

Concerned Auto Recyclers of Wisconsin

CARS News

Promoting industry excellence through education.

February/March 2016

CARS of WI Member Profile: Mommaerts Auto, Inc.

Mommaerts Auto Inc. is the feature CARS of WI Member profile for this issue. John Mommaert is the owner of this family owned business. Mommaert's has been at the same location in De Pere, WI for 64 years. They have also been CARS members for more than 50 years and have seven employees.

Along with the salvage yard they also run a full service diagnostic and repair shop. Located on seven acres, there is a five stall garage with an attached office. Two stalls are for dismantling and three stalls are used for repair work. There are also two storage buildings. Mommaerts process approximately 400 cars per year.

An emphasis on customer service and satisfaction makes their business a success.

In the future they are looking at some equipment upgrades. They are also working on training with their staff to be able to serve their customers better.

Being a CARS member has helped them get information on regulations like storm-water, OSHA and the state and federal regulations. The new information on industry advances and trends are a big help. Mommaerts looks to CARS for continuing help with rules, laws, and regulations affecting our industry. Being a member of CARS is helping to make our company more successful.

Mommaerts Auto information is:

- 1275 Rockland Rd • De Pere, WI.
- Phone: #920-336-6269
- Fax: #920-336-0893
- E-mail: info@mommaertsauto.com
- Website: www.mommaertsauto.com.

Inside this issue...

CARS of WI Member Profile:
Mommaerts Auto, Inc. Cover

CARS of Wisconsin
Board Meeting, November 10, 2015. . . . 4

CARS of Wisconsin
Board Meeting, December 8, 2015. . . . 5

From the President's Desk 6

Announcing New CARS
Associate Member 6

Legislative Update 7

From the Secretary's Desk 7

In Memory of Jimmy Gish 8

Scrap Report. 8

A Word From Our ARA President 9

CARS of WI Scholarships
Due August 1, 2016. 11

2016 Upper Midwest Auto Recyclers
Attendee Information. 12

Speakers & Classes Being Offered
at The 2016 Upper Midwest Auto Recyclers Convention & Trade Show . . 16

CARS of WI Associate Members 21

Loss of Business Income. 22

Senator Rick Gudex Announces
He is Not Seeking Re-election 23

CARS of WI Direct Members 24

Membership Application 25

ARA News 26

CARS of WI Board of Directors

President

Lor'ell Rademacher

Hillside Salvage - Tigerton
715-535-2913
hillsideautosalvage@frontiernet.net

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TJ's Auto & Collision - WI Rapids
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Matt Joas

East Troy Auto - East Troy
800-263-9780
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Sandy@CarsofWI.com

Lobbyist

Greg Hubbard

Hubbard, Wilson, and Zelenkova
Phone: 608-255-0566
Email: ghubbard@hwz-gov.com

CARS of WI 2016 Calender

5:30 Conference Calls - unless noted otherwise

- November 10, 2015
- December 8, 2015
- January 9, 2016 - face to face TBA
- February 9, 2016
- March 8, 2016
- April 12, 2016
- April 14-16, 2016
Upper Midwest at Pam's Auto
- May 20, 2016
Friday night board meeting Edgerton
- May 21, 2016
Morrison Golf Scholarship - Edgerton
- June 14, 2016
- July 12, 2016
- August 12, 2016 - Board meeting
- August 13, 2016
Bob Hoffmann Golf Scholarship
- September 13, 2016
- October 8, 2016 - CARS Annual Meeting

All meetings are open to the membership. Call CARS office for information.

CARS Committee Members

Bylaw	* Tisler
Convention	*Dowd, Koepf, Strandberg, Hauck, Dumke
Education	*Strandberg, Goetch, Ross
Insurance	*Bellin
Legislative	*Rademacher, Krumenauer, Bellin
Membership	* Dowd, + complete board
Newsletter	*Rowe + complete board
Recycling	*Tisler, Krunenauer, Joas
Scholarship	*Hermann, Novak
Warranty	*Bellin
WICAR	*Goetsch, Strandberg, Hermann
Website	*Hauck, Joas

*All committee's are open to any member. Please call the chairman if you want to be on a committee or have input. * Indicates the chairman*

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Concerned Auto Recyclers of Wisconsin

CARS News Submission Dates

Issue Deadline	Issue Deadline
Feb/Mar Jan 1	Aug/Sept July 1
April/May Mar 1	Oct/Nov Sept 1
June/July May 1	Dec/Jan Nov 1

The CARS News



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The *CARS News* is published six times per year for the Concerned Auto Recyclers of Wisconsin. None of the material in this publication necessarily reflects the opinion of CARS of WI, its officers, directors, staff, members or its Publisher. 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 the Executive Secretary, Sandy Dumke, Sandy@CarsofWI.com. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

Visit www.carsofwi.com

CARS of Wisconsin Board Meeting

November 10, 2015

Conference call meeting called to order by President Rademacher at 5:33 pm.

Board members present: Dowd, Bellin, Novak, Hermann, Krumenauer, Goetsch, Joas, Koeppe, Ross, Holberg, President Rademacher, and Executive Secretary Dumke.

Board member absent: Hauck, Strandberg, Tisler, and Rowe

Dowd made a motion to accept the minutes from the October 3rd board meeting. Bellin seconded, motion passed.

Treasurer's report: Novak reported that he will be following Smits format on recording his reports. He is still working on the changes with the bank. Plans are to have Joel Smits do our filing for the IRS. Motion to accept report by Bellin, seconded by Dowd, motion passed.

Legislative report: Dumke presented the concerns of tow operators getting billed \$500.00 per month in the Milwaukee area to be able to pickup scrap cars and how it will effect the auto salvage business. There was some concern that it will eventually hit the whole state. Dowd will contact Roz Auto Salvage in Milwaukee to get input on how it is affecting them. Rademacher will contact Greg Hubbard to set up a conference call to discuss what we can do so it can be presented at the December board meeting.

Bylaw, Education, Insurance, Membership, Newsletter, Recycling, Website, Scholarship, Warranty, and WICAR committees had no reports.

Convention Committee: Dowd reported the 1st invitations to the vendors have been sent out. CARS will be responsible for the auction. Some of the sponsorship of the activities have been sold. Convention to be held April 15 and 16, 2016.

Old Business:

1. Bellin reported on his trip to the ARA Convention and will have a report for the newsletter. He also reported that Cat Convertor core buyers were real popular at the convention. One of the new trends was core buyers buying from groups of salvage yards.
2. Dumke asked about some new vehicles having mercury in the headlights, will try and research.

New Business:

1. Rademacher asked about giving awards to board members or plaques of appreciation of their services. She will research and have a report for the December meeting.
2. Joel Holberg from TJ's Auto and Collision Center in Wis Rapids was introduced as the newest board member. He will be on the convention and warranty committees.

Motion to adjourn at 6:32 by Bellin.

Dowd seconded, motion passed.

Respectfully submitted
Peter Krumenauer

CARS of Wisconsin Board Meeting

December 8, 2015

Conference call meeting was called to order by President Rademacher at 5:33PM.

Board members present: Dowd, Strandberg, Rowe, Joas, Tisler, Novak, Krumenauer, Ross, Holberg, Koepp, President Rademacher, and Executive Secretary Dumke.

Board members absent: Bellin, Hermann, and Goetsch. Motion to accept minutes from the November 10th meeting was made by Dowd, seconded by Tisler, motion carried.

Treasurers report: Novak reported that the transition of the treasurers position is pretty much done and will have a full report for the January meeting. A check for \$500.00 from the warranty program has been received.

Legislative report:

1. Rademacher reported that plans for the Wis Hill Day are underway.
2. December 10th, a meeting will be held on the Milwaukee towing license fees that we will attend.

Bylaw Committee: No report.

Convention Committee: Dumke and Dowd reported that the website is up and working, some sponsorship is needed. Also auction idea's and merchandise is needed.

Education Committee: No report.

Insurance Committee: No report.

Membership Committee: No report.

Newsletter Committee: Articles are needed by January 1st.

Recycling Committee: No improvement of low scrap value.

Scholarship Committee: Novak reported that they're looking in Central Wisconsin for a location to have a golf outing. Dixon is interested in being a sponsor again.

WICAR Committee: No report.

Warranty Committee: No report.

Old Business:

1. Dumke had no new information on mercury in headlights.
2. Rademacher is still researching on plaques.

New Business: Towing fees in Milwaukee were discussed and how it will affect us, will be reviewed at January meeting.

Dowd made a motion to adjourn at 6:17pm. Koepp seconded, motion passed.

