



AUTOMOTIVE  
RECYCLERS  
OF MICHIGAN

# YARDTALK

Issue 2

The Official Publication of the Automotive Recyclers of Michigan

Winter 2022

## The President's Message

### Welcome to 2022!

We are very excited to bring everyone together for our 12<sup>th</sup> Road Show and 50<sup>th</sup> Anniversary Celebration at Morris Rose Auto Parts in Kalamazoo! Grab your



Slater Shroyer

calendar and block out May 20-21 because this is where you'll want to be.

We'll have training seminars and roundtable discussions, the best trade show in the Midwest, and a celebration of ARM's past, present and future. Join us for useful information, stay for the fun and festivities! Support the Association that has been representing the auto recycling industry for half a century!

This issue of *YardTalk* has all the information you need to plan ahead. We've got biographies for featured speakers, articles highlighting the most exciting aspects, and a tentative schedule to help plan who to bring along.

Registration packets are coming soon! If you don't see yours, call the office for one. We want to see you there. 🚗



## ARM Road Show & Business Networking Conference & 50<sup>th</sup> Anniversary Celebration!

# May 20-21, 2022



On location at **Morris Rose Auto Parts, Kalamazoo, MI**



Emceed by **DJ Harrington**



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**KEYNOTE SPEAKER:** Katie Kean, Principal, Strategic Consulting

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& Great Food & Fun Family Activities!

See pages 20-25 for more detailed information.



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## Get Ready Kalamazoo, Here We Come!

**H**i Everyone, I cannot believe how quickly this year is flying by. As I'm writing this article I realize by the time you receive this issue of *Yardtalk* I will not have wished each and every one of you a happy, healthy and prosperous New Year, nor did I send all of you my love and hugs on Valentine's Day. Now St. Patrick's Day will soon be upon us, so as my Irish friends always remind me, "may our troubles be less, our blessings more and nothing but happiness comes through our door." Happy, happy everything to each and every one of you and may our lives be good and full of peace and goodwill in 2022.



**Barb Utter**

To date, 2022 appears to promise us a chance to get back to a more normal life as COVID mandates are beginning to be cancelled, we seem to be seeing fewer masks, most schools are going back to in-person learning, we seem to be venturing out and reestablishing our social calendars and we are finally able to have our Road Show where we can all be together face to face. Life is good!

I hope you have all marked your calendars and are making plans to be in Kalamazoo May 20-21<sup>st</sup> as we have been extremely busy gearing up for our ARM Road Show & Business Networking Conference hosted by Morris Rose Auto Parts in Kalamazoo. I am super excited as it is going to be a great weekend, jammed packed with great educational & training opportunities, a tradeshow with top vendors, a lot of opportunities for networking & "catching-up" with your friends, and of course, a lot of fun. Everyone has worked so hard planning an event that will be of great interest and value for everyone. Obviously we are aware of how valuable time is to each one of us, but I promise you that you do not want to miss this Road Show. It will be time well spent. We have purposely planned a really tight schedule so we can still include all the latest information & training we have missed these past couple of years and yet you can still be home Saturday evening in time to relax with your family.

I just want to briefly touch on some of the highlights of the weekend because I want you to become as excited as

I am. You can get more details as you continue reading the newsletter, plus your membership packets will be arriving soon as well. We are so pleased to have Andy Latham back with us. He will be presenting multiple levels of extensive EV training so that everyone on your team can attend at least one of Andy's presentations. There is also a great lineup of educational seminars, workshops, hands-on training, roundtable discussions led by leading industry experts and a keynote speaker you will not want to miss. We have Katie Kean who is an accomplished leader in financial services and consumer experiences. Katie will have us thinking outside our box as to the new normal we are all experiencing. Her presentation will lead us right into our roundtable

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**"If you don't know where you're going,  
you probably won't end there."**

*—Forrest Gump*

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discussions where you will have choices on which ones offer you the most value and each topic will be led by industry experts. And of course we have saved time for fun. We will be celebrating ARM's 50<sup>th</sup> anniversary since our founding fathers signed our Articles of Incorporation, we will be honoring our past presidents and special guests, reminisce about the "good old days" and rejoice as we prepare for the future that lies ahead. You will want to choose your partner and enter your team in what promises to be a very competitive ARM Cornhole tournament. Each facility can enter as many teams as they choose. And as always, we will have great items available for our Live Auction where our very own, very talented ARM auctioneers Ron Elenbaas and Gregg Neuner will definitely make sure a fun time will be had by everyone. And, back by popular demand, is our "Last Man Standing" event that gives everyone an opportunity to support the association and bragging rights for a year. Always an exciting time! You'll feel like you did when we went to live auto auctions to bid on our inventory and the competition was fierce, with friend outbidding friend and then going out together for a beer to celebrate.

*Continued on page 15*



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##### **2nd Vice-President**

Scott Kooienga, Premier Auto & Truck Parts

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#### **2021-22 ARM COMMITTEE CHAIRPERSONS**

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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

May 31, 2022

### **Kent Utter, Jr. Memorial Scholarship Application Deadline**

Please submit to ARM Office

The application can be found on page 21

Sept 22-24, 2022

### **ARA 79th Annual Convention & Expo**

Orlando, FL



## **Do You Need to File a Complaint on Unlicensed Vehicle Dealers?**

**ARM 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)



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



## NEW ASSOCIATE MEMBER

Please welcome new associate member Accurate Converter LLC to the ARM family. You'll have the opportunity to meet Dan Miller, their Vice President of Operations, at our Road Show.

## FUTURE RECYCLER

Congratulations to proud parents Kelsey and Jake Weller and grandparents Sherri & Skip Weller of Weller Auto Parts in Grand Rapids on the birth of Russell Jacob Weller, born February 19, 2022. We are excited to welcome another generation of recyclers to our ARM family.

