose Auto Parts on May 20-21, 2022 in Kalamazoo. I once read that the future is not something we enter, it is something we create. Our founding fathers certainly created an association with the hope and intent of providing a solid foundation for the future of professional Michigan auto recyclers. I am proud to work for and with you as we continue moving forward together by remaining positive

in spite of the challenges because there's really not much left to give once you've given up hope.

As your Executive Director, it is my passion, my focus and my responsibility to work with the Board of Directors to see that we remain committed to serving our members and our industry, just as our founders hoped we would. It has been a real joy and pleasure working with Jayson and I am looking forward to once again working with Slater as we continue to pave the way for ARM's continued success. And, as always, it is a pleasure and an honor to serve as your Executive Director and I sincerely thank you for the privilege of being a part of our great ARM family. I am super excited that we will all be together May 20-21, 2022 in Kalamazoo. Blessings to all of you. 🚗

Hugs,
Barb

2020-2021 ARM Annual Committee Reports

LEGISLATIVE COMMITTEE:

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

Kelley Cawthorne: David Gregory

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

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. David Gregory of Kelley Cawthorne, our legislative counsel in Lansing, and Committee Chair Ted Dusseau monitor legislation that could affect our businesses and industry on the state level through regular contact with state legislators and their aides.

Committee Co-Chair and ARA Government Affairs Committee Chair Slater Shroyer continues to participate in ARA's Governmental Affairs Committee. Through these channels he and the ARM Board monitored several bills in various states regarding OEM repair standards, catalytic converter theft, and the Right to Repair bill in MA to name a few.

Nate Love of Kelley Cawthorne continues to provide us with invaluable weekly updates, which is shared with our membership, concerning the Coronavirus/COVID-19. 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.

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.

As you can see, you are well represented at both the state and national legislative arena. If you want to change the political picture, you must get involved. Contact your local, state and national legislators, introduce yourself and tell them your business story. Support our PAC. Together we can and will make a difference.

MEMBER SERVICES COMMITTEE:

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

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

Committee Members: Ross Lewicki, Scott Kooienga, John Sadocha, Simen Savaya, Stefan Gravis, Chris Roberge, Bernie Milnes

ARM Office: Kathy Cooper

MEMBERSHIP:

We began our fiscal year 2020-2021 with 76 Direct members and 33 Associate members. Four Direct members did not renew: one sold, one closed, one under new ownership chose not to join and one we did not have any response to our inquiries. We had one new member and two previous members who renewed their membership for a total of 73 Direct members at the end of our 2020-2021 fiscal year. We also had seven (7) non-renewing Associate members for a total of 26 Associate members at the end of our current fiscal year.

2020-2021 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, our voice in Lansing, 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.

WEBSITE:

Kathy Cooper, ARM office

Kathy continues to keep our website updated. While we were able to return to publishing our newsletter in hardcopy format, Kathy continues to post the current issue on our site for the public to access. ARM also has a Facebook page named Automotive Recyclers of Michigan with 454 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 for each issue that range from management practices to agency requirements. Our printed newsletter has a circulation of over 400.

At the onset of the changing conditions brought about by the COVID-19 pandemic, we sent two issues of the newsletters out in a digital format only but we are happy to report that we have returned to mailing it out in hardcopy format once again. Ad revenues continue to outpace expenses.

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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!!

2020-2021 ARM Annual Committee Reports

Continued from page 17

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: Scott Kooienga **Co-Chair:** Ron Elenbaas

Executive Director: Barb Utter

Road Show Committee: Lance DeKeyser, Simen Savaya, Slater Shroyer, John Sadocha, Reed Schram, Glenn Neuner

Vendor Representative: Brian Collins, Commercial Forms

For the 2020-2021 fiscal year the Meetings and Conventions committee was tasked with organizing an event that would bring us all together as well as generate substantial revenue. Of course, early in the year we held out hope that a Road Show would still be possible. By the time January came around we realized, with existing mandates and limits on gatherings, we would have to find another way to generate the much-needed funds for ARM to continue. Talk about big shoes to fill! The Road Show has been, for the last several years, the primary source of income for ARM. After a few conference calls it was decided to move forward with a golf outing and benefit auction.