Respectfully submitted,
Peter Krumenauer

From the President's Desk

By Lor'ell Rademacher

Glad tidings to all. I hope this newsletter finds you all happy and healthy!

We have been finalizing details of our upcoming Upper Midwest Convention. We are all very excited this year that Pam's Auto has offered to host us. Pam's is a wonderful member and always very supportive of our industry. They have a top notch facility and I personally can't wait for my guided tour! Please look for more information in this newsletter, or you can find a link to the convention website at www.CARSWI.com.

Another exciting event upcoming is our 2nd Annual Lobby Day in Madison. This year will be March....We would love to have as many members as we can attend. If you are interested, please get in touch with us and we will take care of the rest. Again, look for more information in this newsletter.

As many of you may know, this is the final leg of my second term as president. It will also be my last term as president, although I do hope to stay involved with the association as much as possible. Even though I am in the final stretch of my presidency, I still have goals I would like to see in place for CARS that I feel would help strengthen our organization and provide benefit to our members.

It was one of my original goals to have us seated at the legislative table. I feel we are on the way to helping get our businesses and our industry to the top of the mind so to speak. Our lobby day, and the yard tours we have been conducting have been helping greatly. Our representatives seem to really appreciate hearing from us and learning about what we do. Anytime you have the opportunity to get facetime with our representatives, I recommend you take it. I know we have had several yards in the past year that were contacted directly by their reps to get feedback about proposals that came across their desk and how the proposals would impact them. This is a fantastic turn! Let's keep it going and be a positive presence with our lawmakers.

I am still working on our environmental issues and would like to see more training at our events that covers changes in our industry. We are in an industry that is highly regulated for the potential environmental impact we could have. The technology and resources for helping us manage our environmental requirements are constantly changing. It would be great to have a solid program that will bring this information to you, our membership. It seems; however, that at every turn I find a brick wall, which is quite interesting all things considered. Please stay tuned for more developments in this area and by all means, if you have information to share please feel free to contact me.

See you all soon!

Lor'ell Rademacher

Announcing New CARS Associate Member

We are happy to announce a new CARS of WI Associate Member.

A & B Converters has joined CARS of WI. They do catalytic converter processing. The company is owned by Brad Redmer.

The following is their contact information:

- A & B Converters
680 Maryland Ave
Burlington WI 53105
Phone: #262-206-5623
Email: a_bconverters@yahoo.com

Legislative Update

By Lor'ell Rademacher

As many members may know, we recently have been working with the City of Milwaukee in regards to Ordinance 93. There was some concern that this ordinance would create an undue burden to auto recyclers, both within the city and outside of the city. After much clarification and several meetings we now are assured that this will have no bearing on anyone outside of the city, and no changes to auto recyclers within the city will occur. If you have need of further information on this ordinance please contact me and I will try to answer any questions you may have.

LOBBY DAY! LOBBY DAY! LOBBY DAY!

We are excited to announce our second annual Lobby Day in Madison! Please mark your calendar for Wed March.... This event is open to ALL members, yards, employees, etc. All you need to do is contact us with your business information and be ready to educate your state representatives about your business. We will make sure all your appointments are set with the representatives from your district. We hope you will all consider joining us for this event!

If any member yards would like to volunteer to do a yard tour with your district representatives, please contact us with your information and a general date range that works for you. We will make all necessary appointments for you. Tours in the past went very well and really enlightening to our representatives.

As always, you are welcome to share any legislative concerns you have for your area. If it is something we can help with, we will do our best.

Looking forward to working with all of you!

From the Secretary's Desk

By Sandy Dumke

Well winter has finally arrived. Today I have a temperature of -5 with -20 below wind chill. The employee's and trucks will be harder to start this morning.

I wanted to remind you of the important dates to add to your calendars.

- April 14-16 will be the Upper Midwest Recyclers Convention and Trade Show at Pam's Auto in St. Cloud MN. This will be a good convention. The speakers look interesting and the trade show is filling up. I have included attendee information in this newsletter. Please get your rooms booked and your registration sent in to Kelly at ARM. Also, CARS is in charge of the auction items. If you see an item that would be a good auction item please let me know. In the past the Chevy engine grill was a good find but we need something new.
- May 21st will be the Robert Morrison Memorial Golf Outing in Edgerton. This is a fun outing and benefits the Morrison Scholarship. The Morrison's donate a \$1500.00 scholarship to a qualified student.
- August 13th will be the Bob Hoffmann Memorial Golf Outing in Stevens Point. I will be sending out more info next newsletter. Last year was the first Bob Hoffmann Scholarship awarded. I am happy to say the first person to receive this scholarship was Ryan Ross and Ryan has decided to join the CARS Board of Directors. We will be having the August Board of Directors meeting on Friday night before the golf outing. Everyone is invited to attend the board meeting.
- October 8th will be the CARS of Wisconsin Annual Meeting. Watch for more information.

- Sandy

In Memory of Jimmy Gish

We want to extend our sincere sympathy to the family and friends of Jimmy Gish of West Bend. Jimmy formally owned Bradley Auto Salvage in West Bend and was a CARS member for several years. Jimmy was 78 years old and passed away on Dec 24, 2015

Jimmy Gish

Born: February 23, 1937 • Died: December 24, 2015

Jimmy Gish of West Bend died unexpectedly on Thursday, December 24, 2015 at the age of 78 years. He was born on February 23, 1937 to the late Alexander and Charlotte (nee Brunow) Gish, and grew-up in West Allis.

As a young man, he was an amateur boxer, a professional race car driver, bought into an auto salvage yard in Milwaukee.

On February 18, 1961, he was united in marriage to Bonnie Sanders in Merrill, WI. He then served with the United States Army. For a short time, they lived in Seattle, WA, and returned to Wisconsin following his discharge. They moved to Franklin, and settled in West Bend in 1968.

For many years, Jimmy owned and operated various automotive businesses. In 1968, he purchased Bradley Auto Salvage, operating it until 1982. In 1986, he built and operated Soft Touch Car Wash, which currently is Scrub-A-Dub on South Main Street in West Bend. In 1992, he built the current Beaver Dam Raceway. He was the main force behind the renovation and revival of the historic one-third mile clay oval.

Later in life, he cherished his grandchildren. He attended as many of their events as possible, and loved being able to spend time with them. He also volunteered at the Full Shelf Food Pantry in West Bend for many years.

Survivors include 3 sons Joel, Daniel and Nathan (Barbara); 6 grandchildren: Caden, Makenna, Kasey, Colton, Sophie and Paxton; 4 sisters Jean Jonas, Shirley (Bernard) Metz, Margaret Stansbury and Mary Syme; his companion for 24 years Joanne Wisdom; 2 childhood friends Lou Dibella and Al Gagliano; other relatives and friends.

In addition to his parents, he was preceded in death by his wife Bonnie on February 12, 1987 and 8 brothers and sisters Edward, Alexander, Jr, Lester, Robert, Ervin "Slim", Audrey Borders, Earl, and Nancy Ostrowski.

In lieu of flowers, the family has requested memorials to St. John's Sonshine Community Park.

The Schmidt Funeral Home of West Bend is serving the family. On-line guestbook and condolences available at www.schmidtfuneralhome.com.

Scrap Metal Market Report January 2016

Crushed Cars	\$85.00 NT
Engines	\$110.00 NT
Transmissions	\$0.07 LB
Steel Rims	\$120.00 NT
Auto Cast	\$130.00 NT
Starters	\$0.12 LB
Alternators	\$0.25 LB
Aluminum Rims	\$0.60 LB
Aluminum Radiators	
Clean/Dirty	\$0.35 LB/\$0.15 LB
Brass/Copper Radiators	
Clean/Dirty	\$1.10 LB/\$0.80 LB
Harness Wire	\$0.60 LB
Lead Wheel Weights	\$0.10 LB
Batteries	\$0.20 LB

This report is meant to provide readers with approximate scrap metal market values. For the most current and accurate prices call your scrap metal vendor.

A Word From Our ARA President

By Mike Swift

Hello Fellow Auto Recyclers,

It has been a couple of months since I took over as President of the ARA. I have been involved with ARA for several years and also have been very active with the Iowa Auto Recyclers and I am the past President of IAR.

I was asked to update CARS members and Auto Recyclers in general in Wisconsin.