## CONDOLENCES

We send our deepest sympathy to Jeff & Rhonda Spooner of J & S Auto Salvage in Flint and their family on the recent passing of Jeff's mother Barbara Spooner on December 12, 2021. Please keep them in your thoughts and prayers during this difficult time. 🚗

## Scrap Report

Foundry Steel.....	\$350.00 gt
Clean Auto Cast .....	\$400.00 gt
Unclean Motor Blocks .....	\$330.00 gt
Auto Bodies .....	\$205.00 nt
Batteries .....	\$.20 lb.
Copper/Brass Radiators.....	\$2.33 lb.
Aluminum (clean).....	\$.65 lb.
Whole Aluminum Transmissions....	\$.23 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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# The BEST Way to do Storm Water Visual Observations

By David Kendziorski  
MICAR Program Manager

**T**he EGLE storm water permits require that visual storm water observations be conducted quarterly at each location where storm water runs off your operation. The visual observations are the primary way that we determine how well your Best Management Practices (BMPs) are working, and the impact of your operation on the water quality of Michigan's lakes and streams.



Effective visual observations are conducted by qualified persons who know what to look for, who understand the recycling operation, who can visually identify the sources and causes of what was observed, and who can improve the BMPs if needed.

EGLE provides extensive training guidelines and videos that explain how to perform the visual observations. The EGLE training is detailed and effective, and all recyclers should be familiar with the required form and photos required by the permit.

Let's kick it up a notch and learn about tips and procedures to get the maximum benefits from your observations:

- How to properly collect a storm water sample
- Observation categories required by the permit
- How to distinguish between suspended solids, turbidity, and settled solids
- Special screening tools for Metals
- How to identify sources and causes
- How to know when BMP improvements are needed 🚗

## Hazard Training

**P**rotect the health and safety of your employees by reviewing the basic elements of the MIOSHA Hazard Communication Standard and the information and safety tools it includes.

Topics include:

- How to use the ARM Safety Compliance Manual
- Types of hazards at auto recycling facilities
- Written Haz Com Plan
- Safety Data Sheets
- Globally Harmonized System (GHS) labels
- Job Safety and Health Poster
- Injury & Illness Record Keeping
- BONUS: Haz Mat Shipping Training for Airbags

Required Training: Haz Com Training (annual) is required by MIOSHA and Haz Mat Airbag Shipping Training (every 3 years) is required by DOT. Documented training completion is also required under the updated MICAR Program. Each attendee will receive a Haz Com Certificate and a Haz Mat Airbag Shipping Certificate. 🚗

**Recycle! Recycle! Recycle!**

SAVE THE DATE!

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# Making the Most of the Road Show

By Amber Kendrick

**A**s we approach the ARM Road Show where we get to celebrate the 50<sup>th</sup> Anniversary of the Automotive Recyclers of Michigan, I think back to all of the training, trade shows, consultants, and speakers that I've experienced through ARM annual meetings, conferences and road shows over the years. We have been truly blessed with some of the most amazing speakers, consultants and business owners who have shared their knowledge and passions with us! We've seen so many different facilities and gleaned ideas from various setups. What other industry shares so freely and invites each other in for a look around? I am thrilled to be heading back to Morris Rose Auto Parts, a truly top-notch facility that has graciously welcomed the ARM Road Show in the past. Morris Rose has grown since we've been there last and I, for one, cannot wait to see what they have done with the place.

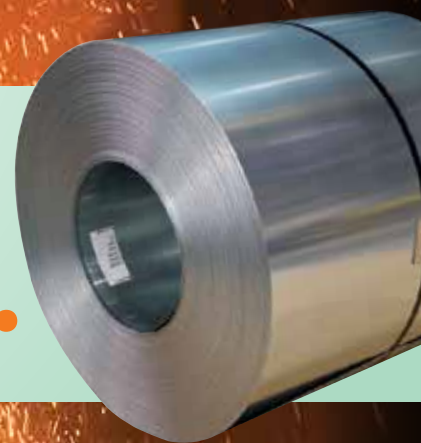
Many business owners go to the same conventions year after year, and we learn some things – but how many ideas do we actually implement in our businesses? Have we changed at all, personally or professionally, since we were last at a Road Show? Have our facilities changed? What have we done to grow ourselves and our companies? I suggest that we can have more of an impact in our own lives and in our companies if we take some time to get **ready, record, and remind!**

**Ready:** if you want to change where you are going, first you must know where you are. In preparation for a conference, I run a barrage of reports, usually for the most recent quarter. I make a binder, and fill it with all of the most relevant numbers to my business. I start with buying, the lifeblood of the business, and I run reports on vehicle profitability, the number of vehicles purchased and all the key averages. I make sure I know what parts

we are inventorying, and what parts we aren't, as this has been changing. I run our top parts report, so I know what we are selling the most of, and what isn't selling anymore. I run a lot of sales reports, both showing the whole company sales and the breakdown reports for each salesperson. I like to run sales reports showing the same period for this year vs last year so I can see the growth, or lack thereof, for each salesperson. I run a lot of reports on my shipping & receiving department – I want to know what I charged for freight and small packages versus what I collected, what I spent on packaging material and skids, what were my credit percentages due to damage in transit and more damaged than described, how much I spent on delivery truck maintenance, my delivery drivers average number of stops and miles per day, and brokered parts numbers and return percentages for my top vendors. Finally, I include my P&L and balance sheet. I review these numbers to see if there are any areas that are weak, and see what growth or efficiencies have already occurred, so I can look at the numbers realistically. I also ask my key people what they think the top three problems in the company are, and I write those down and bring them along with me to the meetings. If I'm not driving, the car ride is a great place for me to pour over my numbers and identify areas to work on with the people I am bringing to the Road Show. That way, I already know where I need help and I have some questions on my mind. I can ask speakers and also fellow auto recyclers and vendors how to improve brokered profit percentages, speed up deliveries, increase sales per salesperson, or any other question that is weighing on my mind after I evaluate my numbers. When I take the time to make this binder, I end up referencing it throughout the course of the weekend, and I am so much better prepared to learn what I need to in order to grow!

