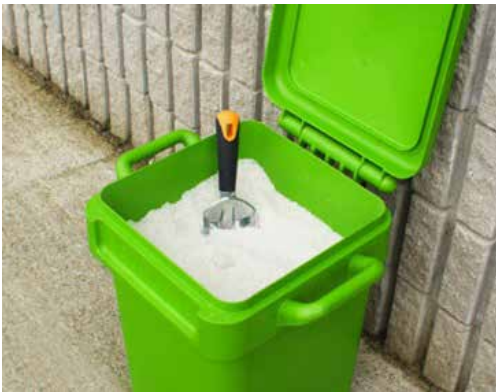




NORTH DAKOTA Auto Recyclers

March/April 2015

A Low Salt Diet For Your Sidewalks



Here are a few tips that will keep your parking lot and sidewalks clear, but keep your salt use to a minimum.

Check your sidewalks and parking lot for undissolved salt crystals on dry pavement. That means too much salt was used. Sweep it up, reuse it, and use less next time.

What does the right amount of salt look like? Aim for evenly spread salt crystals that are less than three inches apart but not touching each other. No piles. Handheld salt spreaders work great to spread salt evenly, and you'll use about half as much salt as you would with a scoop. You can pick up a handheld salt spreader at the hardware store for about \$15.



Don't spread salt when it is very cold out. Salt won't do anything until it dissolves and forms a brine. Most salt won't dissolve if the temperature is below 15 degrees Fahrenheit. If it is too cold for salt

to melt ice, use "turkey grit" (*a material fed to birds consisting mainly of crushed stone*) for traction on ice.

If it's warm enough out, sprinkle just a little salt on sidewalks and stairs when it starts to snow. The salt will melt a little of the snow, and the salt will dissolve in the melted snow to create a brine. The brine prevents the snow from freezing to surfaces, the same way a lubricant keeps parts from sticking together. Snow or ice that builds up will be easier to 'pop' free from the pavement with a shovel later. Use a broom, shovel, snow blower or plow to remove as much snow as possible. There will be less melted snow to refreeze into ice and you won't dilute the salt you use. Remove snow quickly to prevent compaction. It's frequently sunny the day after a snowfall. If you've removed most of the snow, the sun will clear the rest, even if it's very cold.

For a stubborn icy spot, sprinkle it with just enough salt to perforate the ice. Give the salt time to do its work then scrape the ice loose with a shovel. Why should you think about how much salt you use? Salt pollutes. When snow and ice melt the salt goes with it, washing into the nearest lake or river. Even small amounts of salt can harm fish and plants. High amounts can kill them. It takes only one teaspoon of salt to permanently pollute five gallons of water.

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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

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 (ndara@centurylink.net) or phone (612-782-8786) to respond to your questions and concerns.

Member of the Automotive Recyclers Association

NDARA is a member of the Automotive Recyclers Association, the National association for auto recyclers. NDARA is active by participating in the ARA Affiliate Chapter & Legislative conference calls, and sharing information gained with members. NDARA also shares ARA's Industry Email newsletter with all NDARA members – providing them with weekly up-to-date developments effecting the industry, international news as well as instrumental association updates and promotional offers.

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!

Associate Members

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Hollander, A Solera Company

800-825-0644

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malika@irtmn.com

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bkaplan@nmrecycling.com

PAM'S Auto, Inc.

800-560-7336

wes@pamsauto.com

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tyler@residualmaterials.com

QRP Salvage Solutions/QRP of Wisconsin

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Rross.qrp@gmail.com

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- » **CBCDashboard** has two tiers of data: KPI Graphs and Reports. The KPI graphs examine the most important numbers and the reports go in-depth. The reports cover 7 categories: Personnel, Buying, Inventory, Income, Sales Activity, Operations and Financials.
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ccounts@countsbusiness
consulting.com



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Nothing Stays the Same

By Robert Counts and Chad Counts

Things in your life and in your business change, whether you desire this change doesn't matter – stuff happens.

You only get a choice in what happens if you plan changes in advance and follow through on your plans. Even as you make the changes you plan for you will still have to deal with changes outside of your control, but at least you will have the advantage of already creating progress with your own changes.

“Take care to get what you like, or you will be forced to like what you get.” George Bernard Shaw.

If you were not proactive in January 2014 and did not do a real review of where your business was, there is a good chance your net profit was not as good as the year before. If you haven't made any changes in more than two years you maybe wondering:

- Why is business off?

- Why are these other yards paying “stupid” money for cars?
- Why isn't life much fun?
- Why do I feel like I am working harder for less?