ARA has been working on recall OEM data, parts data so that auto recyclers will be able to get this information electronically in our yard management systems. The only way right now to get that information is to go to the website Safercar.gov. I don't know if the government knows, but auto recyclers have been in the electronic age for a few years, and we would like to have this OEM recall data information at our fingertips. We don't need it in a fax or PDF. That is not going to help auto recyclers be a part of the solution with recalls. Back in the year 2000 there was a federal mandate passed that said we cannot sell a part that we know is under a recall. The problem is, right now we don't know. NHTSA - National Highway Traffic Safety Administration - wants a 100 percent remedy rate. If you think about that, how on earth are they going to do this without auto recyclers? We also need the OEM information on the last 8 digits of the vin number. Just imagine how nice it would be to have this when you are inventorying a vehicle with 85 different ecm's, or 15 different mirrors that sometimes you can't identify by looking at. ARA has an amendment on the Transportation Bill in the house and is also working on the senate side. We have a couple of champions in D.C. On the House side is Adam Kinzinger. He and his staff have worked with ARA staff and are continuing to educate others in D.C. on what we do as an Industry. Kinzinger made a visit to Rhodes Auto in Illinois. Here is a link to an article where he discusses his visit. http://www.mywebtimes.com/news/local/congressman-tours-rhodes-auto-in-streator/article_830184c3-daf0-5696-85e5-dfdf65406589.html

He learned a lot about our industry and now sees how this information can help with recalls as well as making sure we

get to sell a more accurate part with the OEM parts data. On the Senate side we have John Thune from South Dakota. Senator Thune made a Visit to Nordstrom's and got to see what auto recyclers do from start to end of life dismantling etc. It is great to have these champions helping to spread the word about auto recycling and how we are important part of the repair chain. See some great photos and recaps of his tour here: <https://www.facebook.com/media/set/?set=a.1025285404178788.1073741836.174562289251108&type=3>

ARA is working on an updated website that will make it a tool not only for auto recyclers but others that we are trying to educate on how we process end of life vehicles, how we sell parts, and what we are trying to get away from. That old stigma of the junkyard attitude that all parts we sell are junk.

All these things lead me into ARA's Gold Seal Program. This program has been on the back burner for a bit, but in the next few weeks we will be working on getting a committee of auto recyclers together to help ensure that not only do we get more auto recyclers on board, but we also get the news out that what we want is to sell a better part. We want to sell parts that have a good warranty, that are clean and better looking, that are bolt on and ready to go. We want to send out quality, not a surprise! This GOLD SEAL will help promote your business in a positive light and you will show your customers that you are stepping up your game to make sure that an exceptional quality standard is being met.

This photo here came from a friend of mine who received a transmission from a fellow auto recycler. I won't mention names. One look will show you why **WE HAVE TO STOP DOING THIS TODAY**. The caption my friend sent along with it is hanging on our own wall in front of our shipping computer, and should be front and center in all of our minds - **"QUALITY IS NEVER AN ACCIDENT, IT IS ALWAYS THE RESULT OF INTELLIGENT EFFORT."** This is what ARA knows can help you with your business. This is why we are making sure that if we make the promise, we keep the promise.

Another good thing our Gold Seal Program has is the Customer Survey which is done by a 3rd party. You can simply send in a list of your customers, who will be invited to answer questions and give comments about your company.

As always, if you are interested in joining this committee, or any other ARA committee, go to A-R-A.org or call me, Mike Swift, at 515-208-8805.

ARA is working on the 2016 Convention to be held in Baltimore MD Oct 26 - Oct 28, 2016. If you have ideas on what you would like to see at this convention, please contact ARA.

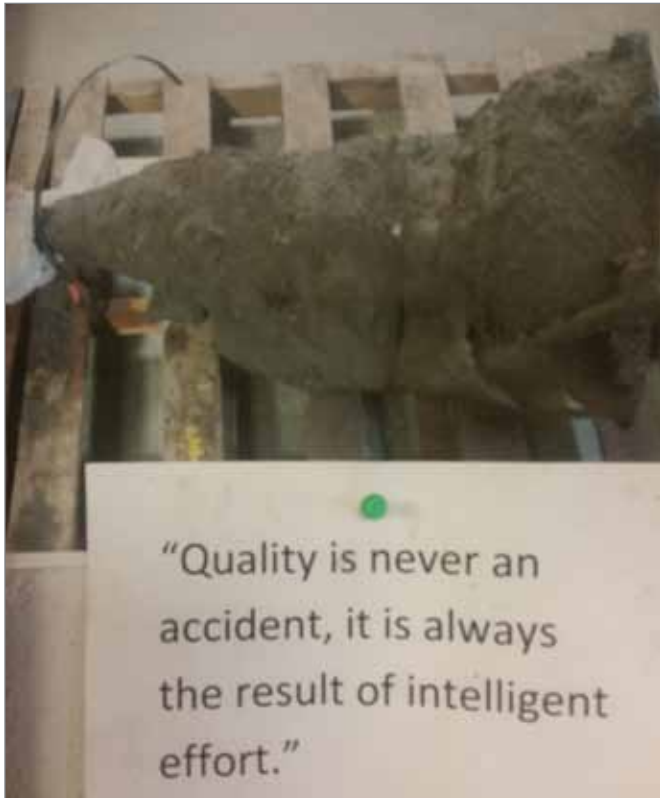
ARA is also working on a Social Media Group program. We need to get the word out about auto recycling to the rest of the world. Twitter, Facebook, Instagram, Linked in, You Tube, etc. Now's your chance to help out if you want to be a part of this group. Give me a call. I have met several in the industry over the last year and a lot of people are fired up over this group. We need owners, managers, yard dismantlers, delivery people, truck drivers, shipping crew...whomever is working at

or for your business. We need all members on deck to do this and make it successful. We will also have training for a lot of us that are still trying to figure this whole thing out.

With all of the things that have happened to auto recyclers in the last few years along with the price of scrap being at an all-time low, and having slow sales, now more than ever, you need to be part of a strong association. Whether it's national or your own state auto recyclers association, this is the best money you can spend to improve your business. Hopefully we can get back to the fun part of the Good Old Days. Happy Recycling!

"If we don't tell the world what we do, who will?"

Thanks,
Mike Swift, Current ARA President
Swifts Trails End Auto Recycling, Des Moines Iowa
515-208-8805



*Bad Transmissions:
What we don't want to send to our customers.*



Good Transmission: Meets Gold Seal Qualifications

CARS of WI Scholarships Due August 1, 2016

Cheryl A. Rastia Memorial Scholarship

This scholarship is offered to employees and their families to assist in continuing education. Cheryl Rastia worked over 30 years in the industry and served as the Executive Secretary for CARS from 1990 until 2002 when she lost her courageous battle with cancer.

Requirements: Applicant may be an employee, owner, or have a parent, grandparent or legal guardian who is an employee or owner and has been employed for at least one year at a business that is a “good standing” member of CARS.

Applicant must have a cumulative high school/college/technical school grade point average of 2.5 or higher.

Robert R. Morrison Scholarship

The family of Robert R. Morrison and Concerned Auto Recyclers are offering a \$1,000 scholarship to a graduating senior. Students may choose to attend a college, university, technical or trade school. The scholarship will be awarded after the student presents evidence of successful completion of one semester and has enrolled in as second semester.

Requirements: Must have a relative or parent who is either an owner or employee of an auto salvage yard that is a member of CARS.

Must have a GPA of at least 2.5 or above to be considered for this scholarship.

Bob Hoffmann Memorial Scholarship

The Bob Hoffmann Memorial Scholarship is administered and funded by the statewide association of Wisconsin’s automobile salvage industry known as Concerned Auto Recyclers of Wisconsin (C.A.R.S. of Wisconsin).

Requirements: Applicant may be an employee, owner, or have a parent, grandparent or legal guardian who is an employee or owner. The employee/owner has to have been employed for at least one year at a business that is a “good standing” member of CARS.

Applicant must have a cumulative high school/college/technical school grade point average of 2.5 or higher.

The scholarship forms will be in the April/May 2016 issue of CARS News and on the CARS website.