*Continued on page 10*





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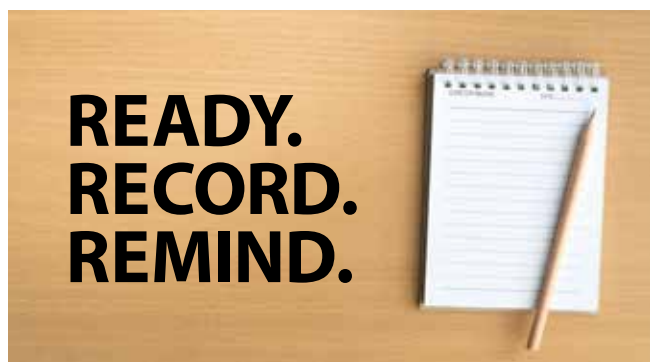


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## MAKING THE MOST OF THE ROAD SHOW

*Continued from page 8*

**Record:** When I am in a good seminar, especially one that relates back to an area that I have gotten ready for, I like to take notes. Another option is to record the presentation on my phone or iPad, but personally I find there is nothing like taking notes for cementing things in my brain. Different people have different learning styles, and I have found writing something out is how I learn, but you may find you learn better if you tell someone about a seminar you went to. For me the key is note taking. I keep two sets of notes: in one, I take notes on what the speaker is talking about and ideas I have while they are speaking, and these notes are long. In the other, I write down actions I plan to take when I get home based on what I've heard. Those notes are as concise as possible.



If you are like me, when you get home from a weekend at a conference like the Road Show, you have a lot to do, and you don't necessarily have time in your busy schedule to go back through pages of notes. But if I make a list of actions, and put that above my desk or my bathroom mirror, where I see it daily, then I will remember what I wrote in my extensive notes when I see the short list and especially when I complete each action. I usually do not read my first set of notes for three to six months after the conference, to see if there was anything I forgot about or if I have a new take on any information, but I use the action notes right away. I may have a whole page of single-spaced notes from Andy Latham's presentation on electric vehicles, but my only action item might be "purchase an EV car fire blanket." I may have multiple pages of bullet-pointed notes from Katie Kean's keynote but only a couple of action items to tackle when I get back to my staff. These action items are things to do when I get home that will make a real difference in my business and not just an idea sitting idly in my laptop, forgotten about when I am back to reality.

Networking with other recyclers when you are at an event like the ARM Road Show can prove as insightful as an expert's seminar. Ask questions; listen to what your peers are doing to improve their businesses, as well as what did not pan out for them. If you are considering stocking remanufactured engines and transmissions, seek out other recyclers doing that and ask for their advice. I am continually shocked at how much people are willing to share. I learn from others successes and mistakes. My dad, Ron Elenbaas, taught me when I was very young in the industry that fellow recyclers are not our true competition; OEM and aftermarket parts are the real competition, and that the more recyclers help each other and the better we all get together, the more of a market share we will all have and the more successful we will all be. That has really stuck with me through the years and I've been impressed with how recyclers all over the country are willing to share with each other. I've never seen any recycling community as tight-knit as Michigan. After I've had an insightful conversation, I like to take a few minutes time to write down my thoughts, even if it's quickly jotting them into a note in my phone the next time I can so I don't forget. It's easy for me to forget a great idea I heard if I don't make a note of it.

On my way home, or once I get back, I also like to take some time to think about what I absorbed at the ARM Road Show. I look at the action item list and see what all I want to change because of what I learned. If I have a friend who attended the conference, I'll often send them an e-mail and tell them what I took home, and what I am going to do about it, and ask them if they'll share what they learned and their plan. We get ideas from each other and hold each other accountable to making the changes we said we would.

**Remind:** The last way to really capitalize on my investment of going to the ARM Roadshow is to remind myself and my staff of what we learned, and win employee buy-in. I use my calendar to set reminders, such as entering alarms a month or two out in advance that will pop up when the time comes: "brokering takes a strong network, what supplier have you added this quarter?" or "call your top 10 customers today!" These reminders keep me following through on the ideas I've had while sitting in a seminar.

Taking key employees with me to the ARM Road Show

*Continued on page 27*





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# I CAN'T WAIT to See Everyone!

By D.J. Harrington

The 50<sup>th</sup> Anniversary of ARM is going to be a huge event for ARM and having it at Morris Rose Auto Parts in Kalamazoo, Michigan, will make it a stellar one. Morris Rose Auto Parts was the location of the first ARM Road Show and Business Networking Conference. Personally, I can't wait to see Brad and Mark Rose again at this 4<sup>th</sup> generation-family's, well-run facility.

One year, I met Art and Marie Nordstrom, Shannon's Mom and Dad who came to learn how to put a road show together at Nordstrom's in South Dakota. All of us know what a great location that is, especially with that wonderful family.

Ron Mathews from Rhode Island should be there so his state can emulate what Michigan does. I know that Theresa Colbert and all the people from Car-part.com will be there too. Some other people I am looking forward to seeing are the Wellers, Skip and Chris, and Gordon and Donna Middleton and their family.

Really cool for the 50<sup>th</sup> Anniversary celebration is that almost all of the Past Presidents of ARM will be bartenders. Since they want to make it a memorable day, you'll see Kim Gray, Ron Elenbaas, Kenny Whipple, Gary Hooper and maybe even Bill Fox and Jason Fisher, Ross Lewicki, and Jayson Doren tending the bar. Wouldn't you like to see a future governor for the great state of Michigan doing that? Bill Wild, the one and only distinguished Mayor of Westland, Michigan, and a Past

President of ARM, became Westland's Mayor in 2007 was also the President of the Michigan League and currently Chairman of the Conference of Western Wayne, Co-chair of the "SEMCOG", and Economic Development Task Force. He's currently serving his third term on the Board of Directors for the Michigan Risk Management Authority. Come see this great leader who is also a recycler who might one day be governor. That is my own opinion.



Bill is a wonderful dad to his children and husband to Sherri. Years ago, dressed as a Catholic Bishop, I helped them reaffirm their wedding vows on Mackinaw Island. Can't wait to see them again.

I also can't wait to see Harry, Jake Weller and their families. To the amazement of all those attending, last time I saw Harry, Skip's son, put my rental car on a forklift and lifted it to the window of second floor at the truck center where I was speaking. It surprised everyone.

Amber Kendrick and her husband Andy, her brother Scott and his wife, their mom and dad, Ron & Sue Elenbaas. It will be good to see David Kendziorski and Slayter Shroyer too. There are so many people I can't wait to see again, but I certainly can't name them all here.

