

Concerned Auto Recyclers of Wisconsin

CARS News

Promoting industry excellence through education.

February/March 2017

Legislative News

By Lor'ell Rademacher

What an exciting year for our political field in the good ole U.S.A.! Regardless of which party affiliate, or belief system you hold, you cannot deny that it has been interesting and entertaining. It will be quite a show going forward, I'm not sure Twitter will be able to handle it!

On the CARS front, things are pretty calm. There have been a few changes and some upcoming events to update you on.

On the DOT front, there has been a great advancement on the salvage vehicle inspection issue. For those that also sell running/rebuilt vehicles and have issues with getting the State Patrol inspections completed in a timely manner, you will be interested to learn that they are advancing a ruling that will allow for a certified private party to perform the inspections. All the details have not been worked out as of yet, but it looks very promising and should help expedite getting vehicle inspections completed. Stay tuned for further information.

This year at our annual Upper Midwest we will have the pleasure of having Mike Domke, from the DOT, in attendance as one of our speakers. He had attended previous CARS events for us and looks forward to giving us some updates and taking questions. He will be speaking to us about the DOT use of a program called HARMARI that they have been using under grant monies to help track potential illegal salvage activities online. This will be a great opportunity, bring your list of questions!

CARS Lobby Day in Madison is again being scheduled! This year it will be held on April 5th. All are welcome to attend! This is a great opportunity to meet with

Inside this issue...

<i>Legislative Update</i>	<i>Cover</i>
<i>CARS of Wisconsin Board Meeting, December 12, 2016</i>	<i>4</i>
<i>From the Secretary's Desk</i>	<i>5</i>
<i>Scrap Report</i>	<i>5</i>
<i>Swift Update</i>	<i>6</i>
<i>Why Buy Recycled Auto Parts: The Four Benefits</i>	<i>7</i>
<i>Thank You From Scholarship Winner</i> ..	<i>9</i>
<i>2017 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow Exhibitor Packet</i>	<i>12</i>
<i>Industry News</i>	<i>16</i>
<i>CARS Associate Members</i>	<i>17</i>
<i>CARS Membership Application</i>	<i>18</i>

Legislative Update.... continued on page 10

CARS of WI Board of Directors

President

Pat Dowd

B & M Auto - Waukesha
800-236-2301
pjcdowd@bandmauto.com

Vice President

Robbie Koepf

Morrison Auto - Edgerton
800-866-2277
rob@morrisonauto.com

Secretary

Tom Hermann

Cleveland Auto - Cleveland
800-278-2176
clevelandauto1929@gmail.com

Treasurer

Ryan Ross

Badger Motors - WI Rapids
800-236-4395
ryanbadger1@hotmail.com

Dean Bellin

Bay Auto - Green Bay
800-229-2886
dean@bayauto.com

Tom Goetsch

Rhineland Auto - Rhineland
800-236-5639
tom@rhinelandautosalvage.com

Dylan Hauck

Auto Parts and Recycling - Fredonia
800-680-2886
dylan@autopartsandrecyclinginc.com

Joel Holberg

TJ's Auto & Collision - WI Rapids
715-423-3999
joel@tjsauto.net

Matt Joas

East Troy Auto - East Troy
800-263-9780
etar@centurytel.net

Peter Krumenauer

Conrad's Auto - Mondovi
800-353-4611
peterk@wwt.net

Jim Pilquest

St. Croix Auto - St. Croix
715-248-7718
jimp@stcroixautoparts.com

Kevin Strandberg

Strandberg Auto - Centuria
715-646-2388
kevin@strandbergauto.com

Jeff Tisler

Tisler Auto - Reedsville
920-732-3669
jeff@tislersalvage.com

Out Going President

Lor'ell Rademacher

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

Executive Secretary

Sandy Dumke

11374 Flynn La.
Suring, WI 54174
715-853-6337
Fax: 920-842-2127
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

- Nov 14 2016, conference call
- Dec 12 2016, conference call
- Jan 27 2017, face to face
(location to be announced)
- Feb 13 2017, conference call
- Mar 13 2017, conference call
- Apr 13 2017, face to face, Eau Claire
- May 1 2017, conference call
- June 12 2017, conference call
- July 10 2017, conference call
- Aug 11 or 12 2017
Golf Outing
- Sept 11 2017, conference call
- Oct 14 2017, conference call