ATTENDEE REGISTRATION FORM

Cost is \$150 for Full Registration or \$100 for One Day (either Friday or Saturday) or \$75 meals only (Friday & Saturday lunch & dinner)
Walk-In Registration is allowed – walk-in registration price \$200 Full or \$150 1 Day (cannot guarantee meals for walk-ins)

Company Name: _____

Contact Name & Title: _____

Address: _____

City, State, Zip: _____

E-mail: _____ Phone: _____

Attendee #1 (First/ Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY (\$100) Fri/Sat Meals Only (\$75)

Attendee #2 (First/ Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY (\$100) Fri/Sat Meals Only (\$75)

Attendee #3 (First/ Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY (\$100) Fri/Sat Meals Only (\$75)

Attendee #4 (First/ Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY (\$100) Fri/Sat Meals Only (\$75)

Attendee #5 (First/ Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY (\$100) Fri/Sat Meals Only (\$75)

Total Sponsorship(s) \$ _____

____ Hotel Room Key Sponsor \$1500

____ Hotel Room Welcome Host \$1500

____ Thursday Hosp Suite Sponsor \$1000

____ Saturday Beer Sponsor \$1000

____ Saturday Convention Break Host \$500

____ Educational Programs \$500 (*multiple sponsorships*)

Subtotal amt: _____

Program Booklet Ad Space \$ _____

____ Business Card \$25

____ 1/2 page \$50

____ Full page \$75

____ Front inside cover \$125

____ Back inside cover \$125

____ Double Page \$200

Subtotal amt: _____

GRAND TOTAL \$ _____

Enclosed is a check payable to: **ARM** or please charge my: Visa _____ Mastercard _____

Card # _____ Expiration Date: _____ Cardholder's Name: (please print) _____

Provide ENTIRE billing address for card including Zip Code or we cannot process payment: _____

Please provide the TOTAL NUMBER OF PERSONS requiring each meal. PLEASE NOTE THAT ONLY THE NUMBER OF MEALS INDICATED HERE AND IN ACCORDANCE WITH YOUR REGISTRATION SELECTION WILL BE PROVIDED. Both hotels provide complimentary hot breakfast so no breakfast will be available at Pam's.

____ Thursday IRT Bus & Dinner

____ Friday Lunch

____ Friday Dinner

____ Saturday Lunch

____ Saturday Dinner

Mail/Fax/Email completed application and payment to:

ARM-Automotive Recyclers of Minnesota

ATTN: Upper Midwest Convention & Tradeshow

3333 Skycroft Circle, Minneapolis, MN 55418

Questions? Contact ARM @ 612-781-5555 or arm123@centurylink.net

Cancellation Policy: In the event of cancellation prior to March 31, 2016 attendees will receive a refund of payment minus a \$30 processing fee. Cancellations after March 31, 2016 will result in full forfeiture of payment.

2016 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow



Hosted by Pam's Auto & Automotive Recyclers of Minnesota (ARM) with CARS of WI
www.recyclersconvention.com | www.autorecyclersmn.net | www.pamsauto.com | www.carsowwi.com

slide to unlock

ALL CLASSES, MEALS, THE AUCTION & THE TRADE SHOW WILL BE HELD AT PAM'S AUTO IN ST CLOUD, MN

The 2016 Upper Midwest convention will take place at Pam's Auto (www.pamsauto.com) in St. Cloud MN and we are very excited to have everyone at our facility. For those not so familiar with PAM's Auto, it all started with Pat (Huesers) and Mike (Meyer). The two started rebuilding cars way back when, 25 years ago, and have built the business into a premier recycler. Once Pat and Mike realized that selling parts seemed a little easier than rebuilding, all bets were off. By employing technology, new ideas, great employees, and a lot of hard work, PAM's has grown into a 93 acre modern day recycler. Dedicated to customer service, providing full disclosure and the perfect mix of late model import and domestic parts keeps folks coming back. PAM's has a full line of aftermarket and OEM overstock parts housed in an indoor warehouse to provide our customers the cleanest parts possible. A four step quality inspection process, a huge inventory bay, and a full staff of dismantlers keeping our customers stocked up with insurance quality parts, helps them turn vehicles quickly and efficiently.

HOTEL INFO

We have arranged for discounted room pricing for our members at the following hotels. To receive discounted pricing, identify yourself as a member of the Automotive Recyclers of MN group when making your reservation. The hotels are adjacent to each other and share a parking lot.

The cut-off date to receive a discount is March 14, 2016.

Homewood Suites by Hilton St. Cloud

115 37th Avenue North
St. Cloud, MN 56303
Tel: 1-320-252-4458
E-mail: STCMN_DS@hilton.com

King Bedroom Suite, King Studio Suite, 2 Queen Studio Suite - \$129 per night + tax

<http://homewoodsuites3.hilton.com/en/hotels/minnesota/homewood-suites-by-hilton-st-cloud-STCMNHW/index.html>

Hampton Inn & Suites St. Cloud

145 37th Ave. North, St Cloud, MN 56303
Tel: 1-320-252-4448
E-mail: STCLD_Hampton_Suites@hilton.com

Standard Double Queen - \$119 per night + tax & King Studio Suite \$129 per night + tax

http://hamptoninn3.hilton.com/en/hotels/minnesota/hampton-inn-and-suites-st-cloud-mn-STCLDHX/index.html?WT.mc_id=EPEMHXResconfEN

DIRECTIONS

Directions to Pam's Auto (7505 Ridgewood Road, St. Cloud, MN 56303 from Homewood Suites, 115 37th Ave N & Hampton Inn & Suites, St. Cloud, MN 56303

Start out going north on 37th Ave N toward 2nd St N. Turn left onto 3rd St N. Take the 2nd right onto State Hwy 15/MN 15 (just past 38th Ave N). Continue to follow MN 15 (approx. 0.5 miles). Turn left onto 8th St N/County Hwy 4. Continue to follow 8th St N (approx. 1 mile). Stay straight to go onto County Hwy 4/County Hwy 134. Turn left onto Ridgewood Road/County Hwy 134 (approx. 1.2 miles). Take the 1st left to stay on Ridgewood Road/County Hwy 134. Turn right to stay on Ridgewood Road/County Hwy 134. Pam's/7505 Ridgewood Road is on the left.

SPONSORSHIP OPPORTUNITIES

Increase your visibility through a variety of sponsorship opportunities. All sponsorships are available on a first-come, first-served basis so **ACT FAST! All sponsors will receive a link on the 2016 convention website, recognition in the program booklet, area signage and preferential name badges.**

- **Hotel Room Welcome Host \$1500**
This sponsorship allows you to be the first business your guests will see upon their hotel check-in. Provide us with your business card or gift tag of your design and we will have bags of chocolates personalized with your company information handed out to each attendee at check-in. You may also choose to provide us with a welcome bag filled with promo items you provide that may also be handed out at check-in.
- **Hotel Room Key Sponsor \$1500**
Provide us with your artwork and your company information will appear on all attendees hotel room card keys.
- **Thursday Hospitality Suite Host - \$1000**
- **Saturday Trade Show Beer Host - \$1000**
- **Educational Host (Multiple Sponsorships Available) \$500 Each**
- **Saturday Break Refreshment Host - \$500 Each**

Contact ARM at 612-781-5555 or arm123@centurylink.net to reserve your sponsorship or for further details.

WANT ADDITIONAL NAME RECOGNITION?

Place an ad in the program booklet. Quick reference booklets will include schedule of events, information on speakers, trade show details and more! Ad copy/artwork should be high resolution (300dpi) PDF files or camera ready artwork. Submit your ad via e-mail to arm123@centurylink.net no later than **March 31, 2016.**

Business Card Size - 3.5" w x 2" h	\$35
Half Page - 3.5" w x 4.25" h	\$50
Full Page - 3.5" w x 8.5" h	\$75
Front Inside Cover - 3.5" w x 8.5" h	\$125
Back Inside Cover - 3.5" w x 8.5" h	\$125
Back Outside Cover - 3.5" w x 8.5" h	\$150
Center Fold	\$200

RECYCLED ART COMPETITION:

Entries may be made from car parts or any recyclable materials.

All entries will be sold in the Friday night auction and artist will receive 50% of the proceeds from their auctioned item. You do not need to preregister to enter. Contact Sandy Dumke at sandydumke46@yahoo.com for additional information.

Visit www.recyclersconvention.com for vendor and attendee information.

On Your Own Yard Tours

A-Abco Fridley Auto Parts

Thursday, April 14 • 8 am - 4 pm
7300 Old Central Avenue
Fridley, MN 55432

Contact Chris Clos at 763-231-6330 or clc_fap@hotmail.com to arrange
www.abcofridleyautoparts.com

Jerry's Auto Salvage

Thursday, April 14 • 8 am - 4 pm
20798 Hwy 10 SE
Big Lake, MN 55309

Contact Mike Buckley at 763-262-2670 or mike@jerrysautosalvage.com to arrange
www.jerrysautosalvage.com

THURSDAY NIGHT TOUR & DINNER @ INTEGRATED RECYCLING TECHNOLOGIES

Buses will be leaving the hotels at 6 P.M. (Busing, tour & dinner compliments of IRT)

Check the convention website (www.recyclersconvention.com) for additional information on on-your-own yard tours.

HELP WITH THE LIVE AUCTION:

Please consider donating an item for the live auction. To coordinate the donation of your auction item please contact Sandy Dumke at sandydumke46@yahoo.com
YOUR DONATION IS APPRECIATED!