This year, I expect all the board members of ARA will be there. I know Marty Hollingshead, ARA President from Northlake Auto Recyclers will be attending because he comes every year. Marty is a wonderful leader and one that you can be proud to know. A great man! I believe you will see lots of PRP people from all over the country coming. All the Automotive Recyclers of Michigan people and lots of URG people, like Don Porter, who told me he will be there.





Morris Rose Auto Parts started in 1940 with only a one-stall garage. Come see what the Rose family did to make it into what it is today. You will not find a more generous, kind, and gracious family than these people. Morris Rose is the Perfect location for the 50<sup>th</sup> Anniversary, and I am so proud to be asked to be EMCEE for this event. May

20<sup>th</sup> – 21<sup>st</sup> will go down in history as the best attended ARM Road Show event, so don't miss it. Don't miss seeing these great people.

As for me, I won't miss it because I am a better person because of my relationship with all the ARM Recyclers. God bless all of you. I can't wait to see YOU at Morris Rose in May.

P.S. Yes, please tell Kenny Schram, Tom Kooienga and Barb Utter that I will tell the story of how my "spray-on hair" ran down my face at the Novi Hilton during one of my famous talks at ARM. It was one of the funniest things that happened in this old man's life. One I will never forget. 🚗



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# David Gregory Retires from Kelley Cawthorne

David Gregory recently retired from Kelley Cawthorne, LLC, after 23 years. David was an original employee of Kelley Cawthorne which was founded in 1999 by the late Frank J. Kelley, long-time attorney general of Michigan, and Dennis O. Cawthorne, a former Michigan legislator. Cawthorne had a prior firm which he merged into Kelley Cawthorne.



Dave Gregory and Ted Dusseau, our Legislative Chair

ARM was one of Kelley Cawthorne's first new clients after the merger. However, the two (2) organizations shared some history. When Dennis Cawthorne was still a legislator he joked during a speech at one of the association's annual events, "[w]ith a name like the Michigan Auto Wreckers' Association, I thought this was a club for drunk drivers!" Soon after, the late Kent Utter led the charge to change the name of the association to the Automotive Recyclers of Michigan.

When ARM became a client of Kelley Cawthorne in 1999, David Gregory was assigned as the lead lobbyist, a role he kept until his retirement from the firm at the end of 2021. David helped increase ARM's profile and effectiveness at the capitol by bolstering its PAC efforts, helping organize bi-annual association lobby days, and bringing legislative speakers to ARM Annual Meetings and other events.

"ARM was my first client and my favorite client," said David in a recent interview. "I always liked the issues, but I loved the members, especially Executive Director Barb Utter. Like many other ARM people she became more than a client; she became a true friend."

David has moved on to other business ventures with his wife Nicole including medspas, real estate development, and authoring a book on his college football coach and former Michigan State All-American, the late Buck Nystrom.

"ARM remains in good hands with Kelley Cawthorne. We're still the best firm in town and we definitely have the best clients," said David. "I plan to attend ARM's 50<sup>th</sup> anniversary and the Scholarship Outing for years to come. I thank you for your business, but mostly for your friendship. I am proud of my association with ARM and always will be."

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**"ARM was my first client and my favorite client," said David in a recent interview. "I always liked the issues, but I loved the members, especially Executive Director Barb Utter. Like many other ARM people she became more than a client; she became a true friend."**

— David Gregory

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Dave and Bill Wild, Mayor of Westland and Past President of ARM

We wish Dave the very best as he enters this new chapter in his life. While we will miss him greatly, he promised he will stay in touch. 🚗





## Printable Signage for High Voltage Vehicles

The CAR Committee has developed two important signs for flagging High Voltage Vehicles. The applicable sign should be placed on the windshield of electric and hybrid vehicles.



Battery is intact sign is to alert anyone near the vehicle that the high voltage battery is still intact, so the danger of electrocution exists.

Battery is removed sign is to signify that the high voltage battery has been removed and thus the danger of electrocution is gone.

Recently AVERY came out with a label product that meets the needs for durable weather-resistant labeling for BOTH inkjet and laser printing! The Avery labels are available directly from Avery or from discount office supply stores, Amazon or Walmart.com. Look for Avery Ultra Duty GHS Chemical Labels. The full sheet labels for laser printers are stock #60501 and the new inkjet format is stock #60521.

The full-page labels are available for download at <https://aracertification.com/electric-vehicles> for printing; and also available to purchase from Commercial Forms. Article reprinted with permission from ARA. 🚗



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

## From the Desk of Your Executive Director

*Continued from page 3*

As I mentioned earlier, I am super excited about this year's Road Show. The last two years have been like nothing we could ever had imagined would happen, but we are returning to some sense of normalcy and even with world peace so unpredictable, the one thing I am confident about...together we have, can and will continue to survive together because that is who we are and always have been...the ARM Family...professional automotive recyclers who work together for the success of our businesses and our industry. I am looking forward to seeing all of our ARM family at Morris Rose Auto Parts May 20-21 as we prepare together for a new year, new hope and new perspectives as to what lies ahead. As Forrest Gump said, "If you don't know where you're going, you probably won't end there." 🚗

I can hardly wait to see you in Kalamazoo.

Hugs, Barb

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



You can reach the ARM office via e-mail.

Our address is:  
[arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org)

**Recycle! Recycle! Recycle!**



# Is Your Business **EV** Ready?

By Andy Latham

**O**ver the next 10 years the mix of vehicles our customers, visitors and staff operate will change dramatically as more electric vehicles are produced, sold and used – this will need a massive culture shift for many businesses as they adapt to the new normal.

**ARE YOU READY** for this change, are you thinking about this, preparing for the opportunities these vehicles bring, or is this something that you view as a distraction to avoid until it is too late? Read on as we open up some options to get you thinking ahead.

Train all your staff, make them aware of these vehicles and add specialist training for technical roles, along with all the required tools and personal protective equipment; build processes and best management practices – this all shows your staff that you are thinking about their continual professional development, their safety, retains good staff and increases opportunities to attract staff. Start purchasing hybrid and electric vehicles for your inventory, dismantle them, learn about them, sell the parts and replenish your inventory.