In working with and studying successful people I have learned the following:

- They know who they are and they do what they are passionate about. Business is hard and if you are not passionate about the business you are in – work becomes a grind. They may not be passionate about selling used parts, but they are passionate about growing their business. You need to get to the core of why you are in this business.
- They like to know if they are winning. They know what good is and are striving to be better. They are never satisfied. **They compare, compete and improve.**
- Success first. Ego second. Most people struggle with change if it's not their idea. You may be your own biggest obstacle. Are you too busy shooting

down other people's ideas to actually see if their ideas would work?

- They are not afraid to make changes:
 - In themselves,
 - In their people, and
 - In their business.
- The inaction caused by avoiding mistakes often costs more than trying and failing. **They try, test, learn and adjust.**
- They work hard. There will always be people who are smarter than you, who have more resources or who have had more opportunity. But nothing says you can't level the playing field by out working your competitors.

“Genius is 1% inspiration and 99% perspiration.”

Thomas Edison

Steps to create your change:

- **Start!** Most ventures start with an idea and then get perfected through experience. Never let best get in the way of better. You can get a little better every day. Most people do not have a shortage of good ideas they have a lack of execution. So pick an area for improvement and start today.
- **Focus.** Identify one thing that you and your team think would radically change your business. Put 80% of your focus and energy into this. Make a plan and get started. You will have to make adjustments along the way so be prepared for that.
- **Identify.** As owner/manager/leader you need to identify your top 20%. Who are your top producers and are committed to your company? Spend 80% of your available management/ leadership time with them. They are the ones who are going to help identify the most important thing you are going to tackle and they will be the ones most responsible for its success.
- **Take Away.** Strip away things in your business that are not producing at a high level. It is better

to do one or two things really well than many things poorly. Don't do it because your friends or competitors do it. It has to fit into your overall business focus and be something that you have a passion about.

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www.cbcdashboard.com

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www.countsbusinessconsulting.com
Robert Counts, rcounts@sbcglobal.net, 512-653-6915

Chad Counts, crcounts@countsbusinessconsulting.com, 512-963-4626

Use of Headphones Could Pose Safety Hazards



How should employers handle the use of headphones in the workplace? According to OSHA, use of headphones and listening to “noise” at a level less than OSHA established legal limits is at managerial discretion unless its use causes a serious safety hazard...which would raise issues with employer compliance regarding OSHA's general duty clause to provide a safe working environment.

Although OSHA sets legal limits on noise exposure in the workplace, it does not have a formal standard for use of headphone type devices. In a 1987 guidance memorandum, however, OSHA discourages the use of headphones in the workplace mainly “because excessive sound output can both drown out environmental sounds workers need to hear and threaten hearing.” This memorandum still serves today as guidance to employers. There is no OSHA mandate on the use of headphones in the workplace.

To see the 1987 guidance memorandum please use this link: https://www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=INTERPRETATIONS&p_id=19542

States Seek to Ban Sale of Unsafe Used Tires

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dzielinski@rma.org
B-Roll Available



WASHINGTON, DC – JANUARY 22, 2015 – Several states are expected to consider legislation banning the sale of unsafe used tires. The Rubber Manufacturers Association (RMA), the national trade association for tire manufacturers supports the efforts to rid the roadways of dangerous safety risks.

RMA says that businesses should not be permitted to sell tires that are worn out, damaged or exhibit other unsafe conditions. RMA successfully advocated unsafe used tire legislation in Colorado last year. This year, RMA expects Indiana, Florida, Georgia, New Jersey, Oklahoma, South Carolina and Texas to consider bans on unsafe used tire sales.

“Safety is the highest priority for the tire industry,” said Dan Zielinski, RMA senior vice president. “Laws to stop the sale of worn out, damaged used tires will help improve highway and motorist safety.”

To demonstrate the problem and availability of unsafe used tires, RMA and its members purchased several examples of unsafe used tires. Each tire exhibited one or more conditions that are clearly unsafe: worn out, visible damage to the tread or other portions of a tire or; improperly repaired.

“Any used tire is a risky proposition since it’s impossible to know the service history of a tire used by someone else,” Zielinski said. “But when used tires are sold worn-out, damaged, improperly repaired or have other visibly unsafe conditions, states need to take action to protect consumers.”

Tires worn to 2/32nds of an inch are considered bald and are dangerous. Such tires no longer provide sufficient grip on the road, particularly under wet conditions. Tires with damage exposing steel belts or other internal components threaten a tire’s structural integrity. Improperly repaired tires can suffer loss of inflation pressure or have hidden damage that may

contribute to tire failure. Tires with bulges indicate possible internal damage that can lead to tread separation.