A great deal of work was put in to make this golf outing a success and a huge success it was! The overwhelming support from both Direct and Associate members was the only way this event was made so successful. It was such a joy to be able to network once again and catch up with old friends that we could not see face to face for so long. Between the sponsorships, team costs, auction, and CAT drive over \$57k dollars was generated. The overall cost of the event was \$11.5k dollars giving us a Net Income generated of \$46,317.17! It's safe to say, this event more than made up for another cancelled Road Show. I cannot take credit for the success of this event as it was the work of so many people who came together to make it all happen.

Thanks to everyone who donated, participated, purchased auction items, and helped in any other way. We look forward to finally having a Road Show in 2022 which will allow us the ability to not only network again, but also add some much-needed training for members and their employees.

FUNDRAISING/SCHOLARSHIP COMMITTEE:

Chair: Jayson Doren **Co-Chair:** Scott Kooienga

Committee: Lance DeKeyser, Gary Hooper, Stefan Gravis, Daniel Gray, 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 continued to be cancelled. But thanks to our Executive Committee, Board of Directors, vendors and members, we were able to have an outdoor pandemic safe golf outing and live auction event in Lansing and 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 again 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

Program Manager: Dave Kendziorski

Committee: Ross Lewicki, Slater Shroyer, Chris Roberge, Jayson Doren, Scott Kooienga, Simen Savaya

The MICAR Committee has been working hard to make sure that MICAR helps you adopt industry practices that meet environmental and safety regulations and established industry practices. The Committee decided to re-examine and update the MICAR standards which have largely remained unchanged since the program began in 2004.

The Committee, in consultation with MICAR Program Manager Dave Kendziorski, considered standards that reflect new regulatory requirements and new industry practices throughout the industry. Most of these standards are already accomplished within your safety and storm water permits. The new standards took effect in 2021. Members will have a couple of years to comply with the new standards. The new practices are easy to implement, and in most cases

are already in place. The MICAR program will ensure that any needed training or documents are provided to the members. We will continue to provide on-site assistance with your EGLE storm water permit. The MICAR fee will remain the same as it has been since the program began in 2004: \$350 per year. All ARM members are strongly encouraged to participate in MICAR.

From Dave Kendziorski, our MICAR program manager:

MICAR audits: The 2021 MICAR Audits are tentatively planned for Oct 18-22. The audits will evaluate the new, updated MICAR standards. Members will have until 2023 to meet the new standards. Twenty MICAR members are scheduled to be audited this year – the remaining members will do Self-Audits.

ARM Forklift Training Module: I was pleasantly surprised that Paul at SAS Forks was willing to put together a web-based (Zoom) training program for members and/or associations. Unfortunately, there have been few, if any, takers. Paul's training at the Road Shows is excellent, and some training provided by local distributors is also quite good. More members are turning to commercial online forklift training. I feel the commercially available online training lacks practicality for our industry. 🚚



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
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)

Marty Hollingshead Named New ARA President

Congratulations Marty from all of your friends at the Automotive Recyclers of Michigan on your new position as President of ARA. Your dedication and commitment to our industry is second to none and we look forward to working with you in the year ahead.



Marty Hollingshead
President/Owner
Northlake Auto Recyclers

Marty Hollingshead has been in the professional automotive recycling industry for over 45 years, including 35 years as President/Owner of Northlake Auto Recyclers, one of the industry's leading facilities. Hollingshead prides himself on taking a hand-on approach in the business, employing the use of checks and balances for quality control to ensure customers only receive the highest quality parts.