Parts sold will be very different and could require alternative handling and storage processes, especially manual handling due to the weight of some components; specialist delivery may be required along with extra training and certifications for staff who are assessing, dismantling, storing, and shipping vehicles and parts.

Set aside an area of your car park and fit a couple of charge points that are available for customers, visitors and staff – choose an area where it will be very easy to add more charge points in the future – Staff, visitors and customers will be looking for charge points whilst they are with you, especially those who are unable to access a home charger because they do not have off-street parking, or live in an apartment – and this could be a significant incentive for your business – as I said, a complete mind-shift for some businesses.

Purchase an EV yourself, it could be a car, or a delivery van for local operations – use it to promote your business.

*Continued on page 27*



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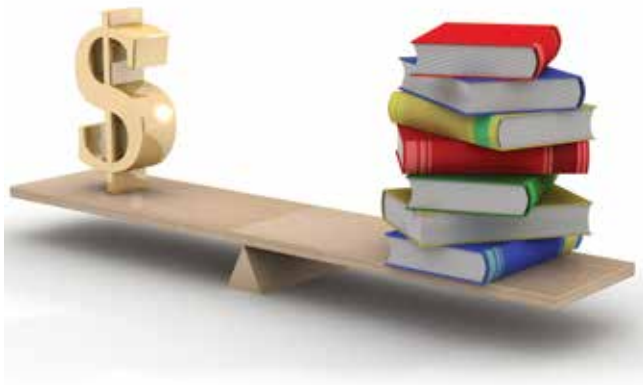
# TELL ME, TEACH ME, INVOLVE ME

## Education and Training as a Profit Center

By Paul D'Adamo, RAS "Core Hunter"

### Education is Not a Cost

In a recent URG on the Go podcast, DJ Harrington asked me about weighing the costs of training versus the benefits. My answer was, "There are no costs to education." Plain and simple, all education is an investment and, if monetized properly, should be considered a Profit Center.



Technically speaking, a profit center would have identifiable revenue and associated costs. But in the big picture, without employees aspiring to be their best and wanting what is best for the company, you have nothing. High-performing, well-educated Team Members generate boatloads of revenue and contribute to the bottom line. Anyone can buy inventory, but the only way to maximize the value of that inventory is to build a team that can support that inventory through the procurement, inventory, dismantling, sales, and post-sales processes.

### Ben Franklin's View on Training and Education

Ben Franklin once said, "Tell me, and I forget. Teach me, and I may remember. Involve me, and I will learn". I have always said that our Industry is not one of "book worms" but immersive learners. Learning in Seminars or online followed up by on-site teaching, and hands-on engagement returns higher education and retention rates. ARA University is a phenomenal resource for our Industry and should be your go-to source of great

online learning. Creating a culture of change where everyone is expected to evolve with the times and challenge themselves with new skills and knowledge is the key to success.

Business owners must be passionate about developing their team members to their highest potential. Don't get hung up on registration costs for a convention. Spread the love and rotate who comes to the conventions. Consider it a deposit on their advanced degree. With the URG Conference just around the corner, this is not the time to pinch pennies. Invest in your people and reap the rewards of an intensive educational experience in New Orleans.

### DJ Harrington – "Best of the Best"

DJ Harrington has always inspired me. As a life-long learner, DJ has always been passionate about the Auto Recycling Industry. He has dedicated his life to promoting our Industry through seminars, books, personal connections, and involvement at all major conventions. More importantly, he is someone who continually promotes education. He not only talks the talk, he walks the walk. Anyone who knows DJ would agree that he is very Ben Franklinesque. DJ is an innovator, educator, author, statesman, philosopher, and believer. We are blessed to have him in our lives.

### The Rest of the Ben Franklin Story . . .

As one of the most often quoted Americans, Ben Franklin was born the 10<sup>th</sup> son of 17 children of a man who made soap and candles. Benjamin learned to read very early and had one year in grammar school and another under a private teacher, but his formal education ended at the tender age of 10. This "uneducated" man became one of the foremost of the Founding Fathers, helping to draft the Declaration of Independence, and was active as a writer, scientist, inventor, statesman, diplomat, printer, publisher, and political philosopher.

Education is a lifelong process. We can all tell, teach, and be involved in making our Industry stronger.

**Questions on QC Counts for Cores?** Contact Paul at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080. 🚗

# ARM Road Show & Business Networking Conference & 50<sup>th</sup> Anniversary Celebration!



## May 20-21, 2022

On location at Morris Rose Auto Parts  
2129 East Michigan Ave., Kalamazoo, MI 49048



Morris Rose Auto Parts now a fourth-generation family owned and operated automotive recycler was founded in 1940 by Morris Rose. He was a man with a dream and no money, but with the support of the people that believed in him, he was able to turn his dream into a reality.

Morris started his auto parts business in a one-stall garage in Kalamazoo with his wife Rose as the bookkeeper. In 1943 he purchased a depressed Motorcycle & Auto Salvage Yard on East Michigan Avenue where we still operate on our 10 acre facility in addition to a second location purchased in 2017 providing another 10 acres of vehicle storage and warehouse to allow our company to continue to grow.

Morris Rose Auto Parts started with Morris's dream 82 years ago and has continued to be successful over the years through the dedication, hard work

and progressive business insight of the next generations of his family: his son Larry & his wife Sandy and their sons Mark and Brad, our 4<sup>th</sup> generation of Roses with Brad and Karen's son Austin Rose and daughter Dana Marz working for the company, along with our newest partner Jayson Doren and an outstanding team of over 50 employees.

We were honored to be selected to host the 1<sup>st</sup> Annual ARM Road Show back in 2009 and cannot wait to host this years' Road Show which also marks the 50<sup>th</sup> anniversary of the Automotive Recyclers of Michigan (ARM).

Our entire team looks forward to seeing you in May!

See pages 20-25 for more detailed information about the upcoming ARM Road Show!