Scrap tire data analyzed by RMA suggests that 30-35 million used tires are available for sale every year. A motorist survey sponsored by RMA found that nearly 1 in 10 motorists said their car is currently riding on tires that were bought used.

“We are working to educate policymakers and consumers about the dangers of unsafe used tires and we will advocate for state laws to prohibit the sale of used tires that pose a safety risk,” Zielinski said. “Used tires may seem like a bargain but saving a few dollars isn’t worth risking the safety of motorists and passengers.”

###

The Rubber Manufacturers Association is the national trade association for tire manufacturers that produce tires in the U.S. All RMA press releases are available at www.rma.org.

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Mercury Switch Collection



EQ Industrial Services, Inc. (EQ), the program manager for the ELVS/National Vehicle mercury Switch Recovery Program (NVSRP), is relocating its mercury switch collection operations. In order to ensure that all returned mercury switch collection buckets are sent to the new address, please note the following shipping label changes:

- All buckets sent out by EQ after December 5th, 2014 will include return UPS shipping labels with the new address listed below.
- Buckets sent out prior to this date included return UPS shipping labels with the prior address (2701 N I-94 Service Drive, Ypsilanti, MI 48198). These labels will

still work for your return shipping needs. We have notified UPS of our address change and all shipments with the previous EQ return shipping label will be routed to the new address.

- If you process your own return shipping labels, please ship to the new address.
- If you are in need of a new return shipping label, please contact EQ.

EQ has also changed the ELVS Program bucket ordering phone number. Please call the new number 800-495-6059 for all of your mercury switch recovery program bucket needs. You can also email EQ at elvsbuckets@usecology.com

continued on next page

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The new EQ address and contact information is:

EQ A US Ecology Company
2000 East Ferry Street
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elvsbuckets@usecology.com
800-495-6059

Please make special note of these changes. If you have any questions, or need assistance in shipping your return buckets, please feel free to contact EQ.

FYI – Mercury Switch Recovery information for North & South Dakota

North Dakota	# of recyclers	Total Switches	Total Mercury
2015	33	103	0.23 lbs
2014	33	473	1.04 lbs
2013	32	738	1.62 lbs
2012	32	2,385	5.25 lbs
2011	30	2,727	6.00 lbs
2010	25	686	1.51 lbs
2009	25	1,889	4.18 lbs
2008	13	2,970	6.53 lbs
2007	11	833	1.83 lbs

South Dakota	# of recyclers	Total Switches	Total Mercury
2015	35	485	1.07 lbs
2014	35	979	2.15 lbs
2013	34	715	1.57 lbs
2012	34	802	1.76 lbs
2011	34	2,516	5.54 lbs
2010	34	1,578	3.47 lbs
2009	33	750	1.65 lbs
2008	22	1,066	2.35 lbs
2007	19	210	0.46 lbs

Scrap tire management rules vary across world



MONTREAL (Feb. 2, 1025)
— If one common denominator exists for end-of-life tire management across the globe, it could be this: There is no common denominator.

Each country, as well as in each state in the U.S. and province and territory in Canada, has its own set of regulations that address discarded tires or, in some cases, what to do with stockpiles.

That was the underlying theme during a session at the Rubber Recycling Symposium, held recently in Montreal. The Rubber Manufacturers Association (RMA) and the Tire and Rubber Association of Canada (TRAC), along with Recyc-Quebec,

sponsored the biennial symposium, titled Driving Innovation to Drive Markets.

The difference in programs is particularly striking in the U.S., where each state, rather than the federal government, regulates scrap tires. That includes market development, cleaning up stockpiles, developing regulations and initiating and implementing incentive and grant programs. The U.S. generates about 6 million scrap tires annually.

“But the important point to note, unlike many programs, the fees that are collected by the state largely do not fund the actual process and uses of the tires,” said Tracey Norberg, senior vice president and general counsel for the RMA.

“That’s usually funded as a separate line item

collected by the retailer. The regulation set the ground rules, storage requirements and requirements for haulers and processors.”

Ms. Norberg said some states offer subsidies and grants and enforce the ground rules, while others don’t.

“Some states don’t do them well, some do them pretty well,” she said. Each state program, Ms. Norberg said, is “all over the map.”

For example, Ms. Norberg said:

- 37 states have state fees;
- 44 states have regulations on storage and disposal;
- 36 states require haulers to have permits;
- 14 states require financial assurances from haulers;
- 32 states require financial assurance from processors;
- 21 states allow monofills;
- 38 states require tires be cut or shredded to be in a landfill; and
- 12 states allow whole tires to be in a landfill.

