



NORTH DAKOTA Auto Recyclers

March / April 2013

Maximizing Your Cores

Are you getting all of the money you can out of your core parts? Margins are getting slimmer in the automotive recycling industry, but there are many new and exciting ways to increase your profits. If you haven't tried these, I would check them out right away!

I have a pretty all-encompassing definition of "cores". Because a core is not just a part that you get back from a customer as a core, and it's not just parts that are not useable/sellable due to damage, like a radiator that is too bent to re-sell. If you have perfectly good parts sitting on your shelves that are not moving, these can be cores, too. So are the parts that you don't anticipate being sellable just because you already have some in stock or you have no requests. Most industry experts will tell you that engines are the only parts we will always eventually sell – most other parts have a shelf life! Some parts it actually pays to core out right in dismantling, such as if you already have 3 alternators of a specific interchange on your shelf, you can core that fourth alternator, and take the money with you to the auction next week instead of hoping it will someday sell.

Use the Internet: RAS core pays top dollar for many parts that just aren't moving. Many steering gear racks I have sold to them were the same price we had the part in stock for! I always run the RAS core report at the time the vehicle goes into dismantling and again when we are crushing the vehicle. Door window regulators, windshield wiper motors, and other parts that previously had little to no value can be sold for good money! Other core buyers like Phoenix Automotive also buy these parts.

Use your local resources: If you decide to clean your shelves, many parts are worth money to other businesses in your local area. Recently I cored out 112 steering columns that were all over two years old and were just not selling. A local steering column repair place paid me \$5.00 each for these columns, and they were tickled to get them! You could have the same luck with a speedometer repair shop, or other similar business.

Think outside the box: Headlights with broken tabs or extreme yellowing are not worth a whole lot to us as used parts, but a headlight reconditioner wants and needs latemodel headlights! We have our dismantlers save them, and we also go through our shelves periodically to sell old, C condition headlights. Mel Hunke from Headlight Xchange pays \$10.00 for repairable headlights and \$5.00 for headlight cores (with broken lenses or flood issues). There are revenue streams everywhere you look: are you harvesting your vehicles for copper wire before crushing them? Are you selling your minispares to U-Pull yards in need of wheel stands? Are you selling your batteries by the pound or by the piece? Are you selling Engine Computers as cores?

Price shop: If you are selling all of your cores locally, you are just not getting top dollar. J&D Core Supply in Toledo, Ohio, pays more for calipers than any other core buyer in the country. Don't believe me? Ask for a price list, and compare. I get price lists from multiple core buyers every month so I know I am selling my cores for the most money I can. From aluminum wheels to batteries to cats, you will get more money out of your cores if you know where the market is.

Clean your cores: Do the math some time on "clean" radiators and condensers – it really does pay to have someone strip the tanks off of these parts so you can sell them by the pound for a significantly greater profit. You can use tools to unscrew them or use a sawzall to cut them off. The same is true when you have parts that can be separated into cast or aluminum as opposed to just throwing them in the crush pile. Also, you can remove valuable parts from engine cores to resell or to sell as cores without affecting the value of the engine. It only takes an hour to do a time study and figure out if it's worth it or not, and I've found it is absolutely worth it. Does your driver stand around at the end of the day? This is a great job for any employee when they are caught up.

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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
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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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continued from cover...

Dig Deeper: If you are letting your oxygen sensors go with your catalytic converters, you are losing a dollar a car, minimum. It may not sound like much, but how many cars do you process a year? That dollar per car can mean that you can buy another whole car, which in turn creates more profit. It's a profit snowball when it comes to cores!

Get together: When I worked at Pete's Auto & Truck Parts in Jenison, Michigan, I invited three of my partner yards to bring their boxes of engine cores to my warehouse. I had the space, and because we pooled our cores together, we could get a truckload of engines out in a month (instead of in four!) and we would all get paid much faster. You can get more money or a quicker turn if you partner up with other recyclers and increase the volume.

Next time you need a cash flow fix, remember you have a warehouse full of stagnant inventory just waiting to be turned into your next auction purchase. Happy coring!

Article above courtesy of Amber Elenbaas, an automotive recycling consultant and coach currently working as the General Manager of American Auto Parts in Omaha, Nebraska. Amber credits her success to her Alma College education and to her mentors, Ron Elenbaas, Robert Counts, and Peter Fink. You can contact Amber by e-mail at amber_elenbaas@yahoo.com.

From the President & Executive Director

Hello all - we are hoping that this issue finds you all surviving and benefitting from this challenging winter! We are contemplating organizing a meeting of the ND & SD auto recyclers next fall sometime in Bismarck. We would love to hear from NDARA members and non-members alike regarding your interest in such a gathering as well as your ideas for speakers and presentations. Please contact the Kelly at the NDARA office to share your thoughts (612-782-8786 or ndara@centurylink.net). We need to hear from you!

Well the first day of Spring (the Spring Equinox) is March 20 – just a few weeks away – but it's hard to tell watching the piles of snow accumulate outside. Think Spring everyone!