# ABOUT OUR SPEAKERS, WORKSHOPS AND TRAINING

## KEYNOTE SPEAKER:

### Katie Kean: Principal, Strategic Consulting



Katie Kean is a Principal Director of Strategic Consulting for PCSU Advisors Plus, the nation's premier financial payments servicing organization for credit unions and community banks. Katie provides critical business intelligence needed to drive portfolio optimization and growth based on insights gained through economic insights, competitive analysis, industry and peer benchmarking, product set assessments and projecting the impact of new technology.

As an accomplished leader with over two decades of experience in financial services, Katie excels at enhancing portfolio profitability and consumer experience through technological innovation, strategic thinking and deep-divide market analysis.

Previously, Katie also served as VP of Strategic Services and VP of Finance for one of the top 5 banks where she conceptualized strategy and created comprehensive solutions to jumpstart portfolio profitability and growth.

Katie holds a B.S. in Business Administration with a concentration in Finance and Law, as well as an MBA and graduate degree in Enterprise Systems from Central Michigan University. She has been an adjunct professor of Finance & Law at Western Michigan University for the last 10 years.

### Andy Latham: Managing Director of Salvage Wire



Andy has gone from shop floor apprenticeship to After Sales Manager and Motor Claims Engineer and Managing Director of Salvage Wire. He has become a top specialist in Motor Salvage and Automotive Recycling.

He is also registered as Incorporated Engineer with the Engineering Council UK, Advanced Automotive Engineer and Fellow of the Institute of the Motor Industry.

With a focus on advancing auto recycling across the world, Andy is dedicated to raising professionalism

with the global Auto Recycling Industry and developing and supporting the talented people that will make it happen.

Back by popular demand, Andy will be conducting a four-hour dismantlers training on Friday and you must be pre-registered to attend. He will also have three separate topic workshops on Saturday so everyone has the opportunity to participate in one of Andy's sessions.

### D.J. Harrington: President of Phone Logic, Inc.



D.J. Harrington, CSP, is a bestselling author and the President of Phone Logic, Inc. an international training company based in Atlanta, Georgia. D.J. serves as a consultant and trainer to over 1,000 privately owned businesses throughout the country, training personnel at all levels of the company. Known as the "Doctor" to some and the "Car-Diologist" to others he has presented well over 2,000 programs globally. D.J. is currently completing podcasts for clients and associations, and you can hear him weekly wherever you get your podcasts. D.J. has had a blessed life and was awarded the prestigious Certified Speaking Professional (CSP) designation by the National Speakers Association. He contributes much of his success to his experiences as a graduate of Saint Leo University.

D.J. combines his knowledge, high energy and humor in a thought provoking, fun, and interactive learning environment. He leaves his audiences with practical advice and methods to succeed. His years as a sales trainer and motivational speaker, in a variety of industries, have provided D.J. with an outstanding background which he brings to every clinic and seminar. D.J. can give you a "tune-up" or a "complete overhaul".

He may be reached at 800.352.5252. E-mail: [dj@djsays.com](mailto:dj@djsays.com). "52 weeks a year, we are as close as your telephone". Visit [www.djsays.com](http://www.djsays.com) to order his best-selling books, his newest release, "Race to the Finish Line, Creating Winning Customer Relationships, co-authored with other speakers and writers, "Your Prescription for Life", "Mastering the Art of Success" with Jack Canfield and Mark Victor Hansen as well as other informative material.

*Continued on page 22*






# 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 1<sup>st</sup> 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 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).



# ABOUT OUR SPEAKERS, WORKSHOPS AND TRAINING

*Continued from page 20*

## **Kenny Whipple, Manager, Bowman's Body Shop**



Kenny has been married for twenty-five years and is the father and coach of four very busy, involved daughters. He worked in sales and installation of Checkmate computers for AutoInfo until they were purchased by ADP Hollander.

He has spent over twenty years as a third-generation automotive recycler with Ken's Auto Parts in Muskegon, Michigan before leaving to become the body shop manager at Bowman's Body Shop. He served on the ARM Board of Directors and was President from 2004-2006.

## **David Kendzierski: President, Stormtech, Inc. & MICAR Program Manager**



David Kendzierski helped ARM develop the MICAR Program in 2004 and since that time has served as the MICAR Program Manager and helped ARM members comply with their storm water permits and adopt safe practices. He provides

### **Storm Water Compliance Workshop**

All auto recyclers who discharge storm water runoff from their facility and are not located within a combined sewer service area require a storm water permit. Since 2016, DEQ has been phasing in new permits for auto recyclers. Before your current permit expires, you must apply for a new permit. When DEQ sends you a Certificate of Coverage (COC) – the clock starts! You have 6 months to submit compliance documents to MiWaters. The compliance requirements are complicated, but this Workshop will make it easy to do it yourself!

- Step-by-Step Procedures
- Sample and fill-in-the blank SWPPPs
- Sample Site Maps
- Sample Requests to Forego Benchmark Monitoring (You want to do this!)
- Sample Benchmark Monitoring Plan (If you must sample)
- How to Collect Storm Water Samples (If you must sample)
- Best Management Practices
- Inspections:
  - Routine Housekeeping/Preventive Maintenance Inspections
  - Comprehensive Site Inspections
  - Storm Water Visual Assessments
- Annual SWPPP Review

**\*If You Have a Storm Water Permit, Attend this Workshop!\***

professional assistance to recyclers throughout the Midwest, and has served our industry for over 30 years. Dave has degrees in Biology and Water Resources Management from the University of Wisconsin.

## **Mark Kirsten, Sales Manager SAS Forks**



Mark Kirsten is the Sales Manager at SAS Forks. He oversees our inside and outside sales and parts departments including taking many customer calls and in the field at yards and trade shows. Mark enjoys working with customers and getting to know people. He has been with SAS Forks in both fabrication and sales departments for 4.5 years. He started in the fab department running a press between fishing seasons as a guide.

Mark has a long history in auto sales, accessories, and customer service. He has several years of tech school training including automation, hydraulics, pneumatics, 12v electrical, and welding.

In his spare time, Mark spends tons of time with his wife and 2 kids. They love to hunt and fish together. Mark has been a professional fishing guide for 10 years and counting specializing in salmon and trout on Lake Michigan.