ON DISPLAY

Compliments of Michael Wilman with HUB International (formerly BW Insurance) and the Minnesota Independent Insurance Agents and Brokers Association - this awesome chopper conceived by Paul Teutel, Sr - star of "American Chopper" (benefiting the Make A Wish Foundation) will be on display at the Convention.



LARGE EQUIPMENT DEMO: Nuss Truck will be demonstrating their L90 Loader

The 2016 Upper Midwest Auto Recyclers Convention & Trade Show SCHEDULE

Thursday, April 14, 2016

- 6:00 PM Integrated Recycling Technologies (IRT) Tour & Dinner
- 9:00 PM Hospitality Suite - Homewood Suites

Friday, April 15, 2016

Breakfast available at hotels

- 8:15 AM - 5:00 PM Registration
- 9:00 AM - 10:00 AM 7 Drivers of Faster Growth & Profits/ Jon O'Malley
- 10:15 AM - 11:15 AM Recruiting Better People: Prospering Thru the Baby Boom Employment Crunch/ Jon O'Malley
- 11:30 AM - 12:30 PM Privacy & Data Security Exposures/ Bill Velin/ Wells Fargo
- 11:30 AM - 12:30 PM Car-Part.com "Previews & Reviews"/Drew Van Devender/Car-Part.com
- 12:45 PM - 1:45 PM Lunch/Welcome & Legislative Update
- 2:00 PM - 3:00 PM Why the Aluminum F-150 Will Change the Automotive Industry - Part 1/ Shawn Collins
- 2:00 PM - 3:00 PM Increase Your Profits By Selling Online/Joe Ferrazzo/Hollander
- 3:15 PM - 4:15 PM Why the Aluminum F-150 Will Change the Automotive Industry - Part 2/ Shawn Collins
- 3:15 PM - 4:15 PM Pinnacle Professional & CCC Information Services Information Session/Amanda Smith
- 4:30 PM - 7:30 PM TRADE SHOW
- 7:30 PM Dinner & Live Auction
- 10:00 PM Hospitality Suite - Homewood Suites

Saturday, April 16, 2016

Breakfast available at hotels

- 8:30 AM - 12:30 PM Registration
- 9:30 AM - 12:30 PM TRADE SHOW
- 12:45 PM - 1:45 PM Lunch
- 2:00 PM - 3:00 PM Airbag Train the Trainer/Dave Kendziorski
- 2:00 PM - 3:00 PM Risk Perception - Safety from Within Part 1/Blue Santee/Hub International
- 3:15 PM - 4:00 PM Forklift Train the Trainer/Paul Secker/SAS Forks
- 3:15 PM - 4:00 PM Risk Perception - Safety from Within Part 2/ Blue Santee/Hub International
- 4:15 PM - 5:00 PM Recalls & Recycling: Worlds Apart or a World of Parts Liability - Jay Svendsen, Auto Data Direct/ Don Elliott - CarProof
- 4:15 PM - 5:00 PM Spill Control Training (Don't Be a Leaker!)/Dave Kendziorski
- 5:15 PM Dinner
- 7:00 PM Hospitality Suite - Homewood Suites

SAVE THE DATE



2016 Upper Midwest Auto Recyclers Convention & Trade Show

PAM's Auto - St Cloud, MN • April 15 - April 16, 2016

Hosted by Pam's Auto, Automotive Recyclers of MN (ARM) and CARS of WI
Visit www.recyclersconvention.com

Questions? Call 612-781-5555 or email arm123@centurylink.net

Speakers & Classes Being Offered at The 2016 Upper Midwest Auto Recyclers Convention & Trade Show

**April 15 & 16, 2016 - PAM's Auto,
St. Cloud, MN
www.recyclersconvention.com**

Class Descriptions

Drivers of Faster Growth & Profits - Jon O'Malley - Friday - This session focuses on how to grow a business faster and smarter than most companies. How to grow from chaos to maturity and from a JOB to a real business. This session has been well received by hundreds of small business owners and their key employees. Key issues to be covered include: The 7 profit drivers for every business and how to use them to grow by 75-100% this year; The 6 steps to a better business; How to triple your profits; How to generate more sales with less advertising costs; How to get rid of marketing efforts that don't work; How to improve gross profit margins; How to build a business rather than just a JOB; How to make more money while freeing up your time to live more life; How to build a winning team

Recruiting Better People: Prospering Thru the Baby Boom Employment Crunch - Jon O'Malley - Friday - Statistics on why this should concern you if you have ANY employees; Where to find the best employees; How to recruit better people than many small businesses do; The small things that matter big; What they're looking at (and noticing) that you're likely not; Why the Best People are Hardest to Find (and what to do about it)

Privacy & Data Security Exposures - Bill Velin, Wells Fargo Insurance - Friday - Almost every company will eventually have critical data lost or stolen, whether it is the result of a hacker, a lost memory stick or smartphone, or a stolen laptop. How well you are prepared to deal with such an eventuality could mean the difference between a bump on the business highway or a bankruptcy-threatening calamity. Join us for a closer look at what you can do to prepare your company and employees for such an event – it will be time well spent!

CarPart.com Previews & Reviews - Drew Van Devender, Car-Part.com - Friday - In “Previews & Reviews” Drew will discuss the full spectrum of Car-Part.com Services with an emphasis on their “New” enhancements. (Yes, There’s an App for that!)

Legislative Update - Alice Tibbetts (ARM) & ARA Rep. - Friday - Join us to learn what the hot issues are - both locally and nationally - and how they impact our industry.

Why The Aluminum F-150 Will Change the Automotive Industry - Part 1 & 2 - Shawn Collins, 3M - Friday - We will examine the construction of the F-150 and how it is different from the previous model. We will see why aluminum constructed vehicles will change how collision repair shops will do business. We will see why shops are likely to replace versus repair parts on the F-150. We will look into the future of aluminum vehicles in the automotive industry

Increase Your Profits By Selling Online - Joe Ferrazzo/Hollander - Friday - Discussion on how when done right, selling online can increase sales and profitability for yards. This session will focus on multiple ways you can increase profits with an e-commerce strategy. This is especially true if you already take pictures during your inventory process. Reach beyond your local market; Compete on a level playing field, regardless of your actual “size”; Sell internationally, but ship domestically; Leverage economies of scale - once your inventory is optimized for e-commerce, sell on multiple sites.

Pinnacle Professional & CCC Information Services Information Session - Amanda Smith, Sr. Regional Business Manager - Friday

“Train the Trainer” Do-It-Yourself Airbag Transportation Training - Dave Kendzioski, Stormtech, Inc. - Saturday - Airbag transportation training is easy! There are no “authorized” trainers; you can train yourself and others at your company. Airbag transportation training is required by U.S. DOT if you ship or deliver airbags or components that contain compressed gas or pyrotechnics. The training must be renewed every 3 years. Employees who package the airbags and fill out the shipping papers, drivers who deliver the airbags, and their supervisor or employer, must be trained. The training covers how to fill out the shipping papers and how to package the components for shipping. This course includes a PowerPoint presentation, sample shipping papers and DOT approved boxes, a quiz, and a training certificate. This material is included in the ARM Safety Compliance Manual. Upon completion of this course, you will have all the knowledge and tools you need to help your employees meet DOT’s training requirements.

Risk Perception - Safety from Within - Part 1 and 2 - Blu Santee, HUB International - Saturday - It’s a statistical fact that roughly 98 percent of all incidents, involving people, are triggered by some level of risk taking behavior. The amount of risk an individual takes is directed by their perception of the risk. All too often, peoples’ perception of a given risk is lower than it should be, creating a dangerous situation where they may be taking more risk than is necessary. Recognizing and understanding the factors that influence our perception of risk is a key component to implementing internal and external systems and controls that help to ensure people are only taking the amount of risk necessary to get the job done. This presentation helps people recognize and understand those driving forces that guide our behavior.

Blu takes you on an engaging two hour journey to incite an understanding of the depths of human behavior. His passion, true life stories, and expertise provide the audience with an entertaining, nonconventional look into how to reduce risk and how Risk Perception transcends across all industries, regions, cultures and people.

“Train the Trainer” Do-It-Yourself Forklift Training - Paul Secker, SAS Forks - Saturday - Again- there are no “authorized” trainers; you can train yourself and others at your company. This training will cover safety aspects of both

forklift and wheel loader operations specifically how they apply in an auto recyclers setting. The course will discuss best practices to operate forklifts and wheel loaders safely. This course emphasizes hazard identification, avoidance, and control. Lifting dynamics, best practices, pre-operation inspections and other critical safety information will be covered. Attendees can use this as a portion of the OSHA required training or as train the trainer class, to take the materials back and share with others at your business.

