



# NORTH DAKOTA Auto Recyclers

January / February 2013

## New HazCom “Right to Know” Standard

*By David Kendzioriski, Stormtech, Inc.*

Your employees have a “right to know” what hazardous materials are in the workplace. A new HazCom Standard being phased in over the next four years will help employees better understand the risks they are exposed to.

Federal OSHA recently unveiled long-awaited changes to the Hazard Communication Standard (HCS), often referred to as the “worker right-to-know law”. Auto Recyclers will be affected by these changes, which include the adoption of the United Nations Globally Harmonized System of Classification and Labeling of Chemicals (or GHS).

The new standard, once implemented, will prevent each year an estimated 43 deaths and 585 injuries and illnesses, and result in \$475.2 million in enhanced productivity for U.S. businesses.

### What has OSHA changed?

Major changes of the HCS (29 CFR 1910.1200) include:

- Revised criteria for classification of chemical hazards
- Revised labeling provisions that include requirements for use of standardized signal words, pictograms, hazard statements, and precautionary statements
- A revised format for material safety data sheets (MSDS)
- Related revisions to definitions and requirements for employee training on labels and MSDS

### What dates apply to you?

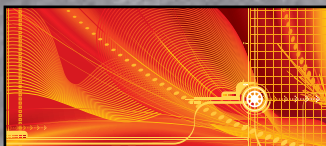
The new regulations include the following compliance dates:

- December 1, 2013 - Employers must train employees on the new label elements and MSDS format.
- June 1, 2015 - Compliance with the final rule by chemical manufacturers, importers, distributors, and employers
- December 1, 2015 - Distributors shall not ship containers labeled by the chemical manufacturer or importer unless it is a GHS label.
- June 1, 2016 - Employers must update alternative workplace labeling and their hazard communication program as necessary, and provide additional employee training for newly identified physical or health hazards.

*continued on page 2*

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**Mission Statement**

**North Dakota Automotive Recyclers Association**

*To unite, advance, support, and educate  
our members, to create a positive image of  
our industry, and improve the automotive  
recycling industry in North Dakota.*

**Staff/Newsletter**



**Please direct newsletter content & advertising  
opportunity as well as membership questions to:**

**Executive Director  
Kelly Salseg**

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The North Dakota Auto Recycler is published six times per year. None of the material in this publication necessarily reflects the opinion of the North Dakota Automotive Recyclers Association, it's officers, directors, staff or members. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Salseg. Articles may be edited for length.

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## GHS Pictograms and Hazards

<b>Health Hazard</b> 	<b>Flame</b> 	<b>Exclamation Mark</b> 
<ul style="list-style-type: none"> <li>• Carcinogen</li> <li>• Mutagenicity</li> <li>• Reproductive Toxicity</li> <li>• Respiratory Sensitizer</li> <li>• Target Organ Toxicity</li> <li>• Aspiration Toxicity</li> </ul>	<ul style="list-style-type: none"> <li>• Flammables</li> <li>• Pyrophorics</li> <li>• Self-Heating</li> <li>• Emits Flammable Gas</li> <li>• Self-Reactives</li> <li>• Organic Peroxides</li> </ul>	<ul style="list-style-type: none"> <li>• Irritant (skin and eye)</li> <li>• Skin Sensitizer</li> <li>• Acute Toxicity (harmful)</li> <li>• Narcotic Effects</li> <li>• Respiratory Tract Irritant</li> <li>• Hazardous to Ozone Layer (Non Mandatory)</li> </ul>
<b>Gas Cylinder</b> 	<b>Corrosion</b> 	<b>Exploding Bomb</b> 
<ul style="list-style-type: none"> <li>• Gases under Pressure</li> </ul>	<ul style="list-style-type: none"> <li>• Skin Corrosion/ burns</li> <li>• Eye Damage</li> <li>• Corrosive to Metals</li> </ul>	<ul style="list-style-type: none"> <li>• Explosives</li> <li>• Self-Reactives</li> <li>• Organic Peroxides</li> </ul>
<b>Flame over Circle</b> 	<b>Environment (Non Mandatory)</b> 	<b>Skull and Crossbones</b> 
<ul style="list-style-type: none"> <li>• Oxidizers</li> </ul>	<ul style="list-style-type: none"> <li>• Aquatic Toxicity</li> </ul>	<ul style="list-style-type: none"> <li>• Acute Toxicity (fatal or toxic)</li> </ul>

### From the Executive Director's Desk

*By Kelly Salseg*

*A goal without a plan is just a wish.*

Antoine de Saint-Exupery

With the advent of a new year, it is a good time to focus our time and attention on the people and things in our lives that mean the most to us. A new year can also be a new beginning in the most important areas of our lives. These might include our health, our relationships, our careers or hobbies. Whatever are the most important things in your life.