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

* Joas, Krumenauer, Tisler

Scholarship

*Hermann, Novak

Warranty

*Pilquest

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*

Publisher & Advertising

For information on advertising, please contact:

R. J. McClellan, Inc.

Monday through Friday, 9 a.m. – 4 p.m.

Toll Free 877-525-4589

newsletters@rjmc.com

Ron McClellan • Sheila Cain

Concerned Auto Recyclers of Wisconsin

CARS News Submission Dates

IssueDeadline	IssueDeadline
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



The *CARS News* is an R.J. McClellan, Inc. publication. All Rights Reserved.

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 Meetings

Conference call December 12, 2016

Conference call meeting was called to order by President Dowd at 5:33 p.m.

Board members present: Strandberg, Dowd, Pilquest, Dumke, Koepp, Ross, Joes, Holberg, Tisler, Goetsch, Rademacher and Krumenauer.

Board members absent: Bellin and Hauck,.

Motion to accept previous meeting notes after one correction; Kevin Standberg's name was misspelled, was made by Strandberg and seconded by Pilquest. Motion passed

Treasurer's report: there is money in the bank and we are good to go and specifics are being rounded up for the year's end.

Legislative Committee: Is there an interested in creating a Lobby Day in Madison. Lor'elle was going to contact Greg for a list of days that would potentially work so a day can be planned assuming there are enough people to attend.

Bylaw Committee: Jeff recruited Pete to help him go through and fix/work out issues after the new year.

Convention Committee: Vender packets have been mailed. Dumke is working with several people trying to arrange speakers: Service Motor Machine, Terry, Rob, and Mike to name a few. Forklift and airbag training will

again be offered at the convention. There was discussion on other speaker options: cybersecurity, I-CAR and Humari. Sadoff has committed to an ad and sponsoring lunch. Car-Part bought a booth and is sponsoring one day.

Education Committee: Trying to get Dave from Stormtech to go over the new storm water permits and inspection process in detail.

Insurance Committee: Nothing to report.

Membership Committee: 71 members currently with 32 associate members. There is talk of doing another round of calling all business with a salvage permit.

Newsletter Committee: Joel is going to head the committee and a reminder that all articles are due by Jan. 1st.

Recycling Committee: Gathering information on new techniques and products for next meeting.

Scholarship Committee: We are going to try loosening up the requirements for who can apply for a scholarship to see if we can generate more applicants. This will be a trial run.

Website Committee: The site should be updated with all the Upper Midwest information.

WI CAR Committee: Kevin is work-

ing with Dave, Stormtech, to explain the benefits of WI Car.

Warranty Committee: Jim Pilquest showed interest on heading this committee and working with the warranty board.

Old business: The idea of compensating board members for their time was brought up and nobody expressed interest in exploring that idea any further.

New business:

- Annual face to face meeting: January meeting held in Wausau on the 14th with lunch prior to the meeting, more information will be e-mailed when arrangements are solidified.
- April 8th we will have our meeting in Eau Claire
- ARM (Minnesota's Association) will be having a winter outing on January 27th + 28th. Cars of WI will be buy a sponsorship at the event for \$200.
- Jessica Andrews is the ARA affiliate chairman of WI.

Motion to adjourn was made at 6:33 p.m. by Strandburg and seconded by Krumenauer. Motion passed.