Spill Control Training (Don't Be a Leaker!) - Dave Kendzioski, StormTech, Inc. - Saturday - Fact 1: Spills and leaks are a serious problem at many auto recycling facilities; Fact 2: Spills and leaks are obvious to your customers, government regulators, and even your employees; Fact 3: Spills and leaks are not unavoidable; Fact 4: A good spill prevention and response program will be effective at your facility. The auto recycling industry continues to struggle with controlling spills and leaks. Although most environmental Best Management Practices are intended to control spills, too many facilities fail to properly implement these BMPs or follow up on long term problems. This program will offer a comprehensive discussion of: Environmental and safety hazards of spills: Doom and Boom; Common sources of spills and leaks; Elements of a good Spill Control Program and other topics. Good spill control is relatively easy and affordable, but it requires good organization and training, and the adoption of some simple rules for preventing and cleaning up spills. This informative session will show you, step-by-step, how to do it for your facility.

Recalls & Recycling: Worlds Apart or a World of Parts Liability - Jay Svendsen, Auto Data Direct/Don Elliott - CarProof - Saturday - Learn the recycler's responsibilities when they acquire a salvage vehicle with an open recall. How can you determine if there is an open recall on acquired inventory? Are all recalls the same? Which parts on the car might have liability if they are resold? Does NMVTIS reporting of a salvage vehicle close out a recall notice? What vehicles require NMVTIS reporting and who is checking for compliance? Why don't the OEMs provide an easy way to track recalls, part numbers and repairs through the recycling process? Are Canadian cars subject to the same regulations as US cars? What can a recycler do to figure out potential issues with vehicles before they purchase a car?

Speaker Bios

Shawn Collins is currently a Senior Technical Service Engineer with 3M's Automotive Aftermarket Division. He worked 26 years as an ASE Master, I-CAR Platinum collision technician. He has been an I-Car instructor for 21 years and received awards as Instructor of the Year in 2009 and the Tech Center Award in 2011 for his work as a pilot class instructor and on new class development. He is also an administrator for the I-CAR Steel and Aluminum Welding Qualification Test. He has written articles for trade publications such as Edmunds, Auto Body Repair News, and Auto Body Journal. He is a frequent speaker at industry events such as NACE, SEMA, AASP, and ARA conventions.

Don Elliot has been watching the evolution of the car business for over 30 years. He began his career in car dealerships where the numbers behind the deal were shrouded in mystery. While working for three OEMs, the evolution of more transparent car deals were foretold by certified pre-owned programs. Then, while handling marketing for a major car auction chain, the use of computers provided specific information about the vehicle's value, enabling on-line bidding and confident buying at the wholesale level. Most recently, he is working with vehicle history providers in both the U. S. and Canada to support transparency, a complete record of factors that effect a vehicles condition, value and safe operation.

Joe Ferrazzo has worked in the software industry for over twenty-five years; fifteen of those years in Product Management. He worked at Pitney Bowes for 18 years and has been with Hollander for three years, currently as Director of Product Management focusing on eCommerce and EDEN. Joe has a BA degree in Computer Science and an MBA from the University of St. Thomas.

David Kendzioski is the Program Manager for the MN & WI Certified Automotive Recycler Programs. The M-CAR and WICAR programs help professional recyclers comply with environmental, safety, and business regulations and certify recycling companies that meet the program standards. Dave is President of Stormtech, Inc., which specializes in developing and managing state certification and compliance

programs for the auto recycling industry. Dave oversees state programs for auto recyclers in MN, WI, MI, & CA. Dave is the author of the Automotive Recyclers Association's Storm Water Guidance Manual, and he previously managed ARA's Certified Automotive Recycler program. Dave has a Bachelor's degree in Biology and a Master of Science degree in Water Resources Management from the University of Wisconsin.

Jon O'Malley is a profit building veteran. He has worked with hundreds of companies helping them maximize their profits by identifying their areas of potential and applying strategies to pull additional profits into/out of the company. He has been recognized internationally for his accomplishments in helping small businesses grow and build profit. He is quickly becoming well recognized for his powerful "7 Drivers of Profits" process. Jon has built four companies and has sold two. He has 8 kids, six of which were adopted from Ethiopia, and a "Super-wife" who stays home and works hard preventing chaos.

Blu Santee, CMSP, RSO is a Senior Risk Consultant with HUB International. Santee has over 17 years of professional experience in Worker's Compensation and Environmental, Health and Safety. Following his service in the US Army as a Company Safety Officer, Blu worked for Granite Construction Company in a Safety Supervisor role. After his time spent in the construction and mining industries with Granite, Blu was an Environmental, Health and Safety Manager for Plum Creek Timber Co. where he was responsible for all facets of workplace safety. Blu then spent 4+ years working for the Montana State Fund as a Safety Management Consultant. Blu earned his Bachelor's degree in Occupational Safety and Health from Montana Tech of the University of Montana and is a certified Mine Safety Professional (CMSP) and Radiation Safety Officer (RSO). He has served on several board, national committees and international safety advisory boards including: Composite Panel Association Safety Committee Chairman and Engineered Wood Products Association Safety Advisory Board.

Paul Secker is President of SAS FORKS. Paul has been in the industry over 30 years, attended several 'train the trainer' courses, involved with forklift and wheel loader lift capacities daily and has presented on this material multiple occasions in person and in webinars.

Amanda Smith, is Sr. Regional Business Manager with Pinnacle Professional & CCC. Smith works to increase supplier parts sales through education, parts exposure and Yard Management Implementation. Her experience with CCC and Mitchell has paved the full spectrum of understanding in the automotive space. Starting out as an estimator's assistant she has proven herself an asset for many different related automotive industries including estimating for Caliber, Consulting with hundreds of collision shops when at Mitchell and service writing for Mercedes Benz.

Jay Svendsen is the National sales manager for Auto Data Direct Inc. ADD (as it is commonly called) is one of the three approved data consolidators for reporting to the national NMVTIS database. Jay has been at most of the industry shows for the last 6 years and tries to help explain the NMVTIS reporting requirements and what must be reported. ADD was the only data consolidator that was fully operational from the start date, has become the sole consolidator for the state of GA, and has worked actively with the industry, software providers, and associations trying to make meeting the reporting requirement as easy as possible for the parties affected, plus providing a solution which is very helpful in the event of an audit. Jay continues travel throughout the country to explain the present status of NMVTIS reporting, how recyclers can use NMVTIS information for making decisions, and how reporting to NMVTIS will benefit recyclers in the future.

Alice Tibbetts is the Legislative Monitor for the Automotive Recyclers of Minnesota.

Drew Van Devender is a Senior Sales Representative with Car-Part.com. After graduating from the University of N. Alabama in 1992, he began his Career in the Automotive Recycling Industry. Like You, Drew is passionate about our Advancing Industry and has been creatively representing Car-Part.com and its Recycler Services since 2000.

Association News

Bill Velin, CIC is Senior Vice President with Wells Fargo Insurance. After graduating from Northern Michigan University, Bill began his insurance career in 1970 in the management training program for a large international insurance company. After almost 10 years he left to join an independent agency in Minneapolis. In 1988, he started his own agency which he sold in 1994 when he joined Wells Fargo Insurance Services as a Senior Vice President. He attained the CIC designation (Certified Insurance Counselor) in 1992, and with over 40 years in the insurance industry, Bill has the insurance background and expertise to assist you with all of your insurance needs.