This is a great chance to ponder and to look ahead. Where we are in the major areas of our lives and what can we do to improve those areas and create what we want in each of those areas.

For me this includes writing down a plan. A business plan for my life. I create this just for myself to be used as a tool in creating the most fulfilling life I can.

In creating my business plan for life, I use these tips from Mind Tools:

- **State each goal as a positive statement**
- **Be precise**
- **Set priorities**
- **Write goals down**
- **Keep low-level goals small and achievable**
- **Set goals over which you have as much control as possible**
- **Set realistic**

Let me also add that this business plan for life should be thought of as a living and breathing thing that will most likely change and evolve over time. Read it often and spend some time writing and re-writing it at least once each year.

It has altered my life for the better and it may have a profound and constructive effect on your life as well.

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## Mitchell RepairCenter™ ToolStore Integrates with Car-Part.com's Pro Search

San Diego, CA – September 14, 2012– Mitchell today announced a new technology integration with **Car-Part.com** as a partner in the RepairCenter™ ToolStore, making it possible for body shops to search for green parts in the Car-Part Pro marketplace directly from the RepairCenter Workspace.

The Car-Part Pro value added marketplace, designed for body shops and insurance appraisers, is now seamlessly integrated into RepairCenter through the RepairCenter ToolStore. Car-Part Pro allows professionals to search by delivery date, warranty, recycler certifications, and part quality, and returns all inclusive pricing results from a database of 140 million parts, 4,200 recyclers, and hundreds of alternative parts providers. The built-in Live Service™ messaging feature allows real-time communication with part suppliers, and Car-Part.com's exclusive SmartVin™ technology decodes VINs to simplify part choices during the search.

“This integration gives Mitchell customers the ability to search for green parts and see *only* those that can be delivered within their cycle time window, meet their warranty criteria, and conform to their quality standards,” says Jeff Schroder, founding CEO of Car-Part.com. “We know it's crucial for shop's profitability to have all the information they need at their fingertips, and we're excited to provide a simple and powerful solution directly integrated into Repair Center.”

In addition to passing data to facilitate parts lookup and ordering, the RepairCenter ToolStore also provides the ability to receive data back from Car-Part Pro. This two-way integration empowers shops to eliminate the manual steps required to update relevant parts costing and estimate information in RepairCenter, further simplifying workflow. Car-Part Pro interface is offered at no additional cost in the RepairCenter ToolStore and takes just one click to activate.

“Navigating the recycled parts marketplace can be a challenging proposition for shops. Now our customers can

rely on Car-Part's feature rich parts procurement solution to help them make more educated decisions about who they do business with and the parts they order,” said Peter Lovasz, Senior Director of Mitchell Repair Solutions. “Integrating the Car-Part Pro interface into RepairCenter makes the parts procurement workflow more streamlined and will benefit all stakeholders in the repair process,” added Lovasz.

Mitchell's RepairCenter ToolStore is a dynamic market place that empowers body shops to connect with their mission critical collision repair trading partners and third party add-on tools– tools that help shops streamline workflows and run their businesses more profitably and efficiently. Built within RepairCenter's market leading repair data and business management solutions, the ToolStore features applications across multiple categories such as paint, rental, parts, analytics, accessories, compliance, digital marketing, customer satisfaction and more. The RepairCenter ToolStore is like having every tool in the industry on hand for the collision repair shop workflow.

To learn more about RepairCenter, visit [www.repaircenter.mitchell.com](http://www.repaircenter.mitchell.com), or to get additional information about building your own application in the ToolStore, contact Mitchell by email at [RepairCenterInfo@mitchell.com](mailto:RepairCenterInfo@mitchell.com) or telephone at 1-800-238-9111.



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## **American Suzuki Files for Bankruptcy**

The American Suzuki Motor Corporation filed for Chapter 11 bankruptcy protection on Monday evening, and will stop selling new cars in the United States.

American Suzuki will now focus on selling Suzuki motorcycles, all-terrain vehicles, and marine outboard engines. The company cites slow sales, unfavorable foreign exchange rates, and the high cost of complying with state and federal regulatory requirements as the reason for exiting the car business. American Suzuki sold just 2,023 cars in the US last month.

The company said the bankruptcy filing will facilitate a transition of its US automobile dealer network into a network of service and parts operations. They intend to honor all car warranties and buyback agreements. The reorganized company will retain the American Suzuki Motor name. This bankruptcy does not involve the company's parent, Suzuki Motor of Japan.