Regards ~

Mickey Kvien
Owner, Truck & Auto Salvage – Valley City
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The scrap recycling industry continues to bear most of the weight of scrap theft compliance.

Kelley Stoklosa January 7, 2013



A report from the National Insurance Crime Bureau (NICB), headquartered in Des Plaines, Ill., found that scrap theft has increased by 80 percent in recent years. Between 2009

and 2011, the NICB identified more than 25,000 insurance claims related to metals theft, an increase of 81 percent compared with claims made between 2006 and 2008.

Few demographics know how troublesome and far reaching metals theft is better than recyclers. Scrap yard managers know perhaps better than anyone that a couple hundred dollars worth of copper wire stripped from a building drains time, resources and money for far more people than just the victim of the theft. Thus, few would be surprised by the findings of a recent study by the U.S. Department of Energy, which shows the total value of damages to industries affected by the theft of copper wire would likely exceed more than \$900 million each year. While scrap theft is not new, nor does the problem appear to be slowing down, the ways in which recyclers comply with state and local regulations pertaining to it are changing and gaining traction.

Welcomed Additions

With a lack of federal legislation for scrap theft, the burden falls on states and the recycling industry to ensure scrap sales are legal.

Forty-eight states have some form of scrap theft legislation, with North Dakota and Alaska remaining as the last two states without scrap-specific laws. As recently as 2009, five states had yet to adopt these types of laws.

Also of note, Ohio, Florida, Georgia, North Carolina

and Alabama have passed additional laws in the past year. North Carolina recently enacted a requirement that scrap dealers must collect digital photographs or video of customers standing with the material they intend to sell. Effective Jan. 1, 2013, all scrap metal and bulk merchandise container dealers in Ohio must be registered with the Ohio Department of Safety and report all transactions through the newly created electronic reporting system. More information about Ohio's new electronic reporting and registration system may be found at homelandsecurity.ohio.gov/scrap_metal.stm.

Sellers of scrap metal in Alabama now must be photographed, provide an identification card and information about their vehicles. In Florida, the electronic registration applies to most businesses that sell secondhand goods, for example jewelry or household goods. More information about Florida's registration system may be found at dor.myflorida.com.

Scrap metal dealers in some states, such as Florida and Ohio, have expressed concern about how certain laws will or do affect their businesses. A scrap dealer in Florida says the new requirement that sellers must bring scrap in a vehicle may deter long-time customers who do not have access to cars. At a recent training session on Ohio Senate Bill 193, which amends and enacts various sections of the Ohio Revised Code to make changes to the 2008 law governing scrap metal dealers and bulk merchandise dealers in the state, hosted by the Ohio Department of Public safety, scrap dealers also voiced concern



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and confusion about parts of the laws. When put into practice, some wondered if portions of the law made sense, such as having to turn away customers with criminal records from 20 years ago or some customers who are having a difficult time proving ownership.

Bob Schlicher from Ohio Homeland Security stressed how important it is to work with local law enforcement in these situations, adding that there often is a solution.

Rapid Communication

Also at the Ohio training session, Schlicher and other speakers repeatedly said the new law is designed to put those dealers who choose not to comply out of business. The best action scrap dealers could take, Schlicher said, was to report other dealers who were not following the law. Rapid communication, he added, has repeatedly proven to be the most effective way to slow crime.

ScrapTheftAlert.com is the vehicle scrap dealers are using to do just that. According to the website, developed by the Institute of Scrap Recycling Industries Inc. (ISRI), Washington, D.C., it is a tool for law enforcement that allows scrap dealers



to report stolen material. Reports are then emailed to all subscribers within 100 miles of where the incident took place.

Schlicher

recalled a recent instance where wire from a telecommunications tower went missing. A local scrap dealer reported that the missing material was believed to have shown up at the yard's gate. The dealer gave the information to law enforcement and posted it to ISRI's website. As a result, Schlicher said, the material was quickly located by police.

ISRI officials say they are working to make the website more available to the industry. For example, Ohio scrap dealers who register with the department of security will be registered for ScrapTheftAlert.com. The organization also maintains a list of best practices on its main website, www.ISRI.org, and routinely lobbies Congress on behalf of the scrap recycling industry.

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Billy Johnson, ISRI director of political and public affairs, says, “We must constantly remind policymakers about how much the scrap recycling industry does for the local, state, national and international economies as well as how it protects the environment, conserves natural resources, creates jobs and generates tax revenue. If you aren’t out there speaking for yourself, someone else will speak for you—and not necessarily with your best interests in mind.”

As of yet, no federal legislation has been passed regulating scrap metals theft, though bills have been introduced in Congress.

National Attention

The most recent bill has some industry insiders wondering how it could affect them. Recently, U.S. Sens. Charles E. Schumer from New York, Amy Klobuchar from Minnesota and Lindsey Graham from South Carolina announced legislation designed to make metals theft a federal offense and to make it more difficult to sell stolen goods.

When announcing the bill, Schumer said, “It is time to put thieves who steal scrap metal from Long Island schools, streets and even gravesites behind ironclad bars. This practical plan will combat this rash of metal theft by requiring recyclers to keep detailed documentation of metal purchases, capping the amount of cash recyclers can pay for scrap metal, ensuring that those selling metal are authorized to do so and by making metal theft a federal crime.”