Associate Members

Member Company	City	Telephone # E-mail	Member Company	City	Telephone # E-mail
AAA Auto Salvage	Rosemount, MN	800-238-6664	Lincoln Savings Bank	Waterloo IA	319-268-4242 KevinB@MyLSB.COM
A & B Converters	Burlington WI	262-206-5623 a_bconverters@yahoo.com	Manheim Milwaukee	Caledonia, WI	262-824-2704 ryan.barker@manheim.com
AFTEC Anti-Freeze Tech	Seymour, WI	800-711-1120	MCI Cores	St. Louis, MO	314-725-2673 mark@mcicores.net
Alter Metals Recycling	Madison, WI	608-241-1571 kent.christen@altertrading.com	Merchant Card International	River Falls, WI	651-271-6252 merchantservicescarl@hotmail.com
Ansay and Associates	Madison, WI	800-643-6133 jordan.gross@ansay.com	Mike French & Company	Lynden, WA	800-238-3934 mike@mikefrench.com
Behr Iron & Steel	Rockford, IL	800-332-2680	Nordstrom's Automotive	Garretson, SD	800-272-0033
Car-Parts.Com	Ft Wright, KY	859-344-1925 Sales@Car-Part.com	Northern Metal Recycling	Eau Claire, WI	715-834-6677
Car-Partz	Weston, WI	866-355-5810	Northern Metal Recycling	Rice Lake, WI	715-736-8697
Chicago Industrial Catalytic	Lincolnshire, IL	312-914-6666	Pam's Auto Inc	St Cloud, MN	800-560-7336 mark@pamsauto.com
Cousineau Auto	Appleton, WI	800-642-2550 Bill@goodparts.biz	QRP Salvage Solutions	Tomahawk, WI	888-241-0294 ross.qrp@gmail.com
Exide Technoliges	Minneapolis, MN	612-781-4407	RPEP Express	Waupaca, WI	715-258-7676
Fox Valley Iron Metal	Oshkosh, WI	920-231-8187	RJ McClellan, Inc.	St. Paul, MN	877-525-4589
Global Parts Solutions	Florence, WI	906-360-5940 Rod@globalpartssolutions.com	Sadoff Iron & Metal	Fond Du Lac, WI	920-921-2070 Sales@sharppautoparts.com
Hollander LLC	Plymouth. MN	763-519-3203	Sharp Auto Parts	Stillwater, MN	651-439-2604 sales@sharppautoparts.com
HUB international	St. Paul, MN	651-288-2291 mikewilman@hubinternational.com	United Milwaukee Scrap	Mikwaukee, WI	414-444-8059 bpurcell@umswi.com
John's Auto Parts	Blaine, MN	763-784-1711	Wells Fargo Insurance	St. Louis Park, MN	952-242-3102
Judd Cores	Jefferson, WI	920-674-2518			
Legend Smelting & Recycling/Spring Valley, CA		815-641-7661			

Please patronize all our Associate Members who generously support CARS of WI throughout the year.

Loss of Business Income

By Wells Fargo Insurance, Bill Vellin

When it works properly, Business Interruption Insurance (now referred to as Loss of Business Income) can make the difference as to whether or not your business survives after a major loss. This is the only insurance you can buy that protects your income statement. All of the other coverages you buy covers some type of property or liability (ie buildings, contents, equipment, general liability, etc). But if your business is destroyed by a covered peril and is “out of business” for some period of time, loss of business income insurance will put back in your pocket your monthly net income plus any other continuing expenses you will be required to pay whether you are in business or not (such as mortgages, loans, taxes, rent, utilities, and payroll should you choose to include it). Unfortunately, the complexity of this coverage often causes costly misunderstandings that can ultimately cost you your business.

Loss of Business Income insurance appears to be straightforward, but in fact, it is fraught with pitfalls – particularly when determining exactly how much of this coverage you should purchase. Coming up with the right type and amount requires that you understand what it is, that you have accurate accounting records, and properly estimate the length of time your business could be shut down by a major claim.

The best place to start is to understand exactly what Loss of Business Income Insurance is. As stated earlier, it insures loss of income in an amount sufficient to cover profits and ongoing expenses during the time you are unable to operate your business after a severe claim. Please note that you do

not have to be operating profitably to benefit from this coverage. You may purchase this coverage just to cover on-going expenses and salaries of key personnel, so don't consider this coverage only as insurance against loss of profits.

Of course, not any shutdown of your operations will trigger coverage. There must first be damage from an insured cause during the term of your policy that ultimately causes an interruption of normal operations and a loss of earnings. This coverage will pay for the loss of those earnings during the time required to restore your business to the “pre-loss” operation or until the limit of Loss of Business income coverage is exhausted. The policy will pay for the loss incurred during the time it takes to re-build, repair, or replace damaged property with “reasonable speed” – not the time it takes an ill-prepared owner to “actually” rebuild or repair the premises.

Most carriers today write Business Income insurance on a Valued Basis. That is, a fixed amount of insurance that covers loss of use of the property insured. Commonly, you select a specified amount of coverage for each month you are shut down. There is usually no coinsurance requirement – no stipulation that you must insure some fixed percentage of lost earnings or production. However, you could wind up underinsured if you buy too little coverage per month – or for an insufficient number of months to rebuild.

The place to start when calculating the appropriate amount of Business Income coverage is a Business income work-

***“Courage does not always roar.
Sometimes courage is the quiet voice at the end of the day saying,
‘I will try again tomorrow.’”
Mary Anne Radmacher***

sheet. However, before you complete a worksheet, it is important to review your accounting records. The records in your financial statements will provide you the basic information you need to complete a business income worksheet. One more precaution before we go on to the worksheet itself – your financial statements are based on your FISCAL year. Worksheet computations must be based on the 12 months immediately preceding the policy year.

The Business Income worksheet is the key to avoiding an under insurance situation. The worksheet requires that you come up with income and expenses for the 12 month period prior to the policy inception, and projected income and expenses for the 12 months beginning with the inception of the policy. The projected figures are the ones you will use to determine the amount of coverage you need for the coming policy year.

Once you have reviewed and become familiar with your accounting records, it will be fairly simple to complete the Business Income worksheet that will result in the proper amount of coverage needed to sustain your livelihood until your business is operating again. The Business income worksheet is available from your insurer, and you should seriously consider this coverage when purchasing your insurance. It could be the difference between your business failing or surviving after a catastrophic loss.

*Wells Fargo Insurance Services USA, Inc.,
Bill Velin
800-328-6311 ext. 3039 • bill.velin@wellsfargo.com*

Senator Rick Gudex Announces He is Not Seeking Re-election

On Monday, Nov. 30th, Senator Rick Gudex (R-Fond du Lac) announced that he will not be seeking reelection to the 18th Senate District.

With Senator Gudex's announcement, the race for the 18th Senate seat is now open and some individuals are predicting that it will be the most watched race of next year. Senate Majority Leader Scott Fitzgerald has suggested that there may be several Republican candidates interested in running for the seat, however; only one Republican candidate has publicly announced his intention to run. Dan Feyen, Fond du Lac County GOP Chair, announced his plans to enter the race soon after Senator Gudex released his news.

Republican Assembly members Jeremy Thiesfeldt (R-Fond du Lac) and Michael Schraa (R-Oshkosh) have both indicated that they do not think they will join the race for the senate seat. As Rep. Thiesfeldt explained, "the Senate is added responsibility because of the size of the district, and I just don't think I'm in position to take on that responsibility right now." Rep. Schraa seemed to leave the door open a little saying, "I'm not ruling it out 100 percent, but I am pretty comfortable and I really enjoy my position on Joint Finance."

On the Democratic side, Winnebago County Executive Mark Harris and Oshkosh School Board member John Lemberger have both announced that they will run for the seat. The 18th Senate District is a top priority for Democrats as winning the seat would lessen the Republican majority in the Senate (19-14).

In 2012, Senator Gudex won the 18th Senate District by a very slim margin. This time around, Senate Democrats feel that they have a good chance of winning this seat. If the Democrats did win the 18th Senate District, they would need to pick up two more seats to win back the majority. Experts have stated that there are 5 Republican held seats, including the Gudex seat, that are potentially vulnerable, while the Democrats only hold 1 vulnerable seat going into this election cycle. It appears at this time that all the other incumbents in these potentially vulnerable seats will seek re-election. Beating a long time incumbent is very difficult, so the announcement of Gudex's retirement has given some Democrats hope - at least for that seat - and an outside chance to regain the majority.