## **About Car-Part.com**

*Car-Part.com is the leading green parts marketplace, processing 2.3 billion dollars of part searches per month. Car-Part.com developed the only fully integrated suite of products for recyclers to manage their business. Car-Part.com uses this unique capability to power Car-Part Pro.*

## **About Mitchell**

*Mitchell empowers clients to achieve measurably better outcomes. Providing unparalleled breadth of technology, connectivity and information solutions to the Property & Casualty claims and Collision Repair industries, Mitchell is uniquely able to simplify and accelerate the claims management and collision repair processes. As a leading provider of Property & Casualty claims technology solutions, Mitchell processes over 50 million transactions annually for over 300 insurance companies/claims payers and over 30,000 collision repair facilities throughout North America. Founded in 1946, Mitchell is headquartered in San Diego, California, and has 1,700 employees. The company is privately owned primarily by the Aurora Capital Group, a Los Angeles-based investment group. For more information about Mitchell, visit [www.mitchell.com](http://www.mitchell.com).*

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# Employee Motivation – Whose Job IS it Anyway?

## And, Why all Bosses Are Not Created Equal

By Christine Corelli



When employees are asked this question, you might think the response would be “It’s my job to keep myself motivated.” But, in reality, the most frequent answer is, “It’s my boss’s job.”

Surprised? Don’t be. In an ideal world, motivation would come exclusively from within. More often than not, however, it’s up

to management to maintain employee morale. It takes dynamic leadership to activate, and preferably inspire self-motivation in those you lead to ensure future success.

Regardless of the size of your company, it isn’t just strategic marketing and sound decision making that’s vital to your success. It’s constant development of your “human capital” that holds the key to sustainable, long-term growth. Those you lead are responsible for developing the reputation of your company.

Can you give someone motivation? Many believe that only an individual can motivate himself or herself. But as an executive, manager or supervisor, you can obviously nourish and sustain that self-motivation. The key is to keep them in the right frame of mind by making them feel that they are working with you, not for you. If they feel they are only working for you, many of them will merely go through the motions to protect their job and their paycheck. They will never put their hearts and souls into their work, nor will they show initiative beyond their immediate responsibilities.

To make a difference in your company, you must be a great person to work with. By consistently doing the things that build relationships—such as taking the time from your demanding schedule for expressing appreciation, requesting suggestions and then listening carefully to them, and encouraging new and better ideas—you will show them you care. You also need to pay attention to them. Fundamentally, you gain control by not trying to exercise control. This behavior in a manager helps to encourage employees to be cooperative and productive of their own

free will. In fact, the secret is to act more like a leader and less like a boss. In other words, someone you would be excited about working with.

### Five Things You Can Do Immediately

**Here are five things you can start to do right now. Put them into practice, and you just might see a big difference in the level of job satisfaction.**

1. Never let a single day go by without spending twenty minutes talking to individuals or your team.
2. At least once a week, thank your employees (individually!) and express appreciation for hard work.
3. Ask these questions on a regular basis:
  - “How is your team performing?”
  - “Is there anything I should know about?”
  - “What do YOU recommend?”
  - “Is there anything I can do to help?”
  - “What ideas do you have to help us through this tough economy?”

If you are really brave ask these:

- “What would you do if you were me?”
  - “How can I be a better leader?”
4. Once a year, give an employee satisfaction survey along with your customer satisfaction survey. You will find that if your employees are happy, your customers will be happy too. Make sure your survey includes this question:

*“Would you recommend working here to someone else?”*

If you don’t score high on that question in the survey, you cannot succeed. This holds true in today’s economy, where jobs are almost non-existent. If they want to leave, and are staying only for a paycheck, and not YOU, you are in trouble. It’s your people who will carry you into a successful future.

5. Be the best leader you can be. Keep in mind, you don’t automatically gain respect because you have a title. You need to EARN it. You can do this by being the type of person where people look forward to coming to work each day.

Warren Bennis once said that a boss is someone who commands others to do what needs to be done. But a leader is someone who inspires and helps people to do what needs to be done and to do it well.



# SCRAP COMMODITIES MARKET REPORT JANUARY 2013

## Approximate Pricing

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Batteries	0.30/LB
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\*This Report is for the sole purpose of informing members of current metal market activity.

\*\*For More accurate and current pricing call your scrap metal vendor.