The Metal Theft Prevention Act, as the bill is called, incorporates many of the measures individual states adopt when implementing scrap theft laws. The proposed legislation would require recyclers to collect documentation from individuals interested in selling metal that shows ownership of the metal or that the person is authorized to sell it. The bill also would require recyclers to keep records of each purchase and limit cash payments to \$100.

The proposed legislation also would “create a specific federal crime of stealing metal from critical infrastructure” and allow the U.S. Attorney General and state attorneys general to enforce the law.

Critics of the bill, including ISRI, have called it redundant and confusing. ISRI also has released a statement describing the legislation draconian and

focused on recyclers rather than the actual criminals.

Congress could vote on the Metals Theft Prevention Act sometime in 2013.

As the states that have enacted legislation iron out related problems and logistics, only time will tell how such laws affect materials theft.

The author is assistant editor for Recycling Today magazine and can be contacted at kstoklosa@gie.net.

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Employee Motivation

Engaged? Who Me?

Building Employee Engagement One Day at a Time

By Christine Corelli



Employee engagement has all the earmarks of a marriage—a business one anyway. It exists when an employee feels that he or she has a job with an employer they support, believe in, and to which they can make a personal contribution.

Regardless of the size of your company or the type of business you’re in, building employee engagement is critical to your organization’s success. A study by the Gallup Organization revealed that companies exhibiting the highest levels of employee engagement are more likely to have above-average productivity (50%), retention (44%), and profitability (33%). Research has also proven that “engaged employees” are more likely to stay with their company, be advocates of its products and services, and contributors to their bottom-line.

As a result of rampant corporate re-structuring, i.e. mergers, acquisitions, consolidation, benefits cuts, hiring freezes, fierce competition and job changes, many businesses are seeing declining levels of employee engagement. In fact, a recent

Aon Consulting study of almost 1,800 workers revealed that employee engagement is declining in every industry, age group, income group and job classification.

In another major Gallup survey, they also reported evidence of declining employee engagement, finding that only 26% of employees consider themselves “actively engaged” in their work. As a consequence, Gallup made the following critical recommendations:

- Select individuals based on talent, as opposed to trying to hire a “position”.
- Define outcomes, as opposed to methods or steps, for your staff.
- Focus on employee strengths, as opposed to trying to overcome weaknesses.
- Place the right people in the right job, as opposed to molding a person to fit a job.

Methods to Enhance Employee Engagement...

Establishing a culture of “engaged” people is no easy task, but it is the responsibility of management to make it happen. It involves a great deal more than Gallup’s recommendations. But is the responsibility of management to make it happen. It extends far beyond job satisfaction and directly relates to employee *attitudes* that contribute to their performance in the workplace. It requires their individual commitment, loyalty, productivity, creativity and ideas. To improve your level of employee engagement, corporations and businesses of all sizes should strive to integrate these simple practices into their culture,

- Keep the lines of *communication* open. Employees who have access to information, and company knowledge are more apt to feel they are an integral part of the organization. Keep in mind, studies have proven that most people agree important company information should come from upper level management, and not their immediate boss. However, they want to be able to discuss their feelings, opinions, and sensitive issues with their immediate boss.

- If you are in retail business, keep your sales associates informed of how well they are performing and how much they have contributed to overall sales on a month to month basis.
- Re-examine your core business values and involve employees in establishing company values. Make sure you, your management team, and your people live and breathe them every day. In the eyes of your employees, the extent to which you practice your values can be closely linked with their level of employee engagement. They will infer what you value from your behavior. Actively demonstrate your own values, (especially professionalism, respect, dignity, integrity and “duty”) on a continual basis.
- Ask everyone for their extra effort and to show initiative beyond their job description. If rewards are in the picture, you will increase your chances of accomplishing higher levels of employee engagement and involvement.
- It has been said, “An organization is only as good as it’s people.” Create a Total Sales/Service Excellence Culture® where employees recognize that they, too, are “in sales.” Make sure they know that they play a strong role in developing your reputation and building relationships, establishing customer loyalty. Make them accountable for their performance, not only to management and customers, but also to each other. You won’t survive in today’s world, unless you have their commitment to the success of your business.
- Do something about “dead-weight.” Underperformers can hurt productivity and morale. Worse, they can cause high-performers to become disengaged—fast! This holds true for people who cannot keep up with the demands of today’s fast-paced work environment. Work with your people to break down barriers that prevent them from adapting to change.
- Adopt human resource and management

practices which create a culture of excellence that both involves and motivates workers. If you own or manage a retail business, develop a true team culture where people function like a professional sports team.