### **Basic Forklift Safety Training**

OSHA requires forklift operators to be trained. For the safety of your employees and customers this is an important topic worth your attention. Forklift accidents result in thousands of injuries in the US each year. Learn operational dynamics and increase your awareness of safety features. A discussion about forklift and wheel loader safety is included. This presentation is meant to provide a classroom introduction to safety, the practical 'road test' portion is not included.

## **Theresa Colbert: On-the-Ground Representative for Car-Parts.com**



Theresa Colbert is an on-the-ground representative for Car-Part.com. She works with dismantling yards to help them decide which products in the Car-Part suite best fit their needs and shows them how they can optimize

*Continued on page 24*

# TENTATIVE SCHEDULE OF EVENTS

## FRIDAY, MAY 20, 2022

9:30 a.m.	<b>ARM Registration Open</b> <i>Morris Rose Auto Parts</i>	5:00 p.m.	<b>Opening Exposition, Past Presidents Reception, Cash Bar</b>
10:00 a.m.- 3:00 p.m.	<b>Hybrid Dismantlers Awareness Training with Andy Latham</b> <i>Morris Rose Auto Parts</i> <b>You Must Be Preregistered to Attend</b>	5:00-8:00 p.m.	<b>Road Show Exposition Hours</b>
10:00 a.m.	<b>ARM Golf Outing</b> <i>Milham Park Golf Course Kalamazoo, MI</i>	5:00 p.m.	<b>Cornhole Tournament</b>
3:00-5:00 p.m.	<b>Vendor Set-Up</b>	6:30 p.m.	<b>Buffet Dinner with Exhibitors</b>
4:45-5:00 p.m.	<b>Vendor/Volunteer Meeting</b>	8:00 p.m.	<b>Celebrate ARM's 50<sup>th</sup> Anniversary, Honor ARM's Past Presidents &amp; Guests</b>
		9:00 p.m.	<b>Live Auction &amp; Last Man Standing Fun &amp; Comradery with Fellow Recyclers &amp; Vendors</b>

## SATURDAY, MAY 21, 2022

8:30 a.m.	<b>ARM Registration Open</b> <b>"Rise &amp; Shine" with Coffee, Donuts &amp; D.J.</b> <i>Bring your donated CATS &amp; enter the drawing.</i>	1:15-2:15 p.m.	<b>Keynote "Understanding the New Normal on Consumer Behaviors Driving Business Growth"</b> <i>Keynote Speaker: Katie Kean</i>
9:00-9:55 a.m.	<b>1. Seminar: "Back to Basics – EV Safety for Beginners"</b> <i>Facilitator: Andy Latham</i> <b>2. Training: Haz Mat/Air Bag Training</b> <i>Trainer: Dave Kendziorski</i> <b>3. Seminar: "Understanding Your Customer: Body Shops, Repair Facilities and Recyclers"</b> <i>Panel: Kenny Whipple, Jayson Doren, Scott Kooienga</i>	2:15-3:15 p.m.	<b>Roundtable Discussions</b> <ul style="list-style-type: none"><li>• "Do's &amp; Don't of Selling on eBay" <i>Facilitator: Amanda Urban-Hollander</i></li><li>• "How to Control Your Returned Parts" <i>Facilitator: Kenny Whipple-Manager, Bowman's Body Shop</i></li><li>• "How to Efficiently &amp; Safely Ship Your Parts" <i>Facilitators: Diane Haranda-MRAP, Jim McKinney-EZ-Suite, Alex Bechstein-Midwest Automotive Trucking</i></li><li>• "Things you wanted to Know About Other Recyclers and were Afraid to Ask" <i>Facilitator: Theresa Colbert-Car-Part.com</i></li><li>• "Building Relationships without Traditional Contact" <i>Facilitator: D.J. Harrington</i></li></ul>
10:00-10:55 a.m.	<b>Road Show Exhibition Open</b>		
10:00-2:00 p.m.	<b>Coffee Bar Open</b>		
11:00-11:55 a.m.	<b>1. Seminar: "Best Management Practices for Vehicle Dismantlers and Recyclers"</b> <i>Facilitator: Andy Latham</i> <b>2. Training: "Visual Storm Water Assessments"</b> <i>Trainer: Dave Kendziorski</i> <b>3. Training: Hands-on Fork Lift Training</b> <i>Trainer: Mark Kirsten, SAS Forks</i>	3:15-4:15 p.m.	<b>Seminar: "Advanced-Maximizing Value in EV's at End of Life"</b> <i>Facilitator: Andy Latham</i> <b>Training: "Fire Safety: Tips, Tricks &amp; Training that will Protect Your Employees, Buildings &amp; Equipment"</b> <i>Trainers: Kalamazoo Fire Dept.</i>
Noon-12:55 p.m.	<b>Road Show Exhibition Open</b>	4:15 p.m.	<b>Wrap Up entire weekend...</b> <i>Slater Shroyer, ARM President</i>
12:45-1:15 p.m.	<b>Working Lunch, Awards, Drawings</b>	4:30 p.m.	<b>Tear Down &amp; Safe Travels Home</b>



## ABOUT OUR SPEAKERS, WORKSHOPS AND TRAINING

*Continued from page 22*

their part listings for online sales through eBay, Brokering, and Trading Partners. She does this by emphasizing the importance of accurate part grading and high-quality part images. She also stresses the value of online sales in our current marketplaces.

Theresa has been with Car-Part.com for over 10 years. Previously, she worked at Nu-Parts Automotive Products for 10 years. Prior to Nu-Parts, she was the manager at Winter Auto Japanese Engines in Glendale, Arizona, and at AAA Economy Auto Parts in Phoenix, Arizona. With over 25 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa is on the Pennsylvania association event board, the Colorado association event board, and the ARA Scholarship Foundation fundraising committee. She also speaks at industry trade shows and writes monthly articles in *The Recyclers Power Source*, the *Toolbox*, and several state association publications.