## WELCOME TO NDARA NEW MEMBER UNITED RECYCLERS GROUP LLC

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The Boss	VS	The Leader
Says, "GO!"		Says, "Let's go!"
Says: "That's the decision"		Says: "I'm not sure what the outcome of this decision will be, but we're all going to roll up our sleeves and pull together to make it happen. And, I'll do all I can to help you."
Depends on authority		Depends on goodwill
Pushes you to produce		Pulls you by acting as a role model
Commands		Communicates
Uses people		Serves People
Sees what is		Sees what could and should be
Focuses on what is most urgent		Focuses on what is most important
Lets you know where you are		Let's you know where you could be
Works hard to achieve immediate results		Works hard to achieve ultimate objectives
Seeks credit and recognition		Shares credit generously
Inspires fear		Inspires enthusiasm
Says, "I"		Says, "We"
Blames for problems		Works with others to solve problems
Drives people		Grows people
Is concerned with looking good		Is concerned with their team looking good
		Expects high performance, but inspires people to deliver their best

Keep in mind that people work FOR a boss. They work WITH a leader.

Employee motivation, of course, involves a great deal more than being a single great leader, it involves your culture, systems, reward and recognition practices, procedures, teamwork and more. But for now, simply ask yourself this question: Would you work for you???????

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Christine Corelli is a dynamic business speaker and workshop facilitator. She is the author of five business books including the best selling *Wake Up and Smell the Competition*. Her newest book, *Capture Your Competitors' Customers and KEEP Them* has been selling strong. Christine was well-received as a speaker at the Midwest Recycling Trade Show. To learn more visit [www.christinespeaks.com](http://www.christinespeaks.com), or call 847 581 9968.

## **Deadline to Post National Labor Relations Board Employee Poster Extended**

The National Labor Relations Board has postponed the implementation date for its new notice-posting rule by more than two months in order to allow for enhanced education and outreach to employers, particularly those who operate small and medium sized businesses. The new effective date of the rule is Jan. 31, 2012.

The decision to extend the rollout period followed queries from businesses and trade organizations indicating uncertainty about which businesses fall under the Board's jurisdiction, and was made in the interest of ensuring broad voluntary compliance. No other changes in the rule, or in the form or content of the notice, will be made.

The Board's jurisdiction extends to most small business owners. However, some very small employers whose annual volume of business is not large enough to have more than a slight effect on interstate commerce are exempted.

In the case of retail businesses, the Board's jurisdiction covers any employer with a gross annual volume of business of \$500,000 or more. The Board's non-retail jurisdictional standard applies to most other employers. It is based on the amount of goods sold or services provided by the employer out of state (called "outflow") or goods or services purchased by the employer from out of state (called "inflow"), even indirectly. Under this standard, the Board will take jurisdiction over an employer with an annual inflow or outflow of at least \$50,000.

## **ARA Cautions Giving Automotive Manufacturers Carte Blanche Power Over Repair Procedures** *(November 30, 2011)*

### *Renewed Concerns Over Recent Manufacturers' Aggressive Activity*

MANASSAS, VA - Today, the Automotive Recyclers Association (ARA) is calling on the collision repair industry to proceed cautiously in recognizing only automotive original equipment manufacturers (OEM) published repair procedures, as the official industry sanctioned "Repair Standards" for collision repair.

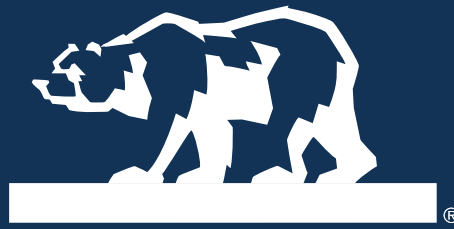
Recently, several prominent collision repair groups issued and signed a joint statement officially recognizing OEM published repair procedures as the collision industry's repair standards. While the collision repairers' statement did afford a limited role for the Inter-Industry Conference on Auto Collision Repair (I-CAR), a significant concern of ARA centers on recent auto manufacturers' activity which could be viewed as aggressively pushing the limits of antitrust laws and the Magnuson-Moss Warranty Act.

Over the last three years an increase in the use of recycled OEM automotive parts has reduced the market for new OEM replacement parts. As a result, automotive manufacturers have become more aggressive by releasing revised collision repair position statements that are even more biased and based on weak or no apparent scientific research claiming the recycled OEM parts are inferior to new OEM parts. In making these types of statements, auto manufacturers seem to be attempting to exclude recycled OEM parts from the market which would result in only one source of parts and procedures for the repair of consumers' vehicles – the auto manufacturers. "We believe that the goal of the manufacturers is to discourage the use of recycled OEM parts and secure a market that establishes automakers as the only source of parts and procedures for the repair of consumers' vehicles", said ARA CEO Michael E. Wilson.

For example, Chrysler released a position statement last year implying that recycled OEM parts may have invisible defects due to environmental and human error factors and stated that, "Chrysler Group LLC does not approve of or recognize structural repair procedures where Authentic Mopar Parts are not used for Chrysler, Jeep®, Dodge and Ram vehicles." This statement suggests that consumers' warranties might not be honored if parts other than Authentic Mopar Parts were used. Similar statements have also been released by American Honda, Toyota Motor Sales, and Hyundai Motor America.