- Address issues that arise dealing with performance management, working relationships and empowerment. Make sure they know empowerment not only means that they are empowered to make decisions, but it also means taking care of their own professional development and career advancement.
- Hard as it may be, make an effort to take twenty minutes a day to talk to people. Don't stop with "How are you doing?" Ask them about their families, hobbies, interests, and outside activities. Then, "Is there anything I can do to help you? Do you have any questions I can answer?" During these brief visits, let them know their work matters. Herb Kelleher, chairman of Southwest Airlines, recognizes this essential element of employee engagement: "We try to show people that what they do matters. That's why we share the letters we receive from passengers with all our employees." A smart practice—that's how Southwest help their people internalize what they must do to win new customers and obtain customer loyalty.
- Actively encourage your people to share ideas, and even step forward to challenge the Status Quo. Great leaders go beyond this, they demand it. They know that *engaging peoples' brains* in finding new, better, more efficient and more profitable ways of doing things builds employee engagement. Respond to employee ideas and suggestions quickly.
- Examine whether your companies internal structures and processes allow your employees to maximize their contributions to the success of your company. If they don't, change them. Make sure they feel comfortable enough to challenge the "Status Quo." Keep in mind, within them, lie ideas and solutions to your problems. But if you don't ask, they won't

speak up.

- Recognize and reward people (both formally and informally) for their individual contributions in the workplace. It is a surefire way to make people feel appreciated and help them feel engaged. Create innovation teams and reward and celebrate innovative ideas that help the company's productivity and profitability.
- Provide them with the necessary materials, equipment and training to do their job well. Many employees will admit that they have been placed in job positions but have not been properly trained. Consider establishing a "mentor" program. Seek High Performers who are willing to spend a few hours per month help others move forward. Let mentor and mentee set their own ground rules on how they will work together.
- Organizations including Exxon Chemical, AT&T, SBC, Schweppes, GE, and General Tire, have established that front-line supervisors are the opinion leaders in your organization. Because front-line supervisors greatly influence the attitudes and behaviors of others, they are critical to employee engagement. Establish "guiding principles" for managerial excellence and make sure all managers and supervisors adhere to them.
- Are you a retailer? Establish "guiding principles" on how you will treat customers and each other! Make your store a FUN place to come to work each day. Be sure to focus on the two areas that follow. They hold true for business leaders in every industry.
- Follow this essential and simplistic leadership principle: The way to engage employees, is to keep them in the RIGHT FRAME OF MIND-by making them feel they are working WITH you, not FOR you. If they feel they are working FOR you, some of them may behave like robots who go through the motions of their job and never put their hearts and souls into their work, nor show initiative beyond



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their job role.

- If you truly want to make a difference in your level of employee engagement, you can accomplish this by being a great person to work WITH, and by consistently doing the things which build relationships— expressing appreciation, encouraging, listening, caring, asking for ideas, etc., and by not trying to exercise control. This allows people, of their own free will, to flow in a direction that leads them to cooperate with you and feel valued.

Disengaged Employees—Help Yourselves!

If you are an employee who is finding that you are becoming more and more *disengaged*, remember that the job you hold with your company is your livelihood. Maintaining a positive attitude and following these simple guidelines may be helpful to you and everyone around you...

- Recognize that executives, managers and business owners make decisions to ensure the future of the enterprise. At times, these decisions make you unhappy, especially when you are personally affected. Contrary to what you might think, executives and business owners are not heartless people. Many have expressed sadness over decisions to make cuts that will directly affect their employees. Keep in mind, it's not easy to be an executive or entrepreneur—it's tough. Real tough. Yes, they make the decisions and the big bucks, but they don't always make the rules. They have a tough Board of Directors and stockholders, (or owners if the company is privately owned) who expect high profits. When they don't see profits they don't want to hear the reasons why. They only want results.
- Know what is expected of you. Ask questions and wait for the answers. If it's not clear to you, don't hesitate to ask again. You'll never be sure where you stand if you don't have direct answers to your concerns.
- Support your sales team. Without them, no

one in your company gets a paycheck.

- “To Thine Own Self Be True.” Be willing to put yourself on the line and express yourself. Discuss your ideas and areas of concern with management, but use tact and diplomacy in your approach. Be prepared to offer creative suggestions and solid solutions to problems. The wish of every executive and manager is to have their people come forward not only with problems, but solutions. Grant that wish.
- Focus on your strengths and commit to doing your best. That's all anyone wants from you.
- Keep your life in balance so you don't buckle under the pressure to perform. And laugh a little! Business is serious, but find a reason to have a laugh or two each day.

A Final Word to Management...

The vast majority of employees today have little control over their work environments. It's important that you focus on the areas that drive employee engagement: empowerment, self-development, creativity, achievement, freedom to speak, freedom to contribute, opportunity for life-balance and enjoyable relationships. When you make an effort to do so, your people will feel more fulfilled and will become more “fully engaged.”

For now, ask yourself the question: “Would you work for YOU?”

*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, or call 847 581 9968.*

Scrap Commodities Market Report March 2013



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*This Report is for the sole purpose of informing members of current metal market activity.

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Beware! Credit Card Fraud Is Happening Again!

We have read that credit card fraud is happening again. Please be aware that this practice is on the increase again. They generally order parts and request them to be sent to a different billing address. Once the parts are received, the company challenges the credit card payment and the recycler receives a charge-back. Of course, the parts shipped are unrecoverable.