Northlake was one of the first automotive recycling facilities in the state of Indiana to receive, from the Indiana Department of Environmental Management, the Indiana Clean Yard – Gold Level Certification in 2009. Northlake was certified as one of the Indiana Certified Automotive Recyclers Exemplary Standards (INCARES) program's inaugural medalists and was the highest scoring facility in Indiana in 2014, 2015, 2016, 2017 and tied for first place in 2018. Northlake was also the recipient of the 2016 ARA Certified Automotive Recycler of the Year award, having been nominated by his peers in the industry. Marty currently serves on the ARA Executive Committee and will serve as President in 2021-2022. 🚗

ARA 2021

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facility of the year and Shannon Nordstrom as Recycler of the year. The Pennsylvania Auto Recyclers won the affiliate chapter of the year, after giving each member a grant during COVID to be spent any way the member chose. It was a fun night with a trivia game competition and prizes handed out. Saturday night was a yard tour of Fenix Parts of Fort Worth Texas. Out of 481 yards in attendance, there were a number of Michigan yards, including Weller, Cook's, Pete's, and Shroyer's. All in all, a successful weekend; ARA delivered on both quantity and quality in all areas! 🚗



MDOS Dealer Manual Update

Dear Licensed Vehicle Dealer:

The Department has updated Chapter 3 of the Dealer Manual. The following updates were added:

Section 3-14: Rescinded and Buyback Vehicle Purchases

- Defined the difference between a rescinded sale and a buyback
- Defined exchange of ownership
- Updated record requirements
- Provided instructions on how to complete a buyback

Section 3-23: Canadian and Imported Vehicles from Other Countries

- Updated with new documentation requirements for titling imported vehicles

Please contact the Business Regulation Section at BLRD@michigan.gov with any questions you have regarding these changes. 🚗




Recycle! Recycle! Recycle!

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.



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

Celebrate Quality This Year!

Quality is not a Gift that comes Wrapped Neatly in a Box

By Paul D'Adamo

Will Santa Bring you Quality in a Box for Christmas?

We won't know for sure whether you are on the Naughty or Nice list this year, but the reality is Quality is not a gift that comes wrapped neatly in a box under your Christmas tree. It requires a great deal of effort on your part.

As the Owner of a business, or any Leadership position, YOU are responsible for creating Quality. I have been blessed to meet so many of you over the years, and I've seen people who have taken their business to soaring heights, rising from the ashes like a Phoenix. I don't believe money is their primary motivation. They are singularly focused, obsessed, you might say, with Quality.

How Do I Manage to Infuse Quality in Every Aspect of My Business?

Again, Quality doesn't come in a box. It is inbred in everything related to your business: Employees, Customer Service, Inventory, Equipment, and Finance. Being able to prioritize and execute a plan is central to each of these areas. Building a business or department doesn't happen overnight, but your relentless pursuit of doing it the right way every time creates a culture of change that adapts with the times. Time is the most precious of our resources; it is your friend if you use it wisely and your enemy if you squander it.

My Holiday and New Year's Wish to all Recyclers

If there is one thing that I am sure of, Auto Recyclers are some of the most resourceful people on the planet.



Our Core (you know that pun was coming) mission is to take end-of-life products and somehow make money with them. It is recycling at its best, and it happens daily all over the world. Oh, and another thing I have found out in my 31 years in the

business...these Recyclers are some of the kindest and compassionate people you will ever associate with and are always there to lend a hand.

Scott Robertson comes to mind as one of these people. His commitment and leadership these past two years as President of ARA, represent his selfless pursuit of Quality in our Industry. To paraphrase the famous tagline at the end of the Hair Club for Men commercial, "I'm not just the President of ARA, I'm also a Member."

News Flash: Despite Scott's extended Presidency, unrelenting meeting and travel schedule, dealings with Automakers, Regulators, Recyclers, and other industry partners, and navigating our Industry through COVID-19, Scott has a full head of hair!

My heartfelt holiday wish is that our industry continues to innovate, cultivate, and prosper. Happy Holidays from RAS!

Make Quality Your New Year's Obsession

While still maintaining my role as the "Recall Guy," I have recently morphed into the Core Hunter. RAS has given me a long leash in my obsession to "Give Back" to the industry by mitigating liability on Recalls and helping Auto Recyclers continue their relentless pursuit of Quality and Profits.

Questions on QC Counts? Contact Paul the "Core Hunter" at pdadamo@coresupply.com or 401-458-9080. 🚗

Advertising Opportunity

Prime advertising space is now available in *YardTalk*.

INSIDE BACK COVER 4-COLOR FULL PAGE BLEED AD

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

F.Y.I.

The deadline for the next issue of the Automotive Recyclers of Michigan *YardTalk* newsletter is February 15, 2022. 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