In response to these inflammatory statements, ARA earlier this year met with the U.S. Federal Trade Commission (FTC) requesting the FTC to clarify warranty policies so that consumers would not be duped into thinking that using recycled OEM parts in a repair could void their warranty. As a result, the FTC announced the update of a consumer alert entitled Auto Warranties, Routine Maintenance, and Repairs: Is Using the Dealer a Must? The revised alert specifically notes that the mere use of recycled OEM parts does not void a warranty and that it is illegal for warrantors to void a warranty or deny coverage simply because a recycled OEM part was used.

Use of recycled OEM parts has been widely accepted for



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# PAM's Auto



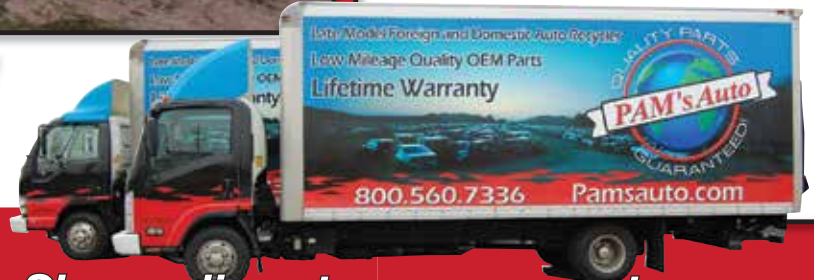
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decades and there is a long track record of their successful use. Recycled OEM parts are fully functional OEM parts and are in most cases identical to the OEM parts automobile manufacturers recommend for repairs. In addition, recycled OEM parts have several additional benefits compared to new parts. Recycled OEM automotive parts are typically 30 to 70 percent less expensive than comparable new parts. Recycled OEM parts are much better for the environment than new parts because no additional resources or energy are used to create them.

## **Members of Congress Recognize Automotive Recyclers As Part of America Recycles Day**

On America Recycles Day, November 14, 2011, Congressmen Geoff Davis (R-KY), Richard Hanna (R-NY) and Mike Thompson ( D-CA) all submitted statements to the Congressional Record noting the contributions that automotive recyclers have made and continue to make to the environment, economy and community through recycling efforts. The representatives all noted the role that ARA members play in preserving natural resources and reducing demand for scarce landfill space and that it is the work of small business men and women who our nation can thank for this contribution. They ALSO highlighted the recyclability and reusability of vehicle components, particularly mentioning engines, transmissions, aluminum and steel. Further, the statements referred to the automobile as the most recycled product in the world, the parts from which can produce almost 13 million new vehicles, while saving 11 million gallons of oil in the manufacturing of new components. And lastly, the members acknowledged automotive recyclers as “exemplary citizens who the nation should appreciate and recognize as those who make a real difference in keeping our nation clean.”

ARA and automotive recycling were the only association and industry, respectively, to be noted by any member of Congress on America Recycles Day this year.

## **Outlook for 2013 State Legislative Sessions**

January marks the beginning of the 2013 legislative session in most states, as re-turning and newly-elected representatives head to statehouses across the country. More than 6,000 legislative seats were in contest during the November elections, constituting 82 percent of legislative seats nationwide. ARA staff, along with affiliate state chapters and Regional Directors, will be closely monitoring legislation that is introduced in all 50 state legislatures that could potentially impact the professional

automotive recycling industry. Already 14 states have begun pre-filing legislation for next year’s sessions: Alabama, Arkansas, Colorado, Connecticut, Georgia, Kentucky, Montana, Nevada, New York, Oklahoma, Tennessee, Texas, Virginia, and Wyoming. Two more states, South Dakota and South Carolina, will begin pre-filing this week.

Issues expected to dominate the 2013 state legislative agenda include: salvage acquisition and inventory, unregulated/unlicensed buyers at salvage auctions, BID cards, processing of end-of-life vehicles with and without a title, access to OEM data, right to repair, scrap metal regulation, and scrap metal theft, among many others. ARA Government Affairs Committee Chairman, Norman Wright, and Director of State Government and Grassroots Affairs, Jessica Thomas, will begin hosting state legislative conference calls on a regular basis starting in January. The calls are on Monday afternoons and open to all ARA members. The purpose of the calls is to share information within the automotive recycling community and make sure that staff and members are aware as early as possible of any legislative proposals impacting the industry. Those with an interest and involvement in state legislative activity are encouraged to participate. Please contact Jessica ([jessica@ara.org](mailto:jessica@ara.org); 571-208-0428) for more information.