In order to mitigate against this type of fraud, consider the following actions:

1. Verify billing address of cardholder.
2. Do not ship to anywhere except that address.
3. Obtain a signed authorization form.
4. Finally, get an authorization code.

If any members have similar experiences, please forward the details to NDARA office at ndara@centurylink.net and we will forward to ARA. Also contact the Secret Service immediately.

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 (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!

ECAR Fact Sheet for North Dakota Window-Washing Fluid



[Regulations](#)
[Self-Audit Checklist](#)
[Best Management Practices](#)
[Contacts](#)
[Related ECAR Fact Sheets](#)
[Other Relevant Resources](#)

What You Need to Know

The main thing to remember about window-washing fluid is **not to mix it with any other fluid that could turn it into a hazardous waste**. If you keep it uncontaminated, it does not have to be a waste at all -- it can even be of value to you, since recovered window-washing fluid can be resold or given to customers or employees.

But even if you have kept it clean, **do not** pour it down the drain.

Regulations

Window-washing fluid is mainly water with small amounts of alcohol and detergent and possibly antifreeze. The regulations for handling window wiper fluid are similar from state to state, meaning that if window wiper fluid is not mixed with other fluids, it can be recycled without any regulatory impacts. In North Dakota, window-washing fluid cannot be disposed of onto the

ground, in septic tanks, in sewer systems, or storm drains.

If window-washing fluid is combined with other fluids, the mixture may be a hazardous waste and you should perform a hazardous waste determination.

Links to the Regulations. To view the regulations pertaining to window washing fluid go to:

[North Dakota's Hazardous Waste Management Requirements](#)

<http://www.legis.nd.gov/information/acdata/html/33-24.html>

[Federal EPA Standards Applicable to Generators of Hazardous Waste](#)

<http://www.gpo.gov/fdsys/pkg/CFR-2003-title40-vol1/content-detail.html>

Self-Audit Checklist


When an inspector comes to your facility, there are certain things he or she checks to see if you are in compliance with environmental regulations. It makes good sense for you to perform a "self-audit" and catch and correct problems before they result in penalties. Also, there are some compliance incentives associated with self-audits).

Use the following list to audit your procedures for recycle/disposal of window-washing fluid.

- 1. Window-washing fluid can be managed as a non-hazardous waste if it is not combined with other fluids.** Verify that window-washing fluid is accumulated into separate storage containers and that no other types of fluids are added to these containers.
- 2. Window-washing fluid cannot be disposed of onto the ground, in septic tanks, in sewer systems, or storm drains.** Verify that procedures are in place to properly manage and dispose/recycle window-washing fluid.

Best Management Practices (BMPs)

Most regulations tell you what you have to do to be in compliance, but they don't explain how to do it. That's where "**best management practices**" come into play. BMPs are proven methods that help you to



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get into compliance and stay there.

The following BMPs are recommended for management and recycle of window-washing fluid:

- Drain window-washing fluid during dismantling and before vehicle is stored in the yard.
- Store window-washing fluid on a concrete (impermeable) surface in covered containers that are clearly marked (e.g., “Reclaimed Window-washing Fluid.”)
- Reuse reclaimed window-washing fluid in facility or employee vehicles.
- Sell or give away reclaimed window-washing fluid to customers.

Contacts

1. For more information, contact the North Dakota Department of Health, Environmental Health Section Division of Waste Management at 701-328-5166.
2. To report a spill or leak, call the Division of Emergency Management’s 24-hour number at 800-472-2121, or 800-773-3259 (normal business hours), and if necessary, the National Response Center at 800-424-8802. For calls originating outside of North Dakota, call 701-328-8100 (normal business hours), or 701-328-9921 (weekends and non-business hours).
3. To report an environmental incident or complaint, contact the Division of Waste Management <http://www.ndhealth.gov/WM/> or file an online incident report <http://www.ndhealth.gov/ehs/eir/eirform.htm>

This fact sheet was prepared by the ECAR Center staff. Once prepared, each ECAR Center fact sheet undergoes a review process with the applicable state environmental agency(ies). You can check on the status of the review process at <http://www.ecarcenter.org/fs.cfm?st=ND&fs=windowcleaner>. Please read the disclaimer on the status page. While we have tried to present a summary of the essential information on this topic, you should be aware that other items, such as local regulations, may apply to you. Reprinted with permission of ARA.



LEGISLATIVE NEWS

Salvage Acquisition

House Bill 1537 was introduced in the **Arkansas** House of Representatives on February 28 and would address many of the negative consequences for automotive recycling businesses that have resulted from Arkansas lawmakers passing salvage legislation in 2011

HB 1537 would require buyers at salvage auto auctions who are attempting to purchase a vehicle that has 70 percent or more damage or has been flooded, to possess a new or used motor vehicle dealer, wrecker, or automobile dismantler license.

House Bill 1537 would also require salvage auction owners to report the sale of salvage vehicles to NMVTIS and record the buyer’s NMVTIS identification information.