She highlighted two states that are in different stages of dealing with scrap tires: Colorado and California.

Colorado recently passed legislation to clean up the state’s 60 million-plus stockpiled scrap tires, adopting a tiered approach to dealing with the problem, Ms. Norberg said. For every tire sent to a monofill, two have to be recycled. By 2018, tires no longer can be sent to a monofill.

In addition, she said the law set the scrap tire ceiling fee at \$1.50 per tire until 2018, when the fee will be reduced to 55 cents per tire. The law applies to automobile, trailer, truck, motor home and motorcycle tires.

California, meanwhile, is patterning some of its stringent scrap tire program after Ontario, but the California Department of Resources Recycling and

Recovery does not have the authority to legislate the industry.

TDF in cement kilns

According to the RMA, almost 54 percent of all scrap tires were used for tire derived fuel (TDF) in 2013, while 24 percent were converted to ground rubber. Tires generally are consumed in cement tire kilns, in boilers at pulp and paper facilities, in boilers at electric utilities, or in other industrial boilers.


About 70 million scrap tires are stored in three monofills; one is owned by a cement kiln for TDF and another is owned by a pyrolysis company, according to Ms. Norberg.

“These are all beneficial to end-users,” she said, identifying the Southeast as the strongest U.S. market for TDFs.

Ms. Norberg noted the ground rubber market is also viable for scrap tires, with playground mulch and molded/extruded goods being the two largest markets for ground rubber, while the sports surface market ranks third.

The industry hoped the civil engineering market would be the next big thing, but that hasn’t materialized. “It continues to be a viable market where they tried it,” she said, but growth has been challenging in that market.”

The RMA executive said more than half of the 75 million tires still remaining in stockpiles across the U.S. reside in monofills in Colorado. Texas, she added, also has several million tires in stockpiles, but



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the rest of the country “is looking quite green.”

“Remaining stockpiles are very localized in a limited number of states,” she said.

Canada also has varied scrap tire programs, according to Bob Ferguson, program director for the Canadian Association of Tire Recycling Agencies ([CATRA](#)). He attributed that to the vastness of the country and its scattered population.

“There are many models of a stewardship organization,” he said. “Some are run by the government, some are crown agencies, some are industry-led. It causes programs to be somewhat different.”

He said funding models vary as well.

“Most are paid by retailers, and fees vary. For example, fees for Ontario are paid by manufacturers and importers of tires. That adds to the complexity.”

CATRA, which includes all 10 provinces, along with the Yukon Territory, was organized to “enhance the effectiveness of scrap tire diversion and recycling across Canada, through the sharing of information, expertise and resources.” Mr. Ferguson said fees vary widely across the country.

“Why can’t they be the same? Well, for many reasons...distance traveled, remoteness from the process.... There’s quite a variance from province to province.”

The organization maintains a database for members and other industry stakeholders so that they may share information, debate issues and ideas, and learn from one another.

Mr. Ferguson said Canada recycles nearly 100 percent of its tires, and that its four-year average is 91 percent. Tire recycling revenue across Canada is \$170 million.

“We want to track tires and tire-derived products right for the entire life cycle,” he said, “from the time they become used to the time they become marketable, saleable products.”

Europe experiences many of the same issues, according to Jean-Pierre Taverne, technical coordinator, end of life tires, for the European Tyre

& Rubber Manufacturers’ Association (ETRMA). He noted that a European Union directive enacted in 1999 prohibits whole and shredded tires from entering landfills, as of 2006.

He said different regulations are used across Europe.

“The complexity for our organization can be difficult,” Mr. Taverne said. “Some of the regulations we have aren’t being enforced. We need strengthened enforcement from authorities.”

ARA Applauds Dismissal of Lawsuit Against West Virginia Body Shop; Decisions Affirms the Utilization of Recycled OEM Parts

MANASSAS, VA – The Automotive Recyclers Association (ARA) applauds the recent ruling by a West Virginia judge to dismiss a lawsuit filed in December 2011 by then-Attorney General Darrell McGraw that attacked a collision repair facility’s utilization of recycled OEM parts. The ruling in Kanawha County follows the June 2014 ruling by the West Virginia Supreme Court of Appeals that also affirmed the use of salvage/recycled OEM crash parts in vehicle repairs.