## **U.S. Supreme Court Heard Arguments on Resale Issue**



ARA has been closely following recent developments in the U.S. Supreme Court on an issue that could have far reaching implications on the resale of automotive parts. On October 29, the Supreme Court heard oral arguments on the First Sale Doctrine within copyright law which allows the purchaser of a copyrighted work to sell that item without having to get the permission of the copyright holder. The doctrine stipulates that the copyright holder only has ownership over the first sale. The Supreme Court has upheld this law since 1908. It is now being challenged

for products made abroad, potentially affecting books, furniture, electronics, art and automotive parts.

The Second Circuit ruled in August 2011 on the case of *Kirtsaeng v. John Wiley & Sons* which involved the resale of U.S. textbooks that were manufactured in Thailand, purchased and then imported here for resale on eBay by a Thai student living in the U.S. The Second Circuit stated that the First Sale Doctrine “does not apply to goods produced outside the United States”. If this decision was strictly followed, even the resale of an iPod or other consumer goods would be prohibited without the express permission of the copyright holder. EBay, in a friend of the court brief wrote that this decision “allows for significant adverse consequences for trade, e-commerce, secondary markets, small businesses, consumers and jobs in the United States.”

While it is hard to discern how the Justices were leaning during oral arguments, it was clear that they were focused on larger issues including if the law would incentivize manufacturers to move production offshore and also the potential harm to secondary markets. Justice Breyer directly addressed the potential impact on the resale of automotive parts by stating: “Imagine Toyota. Millions sold in the United States. They have copyrighted sound systems. They have copyrighted GPS systems. When people buy them in America, they think they’re going to be able to resell them. Under [Kirtsaeng’s] reading, the millions of Americans who buy Toyotas could not resell them without getting the permission of the copyright holder of every item in that car which is copyrighted? Is that right?”

How the Supreme Court rules on this case will have far-reaching implications on trade and commerce worldwide. One newspaper article that recently featured this case suggested that approximately 40% of U.S. manufactured cars contain foreign made parts and technology and their resale market would be severely compromised if the Court rules against the First Sale doctrine.

There is as yet no date for

when the decision will be rendered by the Supreme Court but ARA will continue to vigorously track this critical issue and bring it to the attention of federal policy-makers.

For additional information on this case, please contact Delanne Bernier, Director of Policy and Political Affairs at [delanne@ar-a.org](mailto:delanne@ar-a.org).

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*Following article reprinted with permission of ScrapMonitorInfo*

## **NJ Recycling Owner Creates App: EPA is Set to Recognize Invention**

*Daily Record (N.J.) Manochio, Matt*

Rockaway, N.J.-based Rockaway Recycling owner Tom Buechel developed the iScrap App for iPhone, Android, and other platforms. The app helps scrap sellers find the nearest scrapyards, learn pricing, and send photographs of their goods. The U.S. Environmental Protection Agency is considering the iScrap App as part of its Apps for the Environment contest. There are 7,000 scrapyards in the United States, but many of them are owned by people who rely on the Yellow Pages to promote their business. Buechel took his iScrap App idea to ISRI’s trade show in Los Angeles to promote the app to the attendees. Since the app was launched in April 2011, it has been downloaded 33,000 times. “We now have scrapyards signed up in 38 of 50 states,” Buechel says. “We’re working with some of the largest yards in the United States, companies that have from 10 to 70 scrapyards.” Rockaway Recycling receives revenue by having other scrapyards sign up to be featured on the app.

## **Miller Compressing Sold to St. Louis Company**

*Milwaukee Journal Sentinel, Barrett, Rick*

St. Louis-based Alter Trading Corp. recently purchased Miller Compressing Co., adding to its 11 locations in Wisconsin. Miller has said it is the 12th largest U.S. scrap processor and ships recycled metals throughout the world. Alter has processing centers throughout the Midwest and South, as well as sales offices in China. “We are buying Miller because it’s a terrific company, and we would not want to make any changes that would jeopardize that reputation and history,” says Alter’s Tim Oliver. “Without a doubt we will keep the operations in Milwaukee. We do very well in Wisconsin now and, tomorrow, we will be even bigger and better.” The sale could impact scrap metal collectors who sell their goods to recyclers because Alter will have a much larger share of the business in Wisconsin.