In **New Mexico**, the House of Representatives is actively considering House Bill 8, which would require both sellers and purchasers of salvage vehicles to be licensed by the state. The bill would introduce a limit on the number of vehicles a seller can sell to a non-licensed purchaser and incorporate the electronic reporting of vehicle reports of sales to the state. ARA



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members and local automotive recyclers in New Mexico have been meeting with their legislators to educate them about the state's salvage laws and urging support for HB 8. ARA submitted a letter of support for HB 8 and negotiations continue, under the leadership of the state's affiliate chapters.

Legislators in **Ohio** are once again discussing their state's salvage vehicle laws. ARA, OATRA and local automotive recyclers are actively coordinating on grassroots advocacy efforts and engaged in ongoing discussions with legislators and other stakeholders about the issue.

Scrap Metal

In **Rhode Island**, Senate Bill 79 was introduced by the Senate Majority Leader to address copper theft in the state. The bill would require scrap metal dealers to be licensed in order to purchase certain types of metals, with reporting implications for secondary metals recyclers and salvage yard operators. ARA joined its affiliate chapter, the Automotive Recyclers Association of Rhode Island, in submitting a letter to the senate sponsors asking that salvage yard operators be exempted from the proposed bill, as they are already regulated separately by the state. The bill was subsequently tabled and recommended for further study.

In **New Hampshire**, Senate Bill 104 would establish a commission to study the state's current reporting system for junk and scrap metal dealers. ARA joined its affiliate chapter in advocating that the automotive recycling industry have a seat on the commission. That effort was successful and last week the bill passed out of the Senate Commerce Committee with amended language adding "one member of the Auto & Truck Recyclers Association of New Hampshire" to the commission.

Airbags

Legislation targeting the sale of counterfeit and substandard airbags has been introduced in **Maryland**. HB 885 would establish criminal penalties for selling or installing counterfeit and substandard airbags in vehicles. There is a hearing scheduled on the bill for March 6th. ARA has reached

out to the sponsor of the bill with concerns about the term substandard airbag and plans to testify at the hearing.

In **New York**, SB 3779 would establish guidelines for the purchase, sale and installation of recycled airbags. **Internet Sales Tax Issue Movement on Both Federal and State Levels**

The internet sales tax issue is seeing increased activity in the U.S. Congress as well as in the states. Federal legislation has been reintroduced in the 113th Congress which would require the collection and remittance of internet sales and use taxes to states and localities in which the purchase was made. ARA closely monitored this issue in the 112th Congress when both the U.S. House and Senate held hearings on similar legislation; however, Congress adjourned without taking any final action on these measures.

S. 336, sponsored by Senator Enzi (R-WY) and a bi-partisan group of 19 Senators and H.R. 684, sponsored by Rep. Womack (R-AR) and a bi-partisan group of 36 Members of the House of Representatives were introduced last week and are each entitled, the "Marketplace Fairness Act of 2013". These bills differ from the legislation introduced in the last Congress that required internet retailers to collect and remit the taxes to the states and localities in which the purchase was made. The new federal legislation instead empowers states to tax out-of-state online purchases if the states adopt specific minimum tax simplification requirements. Most importantly, the new legislation also includes a small seller exception for remote sellers whose annual remote sales are less than \$1 million.

Several states are not waiting for federal action and have enacted laws requiring the collection of internet sales taxes in an effort to capture millions of dollars in new revenue. For example, California enacted such a law earlier last year and collected \$96.4 million in its first full quarter of collections, September – December 2012. Amazon and several other big -box retailers are also driving this movement. Amazon is collecting sales taxes in nine states, including California and plans to add seven more states in the next year. Other states have enacted legislation that would require large online sellers to collect taxes.

Metal Theft Bill to be Re-Introduced in U.S. Senate

A bipartisan sponsored bill to deter metal theft will be re-introduced in the U.S. Senate, possibly as early as this week. Senator Amy Klobuchar (D -MN) introduced this same measure (S. 3631) in the waning days of the lame duck session in December and plans on introducing the identical bill with original cosponsors Senators Lindsay Graham (R -SC), Chuck Schumer (D -NY) and Kay Hagen (D -NC). ARA staff met with Senator Klobuchar's counsel in December and again last week to discuss this bill that would mandate that purchasers of "specified metal" acquire documentation of ownership by the seller, require record keeping by the buyer of transactions for 2 years and limit the cash payments to \$100. There is no federal preemption of "any State or local law regulating the sale or purchase of specified metal".

During last week's meeting, Senator Klobuchar's staff indicated that while the Senator is re-introducing a bill identical to last year's legislation staff feel strongly that during committee consideration amending language could be included to exempt cars from the bill. As reported earlier the bill is not aimed at cars and automotive recycling facilities but rather metal theft and trafficking from entities such as government infrastructure (telephone, cellular, rail, etc. equipment) and home improvement retailers.

ARA staff warned the Senator's staff however that the current definitions of "specified metal" and "recycling agent" in the bill could inadvertently include cars and automotive recyclers.