CARS of WI Direct Members

Member Company	City	Telephone #	Member Company	City	Telephone #
Al's Auto Salvage	Franklin	414-425-1890	LKQ Great Lakes	Milwaukee	414-762-2650
Arrow Auto, Inc	Green Bay	800-695-2776	LKQ Smart Parts	Hustisford	800-236-3236
Auto Parts & Recycling	Fredonia	800-680-2886	LKQ Star Auto Parts	Janesville	800-362-9451
B & M Auto Sales	Waukesha	800-236-2301	McDill Auto Wrecking	St Point	800-332-4491
Badger Motors	Wis Rapids	800-236-4395	Mommaerts Auto	De Pere	920-336-6269
Bay Auto Parts	Green Bay	800-229-2886	Morrison's Auto	Edgerton	800-866-2277
Blaine's Auto	Slinger	262-644-8808	Mount Horeb Truck	Mt Horeb	800-832-4831
Brians Repairables	Abrams	920-639-9665	Newville Auto Salvage	Edgerton	866-884-3115
Bruno's Auto Salvage	Frankville	414-858-9123	Niks Auto Parts	Neenah	800-242-4379
Calumet Auto Salvage	Milwaukee	800-215-6500	Novak Ent/Norb's Salvage	Denmark	800-236-2524
Choice Auto Recyclers	Marinette	715-732-0541	Ralph's Auto Salvage	Oconto	920-826-5283
Cleveland Auto	Cleveland	800-278-2178	Remington Auto Salvage	Eau Claire	800-871-2560
Conrads Auto Salvage	Mondovi	800-353-4611	Rhine Auto Inc	Plymouth	800-535-2325
Cousineau Auto	Antigo	866-330-3730	Rhineland Auto Salvage	Rhineland	800-236-5639
Cousineau Auto	Weston	800-521-1443	Rocki Top Auto Salvage	Glen Flora	715-322-5774
Defaut Auto Salvage	Two Rivers	800-236-1483	Roz Auto Salvage	Milwaukee	800-281-2479
Dependable Auto	Fort Atkinson	608-563-7363	St. Croix Auto Parts	New Richmond	715-248-7718
Diamond Auto Parts	Fond Du Lac	800-236-7731	St Francis Auto	St Francis	800-905-8580
Don Scharf Auto	Eagle River	800-338-4002	Schmidt's Auto Inc	Waunakee	877-869-4968
Dunke's Salvage & Towing	Clintonville	715-524-4680	Schmidts New London	Hortonville	800-242-2125
Eagle Auto & Truck Parts	Eagle	262-594-2819	Shaw's Auto & Salvage	Warrens	888-477-6578
East Troy Auto Recyclers	East Troy	800-263-9780	Sheldon Auto Wrecking	Viroqua	608-637-2230
Elmers Auto Salvage	Fountain City	800-362-5004	Smitty's Salvage	Green Bay	800-236-6892
Graveyard Auto	Hortonville	920-779-4944	Speedway Salvage	Maribel	920-755-2852
Gauger & Son Salvage	Arena	866-291-2222	Stanley Truck Sales	Stanley	800-844-7400
Harpers Salvage	Wi Dells	608-254-7971	Strandberg's Auto	Centuria	800-448-5121
Hillside Salvage	Tigerton	715-535-2913	Sturtevant Auto	Sturtevant	888-835-2914
Holmes Automotive	Oshkosh	800-235-7560	Sunset Curve Auto	Weyauwega	800-242-8384
Hoops Garage & Salvage	Juda	608-934-5534	Suttner Ind/Ace Auto	Milwaukee	800-283-6192
Hudspeth Auto Parts	Potosi	608-763-2880	TJ's Auto	Wis Rapids	800-300-7757
Jahnke Auto Parts	Menasha	800-236-3181	Tisler Salvage	Reedsville	920-732-3669
Jantz Yard 4	Kenosha	800-554-4770	Triple S Auto A&D	Milwaukee	800-558-2268
Kadinger's Inc	Downing	800-503-8895	Wally's Auto	Beaver Dam	920-887-0200
Kadinger's Cadott	Caddot	800-472-3112	Waukesha Iron	Waukesha	262-547-7293
Kirchhayn Auto Salvage	Cedarburg	800-257-2576	Wisconsin Vehicle Recycling	Waupun	920-948-8941
Kriewaldt Repair	Iola	715-445-3166	Yaeger Auto Salvage	Weston	877-436-8898

Join us and see what we can accomplish together! CARS of WI Members, Promoting Excellence Through Education

CONCERNED AUTO RECYCLERS OF WISCONSIN

(CARS OF WISCONSIN)

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C.A.R.S. of WISCONSIN is our state association for professionals in the automotive recycling industry. It is the only state association specifically designed to increase the efficiency and profitability of businesses in the automotive dismantling and recycling industry, while continuing to preserve and protect our environment.

Benefits of becoming a C.A.R.S. Member

- **LEGISLATIVE LOBBYING SERVICES** – C.A.R.S. has a hired lobbyist in Madison to ensure that our Association remains an active participant with the State Legislature. Providing access to crucial information for all our members from the Legislature and the various agencies.
- **C.A.R.S News** – Your bi-monthly newsletter full of information pertinent to the auto recycling industry.
- **C.A.R.S Warranty Program** – The ability to sell warranties on sold parts.
- **Buy vehicles with QRP One Source**
- **ANNUAL CONVENTION AND TRADE FAIR** – provides training seminars, workshops, educational networking opportunities and more. Exhibitors demonstrate a variety of products that can be beneficial to your company.
- **EDUCATIONAL FORUMS AND TRAINING PROGRAMS** – meetings and training opportunities for the advancement and new requirements specific to our industry. Includes open discussions and simulations demonstrating day-to-day situations we all face.
- **MONTHLY MEETINGS** – The opportunity for you to express your concerns to your Board Members. Meetings are convenient conference calls and held at different locations around the state. Open to all members.
- **SCHOLARSHIPS** – Annual college scholarships available for families of C.A.R.S. members and their employees.
- **WEBSITE** – Information available 24/7 at your convenience at www.carsofwi.com.
- **EDUCATIONAL PROGRAMS, SAFETY PROGRAMS AND PUBLIC RELATIONS**

C.A.R.S OF WISCONSIN MEMBERSHIP APPLICATION

FIRM NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ TOLL FREE: _____ FAX: _____

WEBSITE: _____ E-MAIL: _____

COUNTY: _____

OWNER(S) NAME: _____

Direct Member applicants must include all 3 permit numbers listed below

SALVAGE LICENSE NUMBER: _____ STORM WATER PERMIT NUMBER: _____

FREON PERMIT NUMBER: _____

MEMBERSHIP Direct Member (Salvage Dealer)

CATEGORY Associate Member (Non-Salvage Dealer)

(check one)

DUES \$100 – New Member

(check one) \$325 – Annual Membership Renewal (Attend CARS Annual Meeting and get \$100 deduct on annual dues)

\$175 – Annual Associate Member

SIGNATURE: _____

ARA News

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HOLD THE DATE! Mark Your Calendars for the 2016 Hill Day, Legislative Summit Meeting and Board Meetings -April 17th thru the 19th!

Mark your calendars and plan to come to DC this April to participate in the critical annual Hill Day, Legislative Summit and Board meetings that your ARA sponsors to help you educate policy makers on the legislative issues important to the professional automotive recycling industry. The sessions will start on Sunday afternoon, April 17th with an ARA Board Meeting open to all attendees, followed on Monday, April 18th with a full day Legislative Summit with a legislative briefing. Hill visits will complete the April Washington DC meetings on Tuesday, April 19th from 8:30 - 4pm.

Also back by popular demand is the location for the meetings. We will once again be staying at the W Hotel in the downtown area which is just a quick cab ride away from the Capitol and one of the area's popular properties. The rate is \$315 per night.

We know that you have many demands on your time and businesses, but we need you to help educate policy makers on the critical role our profession plays in the automotive parts supply chain and the professional management of end of life vehicles.

Hazard Communication Standard: Safety Data Sheets (SDS) Replace Material Safety Data Sheets (MSDS)

As reported previously, the Hazard Communication Standard (HCS), revised in 2012, requires that the chemical manufacturer, distributor, or importer provide Safety Data Sheets (SDSs) (formerly MSDSs or Material Safety Data Sheets) for each hazardous chemical to downstream users to communicate information on these hazards. The information contained in the SDS is largely the same as the MSDS, except now the SDSs are required to be presented in a consistent user-friendly, 16-section format.

Employers must ensure that the SDSs are readily accessible to employees for all hazardous chemicals in their workplace. This may be done in many ways. For example, employers may keep the SDSs in a binder or on computers as long as the employees have immediate access to the information without leaving their work area when needed and a backup is available for rapid access to the SDS in the case of a power outage or other emergency. Furthermore, employers may want to designate a person(s) responsible for obtaining and maintaining the SDSs. If the employer does not have an SDS, the employer or designated person(s) should contact the manufacturer to obtain one.

By June 1, 2016 OSHA expects employers, and everyone else covered by the HazCom Standard, to be in full compliance with the SDS provisions in HazCom. Employers also must update the written HazCom plan as necessary, updating workplace labels as necessary, and training employees on new hazards.

Concerned Auto Recyclers of Wisconsin
CARS News
Promoting industry excellence through education.

Reserved Ad Space
Call 877-525-4589
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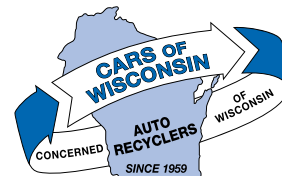
CARS of WI Window Stickers

\$2.00 Each

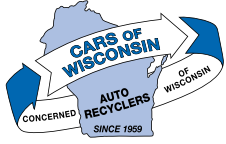
We have the
****NEW** CARS of WI**
window stickers for members to display. Stickers may be placed on the inside of any glass surface.

Contact the CARS office:

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