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## States Get Tougher on Metal Theft

*USA Today Neale, Rick*

Florida recently joined a growing list of states that have passed legislation designed to stop the sale of stolen metal at scrapyards. Under Florida's new law, scrap dealers must obtain signed statements, thumb prints, and photographs from sellers, purchase metal via check or bank transfer, and transmit transaction information to law enforcement officials. North Carolina enacted a law requiring recyclers to take digital photographs or a video of customers with the metal items they are selling. ISRI's Danielle Waterfield notes the only states without laws requiring scrap dealers to obtain some kind of documentation of their sales are North Dakota and Alaska. Waterfield compares metal theft laws to those designed to combat drunk driving. Metal theft claims have increased 81 percent from Jan. 1, 2009, to Dec. 31, 2011, according to the National Insurance Crime Bureau. During that time, the states generating the most claims were Ohio, Texas, Georgia, California, and Illinois. ISRI operates an online metal-theft notification system to alert scrapyards of stolen materials. Meanwhile, the New Jersey legislature is mulling legislation that would require recyclers to record sellers' license-plate information and purchase metal via non-transferable checks, among other tougher rules.

## Schumer Announces Plan to Fight Scrap Metal Thefts

*Utica Observer-Dispatch (NY) Hughes, Steve*

U.S. Sen. Charles Schumer (D-N.Y.) is sponsoring the Metal Theft Protection Act, legislation that targets thieves who steal scrap metal. "It is time to put thieves who steal scrap metal from Oneida County [N.Y.] homes, businesses, and infrastructure behind ironclad bars," Schumer says. Sen. Amy Klobuchar (D-Minn.) also is sponsoring the bill, which would require that sellers prove they own the metal or are authorized to sell it; require recyclers to keep detailed records and write checks for scrap metal worth more than \$100; and make it a federal crime to steal metal from critical infrastructure such as roads. "We can fix this problem with smart legislation," Schumer says. Empire Recycling president Steven Kowalsky says the legislation will strengthen existing measures to prevent metal theft. "Empire Recycling Co. and its divisions, as well as other companies, are extremely vigilant," Kowalsky notes. "For instance, we record all transactions, take a copy of the seller's photo ID, and have surveillance cameras with 90 days of data storage at the scales and cash register."



### **What Does A Membership In NDARA Provide?**

#### **NDARA Newsletter - published 6 times a year.**

The newsletter is mailed to all recyclers in North & South Dakota as well as to related businesses in our geographic region. The newsletter includes NDARA and industry news, a complete membership listing, updates on legislative and environmental issues and lots of other interesting and useful information.

NDARA also accepts articles submitted by our members. This is a great opportunity to communicate your message to fellow recyclers and associated businesses. (*Inclusion in newsletter subject to approval by NDARA staff*).

#### **NDARA Website - [www.NorthDakotaAutoRecyclers.com](http://www.NorthDakotaAutoRecyclers.com)**

All members are listed on the website with complete contact information and a link to your website (if available); Newsletter archives; Calendar of Events; Parts Search, an opportunity for each member to sell parts; Complete NDARA Board of Directors and staff contact information.

#### **NDARA Education and Training Opportunities.**

NDARA provides educational programs, email blasts, social and networking events which allows you to share and learn from other recyclers. Legislative representation on issues pertaining to ND auto recyclers.

#### **NDARA Staff**

NDARA staff is available via email ([ndautorecyclers@centurylink.net](mailto:ndautorecyclers@centurylink.net)) or phone (612-782-8786) to respond to your questions and concerns.

#### **NDARA Membership Plaque**

All NDARA members are provided with membership plaque denoting membership in NDARA for display in their waiting area. The NDARA logo is a mark of distinction that tells your customers and fellow recyclers that you are a professional.

#### **In Numbers There Is Strength**

NDARA membership means fellowship with other auto dismantlers and recyclers and an exchange of ideas. In addition, through membership in one state trade association, auto dismantlers and recyclers have strong representation before government agencies, the consumer, and the industry at large. All recyclers encouraged to join NDARA and make a difference by getting involved. Support your state association and reap the many benefits of membership!



## North Dakota Automotive Recyclers Association Application for Membership

Company Name \_\_\_\_\_

Contact Person & Title \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail \_\_\_\_\_

Web: \_\_\_\_\_ Toll Free: \_\_\_\_\_

**ENCLOSED IS MY NDARA MEMBERSHIP CHECK:**

\$150.00 Annual Fee

NDARA membership is open to all auto recyclers in North & South Dakota, as well as all associated businesses.

*Our membership year runs from October 1 – September 30  
Please make check payable to NDARA*

**Please return this form with your membership check to:**

**NDARA  
3333 Skycroft Circle  
Minneapolis, MN 55418**

**Phone: (612) 782-8786  
Email: [ndautorecyclers@centurylink.net](mailto:ndautorecyclers@centurylink.net)**





# NORTH DAKOTA Auto Recyclers

The North Dakota Automotive Recyclers Association (NDARA) is excited to announce we are working with a new publisher for the association newsletter.