The tentative schedule for action in the Senate includes a full Judiciary Committee deliberation of the measure (mark -up), possibly in March or April, during which Senator Klobuchar would offer the "exempting" amendment. This amendment will include, among other things, language addressing the exemption of automotive vehicles purchased by recyclers. At the Senate staffer's request ARA will continue to work with them to craft appropriate language to preclude additional burdensome regulations. ARA has and continues to work with House Congressional staff

who are still drafting a companion measure.

For more information about all the issues ARA is currently tracking in the states, including scrap tire sales and end-of-life vehicle purchases, please contact Director of State Government Affairs, Jessica Thomas (jessica@a-r-a.org; 571-208-0428).



2013 Expected To See Movement on National Stormwater Regulatory Agenda

ARA has been meeting regularly with the Federal Stormwater Association (FSWA) to identify the proposed changes to the nation's stormwater permitting program that will most likely be considered by the U.S. Environmental Protection Agency (EPA) this year.

The first issue will be to determine the extent to which EPA intends to establish a new stormwater measurement system based on the regulation of flow to address pollutants. The FSWA of which ARA is a member, applauded a recent court ruling however that rejected EPA's most recent attempt to use stormwater flow rate as a surrogate pollutant. In *Virginia DOT v. EPA* (E.D. Va. No. 1:12 -cv-775, 1/3/13), the Federal District Court for the Eastern District of Virginia decided that the Clean Water Act does not authorize the EPA to limit "stormwater flow" in lieu of regulating sediment discharges because such flow itself is not a pollutant. According to the FSWA, EPA is likely to appeal this decision because any limit action on its ability to regulate "flow" will be perceived as a significant setback to its upcoming stormwater regulatory agenda.

The industry, including ARA, is awaiting EPA's proposed new national stormwater rulemaking, scheduled to be published in June of this year and made final by December. According to EPA, polluted stormwater runoff is one of the leading causes of pollution to streams, rivers, and lakes across the country, and stormwater pollution is the single largest water quality problem in certain regions. However, EPA believes that today's pollution controls and management approaches are inadequate to deal with this problem and intends to tackle this issue through new national stormwater regulations

EPA believes that this rule change presents a major opportunity to advance green infrastructure approaches, building upon strong state permits, policies, and examples from across the country. Specifically, the areas that EPA has identified to address include:

- Expanding the area subject to federal stormwater regulations;
- Establishing specific requirements to control stormwater discharges from new development and redevelopment;
- Developing a single set of consistent stormwater requirements for all municipal separate stormwater systems (MS4s);
- Requiring MS4s to address stormwater discharges in areas of existing development through retrofitting the storm system or drainage area with improved stormwater control measures;
- Exploring specific stormwater provisions to protect sensitive areas.

In an effort to be proactive in this arena, ARA is considering legislative initiatives to require that best management practices be retained as the most effective method to manage stormwater runoff from automotive recycling facilities.

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www.recyclersconvention.com



SCHEDULE

TRADE SHOW HOURS: FRIDAY, MAY 3 4 PM - 7 PM
SATURDAY, MAY 4 9 AM - 12 NOON

Thursday, May 2

On Your Own Yard Tours: visit the Upper Midwest Convention website www.recyclersconvention.com for a complete listing of available yard tours.

6 PM Host/No Host Dinner: If you are arriving

Thursday night and want to get in some networking and interesting dinner conversation at one of the hottest restaurants in Edgerton - join us for the Host/No Host Dinner Outing. If you'd like to take part, meet in the Holiday Inn lobby @ 6:00 p.m. and hear your dining options (Mexican/Asian/Seafood/Steak House/Italian) & proceed with the party of your choice to your dining destination. No need to preregister. Each dinner party will be "hosted" by a CARS member who is familiar with the area. You will be responsible for your own costs and transportation (car pooling will be taking place!)

9 PM Hospitality Suite

Friday, May 3

8 AM - 4:30 PM Registration

830 – 930 AM Breakfast

930 – 1130 AM Human Resources – What You Need to Know From A-Z – Part 1/ Terry Westedt. This class will cover many areas for Manager and Owners to become a HR Generalists for their companies. From how to write an employee handbook to hiring employee's to reporting to the Government. Very informational and will cover some of the latest from the new Obama Care Package.

930 – 1130 AM Hollander Product Update/ Michael Angeli - Join Michael Angeli for an update on all of Hollander's products including the newly launched HollanderParts.com and Hollander Production Manager.

930 – 1130 Car-Part.com User Group Meeting

1130 AM Lunch

1 – 3:30 PM Human Resources – What You Need to Know From A-Z – Part 2/ Terry Westedt. This class will cover many areas for Manager and Owners to become a HR Generalists for their companies. From how to write an employee handbook to hiring employee's to reporting to the Government. Very informational and will cover some of the latest from the new Obama Care Package.

1 – 3:30 PM How Understanding Collision Shops Can Sell More Parts/Shawn Collins - 3M Senior Technical Service Engineer. The program explains

what key performance indicators the insurance companies use to measure a shop's performance. It explains how the "A" shops and MSO shops have changed and streamlined their operations. Most importantly, it raises the recyclers awareness of how shops think, in order to better understand them and therefore sell more parts.