### Amanda Urban: Sales Specialist at Hollander



As an eBay Sales Specialist at Hollander, Amanda helps new sellers get acquainted with eBay, maintain eBay best practices, optimize sales and stay up-to-date on the ever-changing online-parts marketplace. Prior to joining the Hollander team 6 years ago, she was an eBay Top Rated Powerseller for ten years which was split between selling new and used motorcycle parts and new auto parts. 🚗



**Do Your Part!  
Recycle!**



**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!!***

# FRIDAY FUN EVENTS

## FRIDAY'S FUN DAY OF GOLF & NETWORKING

We are kicking off the Road Show with a fun, relaxing day of golf and networking as we are confident it will be a beautiful spring day in Kalamazoo. This year we will be playing eighteen holes at the Milham Park Golf Course. It is a challenging 18-hole, par 72 layout located on 130 acres adjacent to beautiful Milham Park on the southern edge of Kalamazoo. Facilities include a large award-winning pro shop, snack bar (and yes, they have adult beverages), power golf cars and practice facilities. The course is considered to be one of the best-conditioned municipal courses anywhere and regularly hosts city and county tournaments. You will definitely want to join us for a fun day of golf and great comradery as we begin our 2022 ARM Road Show & Business Networking Conference.

## COME JOIN THE FRIDAY NIGHT FUN!

Once again we have a whole lineup of fun activities and prize winning opportunities planned for Friday night's gala of good times as we celebrate ARM's 50<sup>th</sup> Anniversary!

### Join us for...ARM'S 50<sup>th</sup> Anniversary Celebration

It has been 50 years since our founding fathers signed our Articles of Incorporation. It's a perfect time for the ARM family to celebrate together, in person, as we reminisce about the past, celebrate our successes and honor our past presidents whose leadership brought us to where we are today: a strong viable "family" of professional automotive recyclers.

### Pick Your County!

We will have a map of our great state of Michigan with all of counties clearly visible. You can purchase and claim as many counties as you like. Once the map is full of signatures and all counties have been sold, we will draw the big winner.

### NEW! Cornhole Tournament!

Choose your teammate and register to compete for the top prize and bragging rights at our 1<sup>st</sup> annual Cornhole tournament. There are no limits as to how many teams each facility can register. It will be bracket play, single elimination and we will follow simple backyard rules. A fun, competitive time is promised for everyone involved.

### Live Auction!

We are once again having a live auction with a great array of items that everyone will have fun competing for. If you would like to donate a special item to this lively event, please contact the ARM office at 810-695-6760 or [arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org) and include a picture with a description of the item to be used on our website and Facebook.

### Last Man Standing!

Back by Popular Demand! You don't want to miss our annual "Last Man Standing" event. It's a great way for everyone to support your ARM Association and it is so easy, so fun and so competitive...you just bring your checkbook, cash or credit cards and your passion to support YOUR association. We will do the rest.

We will ask anyone willing to make a monetary donation to ARM to please stand up and then we will continue to progressively go up in increments to as high as the crowd dictates. And yes, it is 100% OK to let your competitive side show by not allowing your fellow recyclers to outbid you for the crown of "Last Man/Facility Standing".

This year's top contributor will receive half off their ARM annual dues, a featured article about your business in our newsletter, a 30 day website ad on our site, as well as the covenant trophy declaring you the "2022 ARM Last Man/Facility Standing." Our past events were a huge hit and success due in part to the active participation of so many members, employees, vendors and guests. And it sure beats selling cookies and candies! 🚗

# 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](http://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](mailto:arm@mi.automotiverecyclers.org)



## Making the Most of the Road Show

*Continued from page 10*

and then discussing what we learned is great. But not EVERYONE can go to the event, so I can and should share with the others about it! I am guilty of getting back to business after a conference and not spending time with my people to tell my people what I learned and getting their buy in on the action items. It's so important for me to take the time. I need to tell them about the seminars I attended and the conversations I had. To get their opinions on what other people are doing, why they think one holds merit and another isn't right for our business. This tells me a lot about them as well and fosters open communication. It's easier for them to tell me they don't like someone else's idea than for them to shoot down something I came up with. And I can also talk

to them about what I thought was a good idea and the ones I don't agree with. We can come up with new ideas together from these discussions. Not only can we energize our staff and get them excited to make the business better, we can show them their opinions matter!

I know I will take time to get ready, record the best ideas, and remind myself when I get home what my action items are. I hope you'll join me for a phenomenal Road Show!

*Amber Kendrick is a 3<sup>rd</sup> generation automotive recycler, owner of Pete's Auto Parts and graduate of Alma College. She enjoys yoga, hiking, reading, travel, and volunteering. Amber lives in Holland, Michigan, with her husband, Andy and her two Cairn Terriers, Archie & Austin. 🚗*

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## Is Your Business EV Ready?

*Continued from page 16*

Use all of the above to build your reputation as a business that is forward thinking, preparing for the future, environmentally friendly, and steal a march on your competition!

These changes could be coming along much quicker than many expect, yes it is true that some countries have set dates to ban the sale of brand new internal combustion engined vehicles, but more will happen before that to influence car buying decisions including local restrictions, taxation, incentives and the vehicle owners environmental conscience.

Local restrictions could be a zero emission zone in your local city center, preventing vehicle use unless they are electric; governments will tax internal combustion engined vehicles much more using fuel tax and road

charging and more incentives will be put in place to encourage the use of zero emission vehicles.

The other factor to consider is the ever increasing moves to remove pollutants from internal combustion vehicles – some in the industry suggest that the introduction of Euro7 emission regulations in a few years time will add so much cost to vehicles that 'conventional' vehicles become more costly to purchase than electric vehicles – we get to that tipping point where it is cheaper to buy electric vehicles.

Are you ready to shift towards this new normal, do you see this as an opportunity to grow your knowledge, your influence and your business? Contact Salvage Wire or EINTAC for full details of high voltage training, tools and PPE, and let us get you onto that first step towards your future.

[www.salvage-wire.com](http://www.salvage-wire.com) | [www.eintac.com](http://www.eintac.com) 🚗

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](mailto:arm@mi.automotiverecyclers.org)

**F.Y.I.** The deadline for the next issue of the Automotive Recyclers of Michigan *YardTalk* newsletter is May 24, 2022. If you would like to place an advertisement or submit an article, please call the ARM office at 810-695-6760.



**Automotive Recyclers  
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