Through our new publisher, newsletter ad proceeds will now go directly to the NDARA to help support our members and our mission to unite, advance, support, and educate our members, to create a positive image of our industry, and improve the automotive recycling industry in North & South Dakota.

We look forward to this new venture which will be integral to keeping the NDARA strong and vibrant, and to continuing to bring you the news of the NDARA and automotive recycling industry at large.

In order to make this happen – we need your support.

The newsletter is funded through the newsletter advertising revenue.

**MAKE SURE YOUR AD IS INCLUDED!**

**NEW ADVERTISING RATES - Please indicate which ad size you prefer.**

<b>Ad Size</b>	<b>One Time Rate</b>	<b>Yearly Rate (6 issues)</b>
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¼ Page (3.5" x 4.75")	\$90 per	\$70 per
½ Page (7.25" x 4.75")	\$140 per	\$120 per
Full Page (7.25" x 10")	\$240 per	\$200 per

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For more information or to sign up for advertising space, please contact NDARA directly at the contact info. above.

# ATTENTION: Collision Repair Shops Owners

Here are  
**TEN THINGS**  
You Should  
Consider  
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Proscriptive  
Automaker  
Repair Policies



This informational flyer is provided by the Automotive Recyclers Association (ARA • [www.a-r-a.org](http://www.a-r-a.org)) to help alert collision repair shops to a number of issues regarding a recently released joint statement signed by several prominent collision repair groups recommending that the published repair procedures provided by automotive original equipment manufacturers (OEMs) be the official industry-recognized “repair standards” for collision repair. The ARA is concerned that this action could have serious negative and far-reaching consequences for collision repair professionals and consumers.

Automotive Recyclers Association  
9113 Church Street  
Manassas, VA 20110-5456 USA  
(571) 208-0428 / (888) 385-1005  
Fax (571) 208-0430 / [www.a-r-a.org](http://www.a-r-a.org)

## Don't Let Automakers Dictate Your Repair Decisions

The Automotive Recyclers Association (ARA) urges collision repair shops to consider the following:

- 1** Any official, industry-sanctioned “repair standards” for collision repair should include all recognized procedures — not just those of the original equipment manufacturers (OEM). Other recognized Repair Standards organizations such as the Techcor and I-CAR among others also need to be recognized.
- 2** Given that there is no such thing as a “standard” accident, the ARA believes collision repairers must be allowed to use their professional training and judgement to make repair decisions based on the individual circumstances surrounding the damaged vehicles rather than be forced to adopt a single solution and approach.
- 3** Tying the hands of body shops in this proscriptive manner could open them up to an onslaught of baseless and outlandish lawsuits in instances where the repairs are not conducted strictly according to the OEM standards.
- 4** Adhering to narrowly-defined OEM standards often results in increased repair costs, which in turn causes more repairable vehicles to be declared “total losses,” and later sold at auctions. This takes repairable vehicles outside of collision repair businesses’ profit stream. With the drift toward unregulated open salvage auctions, **more public and foreign buyers will be able to acquire, repair, and resell these vehicles deemed as non-repairable without being held to any repair standards**, having only to make cosmetic repairs to attract buyers.
- 5** Driving up the repair process and the replacement part costs will result in more repairable American cars being purchased by export buyers at auctions who will in turn ship them overseas. Ultimately, **the work on these vehicles will more than likely be done by unlicensed individuals outside the country, reducing opportunities for collision repairers in the United States and eliminating thousands of American jobs.**
- 6** With increases in the total loss frequency rate for insurance claims up, rising to 19 percent over the past decade (68 percent of appraised insurance claim vehicles flagged “total loss” on vehicles seven years and older), **this campaign of only OEM standards would only exacerbate this situation.**
- 7** Thousands of small independent collision repair shops (83 percent of the collision repair facilities have nine or fewer employees) **also will be put at a tremendous disadvantage** as they try to compete with the auto dealer network of certified collision repair centers.
- 8** During the past three years **auto manufacturers have become more aggressive by releasing position statements that are biased and based on weak or no apparent scientific research** claiming that Genuine OEM Recycled Parts are inferior to new OEM parts. The release of these types of statements by the auto manufacturers attempts to exclude genuine recycled auto parts from the collision repair market.
- 9** **Genuine recycled auto parts have been widely accepted for decades, with a long successful track record of their use.** Genuine OEM Recycled Parts are fully functional OEM parts and in most cases are identical to the new OEM parts automobile manufacturers recommend for repairs.
- 10** For additional information on these issues, please contact the Automotive Recyclers Association at (888) 385-1005.

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