4 – 7 PM TRADE SHOW

7 PM Dinner & Live Auction

HELP WITH THE LIVE AUCTION: Please consider donating a service or item for the live auction. You may donate a product or service from your company or any item that you think would get the bidding going in a live auction. To coordinate the donation of your auction item please contact Kelly Salseg arm123@centurylink.net **YOUR DONATION IS APPRECIATED!**

10 PM Hospitality Suite

Saturday, May 4

8 AM – 130 PM Registration

8 - 9 AM Breakfast

9 AM – 12 Noon TRADE SHOW

12 Noon Lunch

1 – 3 PM Hybrid Electric Vehicle Batteries/ Jeff Minter: Overview/safety - Basics of storage concerns - Testing/Documenting condition of batteries (before sale and warranty returns) - Reconditioning/ Rebuilding possibilities at recycling facilities - Questions to ask of anyone offering you "rebuilt" batteries to sell to customers

1 – 3 PM Sales: Are You in a Relationship With Your Customer and What Does it Mean? – Part 1/ Terry Westedt: This class will cover relationship selling and cold calling and the 8 steps to building a relationship and goal setting for sales staff.

315 – 5 PM Hybrid Vehicle Transmissions/Electric Machines (motors)/Jeff Minter: Overview of various designs - Types/locations of electric machines - Testing/Documenting the condition of electric machines (before sale and warranty returns) - Both

in and out of the vehicle tests - Potential value of internal transmission parts (electric machines in particular) on units with damaged cases.

315 – 5 PM Sales: Are You in a Relationship With Your Customer and What Does it Mean? – Part 2/ Terry Westedt:

This class will cover relationship selling and cold calling and the 8 steps to building a relationship and goal setting for sales staff.

530 PM Dinner

730 PM Demolition Derby

10 PM Hospitality Suite

Schedule subject to change.

Where Are All the Hurricane Sandy Cars?

By Jay Svendson, Auto Data Direct, Inc.

Salvage Buyers Beware, Hurricane Sandy cars are everywhere. It's amazing to me how little coverage there is concerning the recovery of coastal New York and New Jersey from the effects of Hurricane Sandy. The hurricane actually struck land on October 29, 2012 causing major damage to coastal areas of New York, New Jersey, and other New England states. At the time this article is being written (Mid December 2012), coastal New York and New Jersey are still pulling cars from flood damaged areas. Tow operators believe they will still be pulling flood damaged vehicles well after Christmas.

The biggest issue with this storm versus other storms was that it struck a highly populated region and unlike Hurricane Katrina, which struck New Orleans, Hurricane Sandy's flood damage was primarily from saltwater flooding. To complicate things, because the area that was damaged by the storm was so highly populated, available land for holding flood damaged vehicles filled up quickly and vehicles were and are being shipped all over for processing.

The large salvage auctions are geared up and actively auctioning these vehicles. I've heard from several recyclers that dealers, rental car agencies, and other self insured businesses are reaching to the recyclers offering to direct sell their flood damaged vehicles to the recyclers, so they can get the space and get back to business.

Like all major catastrophes, people and businesses alike are not reporting the flood damage that has occurred to vehicles in hopes of making a quick buck with no regard for the unsuspecting buyers. This is a clear violation of the NMVTIS Rules and DOJ and NHSTA are actively investigating these activities. The real concern is for the consumer that in 6 months from now that spends their "hard earned" money buying a vehicle (likely income tax refunds), only to find that shortly after the purchase, the vehicle requires very expensive repairs to keep it running.

I would like to ask that as a recycler, if you buy a vehicle that clearly has flood damage and should be reported to NMVTIS, please make sure you do your part and report the vehicle. Not only will you be doing the right thing, but you may be helping DOJ and NHSTA in their investigations of those parties that are not reporting and should be. The real issue with saltwater flooding is that sometimes with all the electronics in vehicles, it may take months before problems show themselves because of corrosion issues and the repair costs can be extremely expensive. As a recycler, while you dismantle the vehicles you purchase, you can fairly easily determine if a vehicle has been flooded or not, even if the vehicle was cleaned and vacuumed to hide the damage. You know what it is like to buy a vehicle, thinking and being told one thing and then later you learn you've been taken. As a business, I'm sure it has happened several times, it "stings" financially, but you can survive it. To the average consumer, it can be devastating.

Auto Data Direct has committed to helping Hurricane Sandy victims by contributing money to The Brothers for Brothers Foundation for every Hurricane Sandy vehicle reported to NMVTIS by companies that use ADD. With an estimated 230,000 vehicles being classified as total loss insurance claims, there is a good possibility that ADD will be able to make a good sized contribution. ADD estimates that it could take through April 2013 before the majority of the Hurricane Sandy cars are processed, but ADD will provide updates on their website of the progress that is being made.



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**



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.

Ad Size	One Time Rate	Yearly Rate (6 issues)
Business Card (2" x 3.5")	\$60 per issue	\$45 per issue
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Full Page (7.25" x10")	\$240 per	\$200 per

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For more information or to sign up for advertising space,
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