While this specific litigation has been going on for several years, this final ruling ends decades of mischaracterizing recycled, OEM parts as aftermarket



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in the state of West Virginia. In December 2011 the state of West Virginia filed a complaint and petition for injunction against Liberty Mutual Insurance Company and Greg Chandler's Frame & Body, LLC, alleging that the defendants violated the state's Automotive Crash Parts Act and Consumer Credit and Protection Act by repairing new vehicles using salvage crash parts without obtaining the written consent of the motor vehicle owner at the time of the repair. The Crash Parts Act requires body shops and insurance companies to disclose to vehicle owners the use of certain replacement crash parts in repairs conducted within three years of the repaired vehicle's original manufacture date, as well as written consent from the vehicle owner to use aftermarket crash parts and the distribution of a statutory notice to the owner that aftermarket crash parts have been used.

In a January 3, 2012 letter to then-Attorney General Darrell McGraw, ARA expressed disappointment about statements published by McGraw's office regarding "recycled"/"salvaged" automobile parts, specifically objecting to references classifying

recycled/salvaged parts to "junkyard parts". "The AG's derogatory and misleading characterization of recycled/salvaged automobile parts does a disservice to consumers in West Virginia," said ARA in the letter. ARA also distinguished between aftermarket and recycled OEM parts, writing that "these quality "green" auto parts also meet the performance, safety, fit and durability standards of the OEM."

In a June 2014 opinion, the West Virginia Supreme Court of Appeals considered the applications of the Crash Parts Act and the Consumer Credit and Protection Act and found neither statute prohibited body shops or insurers from utilizing recycled/salvaged parts, and, moreover, applauded the insurers for using measures to reduce premium costs for their customers. The Court ruled that aftermarket crash parts and salvage/recycled OEM crash parts are diametrically different products and not interchangeable in the context of the statute. Thus, the use of salvaged/recycled OEM parts by Liberty Mutual and the collision repair shop did not violate the Crash Parts Act.



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Top Story



Litigation Firm Holds Telephone Briefing for ARA Members Regarding Class Action Lawsuit

Representatives of Kessler Topaz Meltzer & Check held a telephone briefing for ARA members on Tuesday, February 17 regarding the class action lawsuit filed by ARA on behalf of all automotive recyclers against Takata Corporation and automotive manufacturers for economic losses resulting from the defective airbags that were produced by Takata and installed in certain vehicles from those manufacturers. The goal of the suit is to obtain compensation from the defendants for recyclers holding these now valueless Takata airbags in inventory.

On February 12 ARA emailed additional guidance to automotive recycling members with a list of the vehicles which have been recalled to-date due to the Takata airbag defect. That list is provided below.

ARA members who have specific litigation questions or who are contacted by Takata, any of the vehicle manufacturers or attorneys involved with the litigation are asked to contact Nancy Wusinich of Kessler Topaz Meltzer & Check at nwusinich@ktmc.com. Questions may also be directed to staff@a-r-a.org. Another telephone briefing is expected to take place next month.

BMW:

2000 - 2005 3 Series Sedan
2000 - 2006 3 Series Coupe
2000 - 2005 3 Series Sports Wagon
2000 - 2006 3 Series Convertible
2001 - 2006 M3 Coupe
2001 - 2006 M3 Convertible

Chrysler:

2003 - 2008 Dodge Ram 1500
2005 - 2008 Dodge Ram 2500
2006 - 2008 Dodge Ram 3500
2006 - 2008 Dodge Ram 4500
2008 - Dodge Ram 5500
2005 - 2008 Dodge Durango
2005 - 2008 Dodge Dakota
2004 - Dodge Durango
2005 - Dodge Magnum

Mazda:

2003 - 2007 Mazda6
2006 - 2007 MazdaSpeed6
2004 - 2008 Mazda RX-8
2004 - 2005 MPV
2004 - B-Series Truck

Mitsubishi:

2004 - 2005 Lancer
2006 - 2007 Raider

Nissan:

2001 - 2003 Nissan Maxima
2001 - 2004 Nissan Pathfinder
2002 - 2004 Nissan Sentra
2001 - 2004 Infiniti I30/I35
2002 - 2003 Infiniti QX4

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Scrap Commodities Market Report March 2015

Approximate Pricing

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Steel Rims	120.00NT
Motor Blocks	100.00NT
Aluminum Rims	0.80/LB
Aluminum Condensers Clean	0.50/LB
Alum/Copper Radiators Clean	1.10/LB
Aluminum Case Transmissions	0.10/LB
Dirty Aluminum	0.10-0.20/LB
Batteries	0.25/LB
Lead Wheel Weights	0.11/LB

*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.



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: ndara@centurylink.net**



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