From the Secretary's Desk

By Sandy Dumke

The plans for the Upper Midwest Recyclers Convention and Trade Show are well underway. The vendor packets have been mailed out and vendors are starting to order their booths. The convention will be at the Metropolis Resort in Eau Claire, WI. The date will be May 4, 5 & 6 2017. We have booked some speakers and working on a couple more. We will have Terry Westedt. His seminars are always informative and interesting. Terry is one of our favorite speakers. Mike French will be a fantastic addition to our list of speakers. Bill Velin will be attending to talk to us about insurance updates. Dan Donegan from Motor Service & Machine will be talking about the engine testing and what to look for. We will have Paul from SAS instructing a class on fork lifts and Dave from Stormtech will do the air bag certification. As you all know we have new employees that need to have these training sessions to get certified. It is much cheaper to

send your employees to these training sessions. So watch for more info to be coming your way. If you have a vendor or a speaker that you think should be invited please let me know and I will send them the information.

Should read: Watch for more details in this newsletter, on the CARS website www.CARSofWI.com, and at our convention website <http://www.recyclersconvention.com/>

There are several opportunities for your business to get some advertising and show your fellow recyclers that you are a proud member of CARS by sponsoring a part of the convention. This is a list of sponsorships available.

- Hotel Room Welcome Host
\$1500.00
- Registration Booth
\$1500.00
- Bus Sponsor
\$1000.00

Swift Update

By Mike Swift

I would like to thank CARS for the invitation to attend your meeting in October. I always learn something from any meeting that I attend and in the last year I attended over 25 association meetings. In Wisconsin, CARS is the voice of your industry. Please take the time to read all that comes out of your association and get involved if you haven't done that. Lots of great information for you to utilize in your business and so much regulation is coming at our industry every day. If the OEM and all new parts and new tire suppliers had their way, they would like it if we didn't get to sell any parts off these end of life vehicles. This is what the association does for you today, keeps on top of these and all the other negative issues that we face. The ARA also fights these issues on the national level. The attacks that the OEM have thrown at us over the years has even been documented back to the 1920's on how they try to crush and get rid of the used parts supply part of the chain. What we are trying to do is to educate the OEM on why they need to utilize auto recyclers. We sell OEM parts. We sell parts that have been tried, trued, and tested. We sell parts that had to go through ISO specifications. We sell plug and play parts. The OEM really needs to understand that we have their parts in stock for their use today. We are an important part of the repair chain and we need to keep educating the OEM and we all need to make sure we keep repeating this message. Our green recycled parts are OEM. We are OEM. With vehicles on the road being the average of 11.6 years old, there is no way that the OEM will be able to keep up on their stock of parts for all of these vehicles, but they can by utilizing what they made, and use our parts. We have affordable parts that are OEM. The OEM can keep buying parts from auto recyclers that make their customers happy by saving some money, and auto recyclers happy because we'll be selling more parts.

I know this is going to be an uphill battle for sure. But all industries are in a slump right now, especially ours, so we

need to get these OEM to realize once and for all that our parts are their parts. ARA is working on the most crucial task our industry has ever faced, and in my opinion if we don't get this information TODAY it could knock more of us out of this industry than ever before. The two go hand in hand. We got Congress to pass legislation that the OEM has to provide us information on the recalls. ARA is working now to get the rules to make sure we get this information electronically delivered into our current inventory systems, but the other part of this is we need to build sheet data. We need this to sell a safer part, a more accurate part and we need this in our systems. There are more parts than ever on the car, and there is no way our interchange writers can keep up with this. We need the enhancement of the build sheet data. H.R. 5967 would require auto manufacturers to provide consumers all part names, part numbers, and build sheet data specific to individual vehicle identification numbers (VIN's). The legislation also requires auto manufacturers to provide this information in a standardized format via web access that is electronically searchable with batch access to the information.

We would love to have the OEM sit down and talk with us about this issue, but they don't want to. This is why we have to go after this legislatively.

If we don't do this, more and more of the OEM will pull out of providing any information to not only auto recyclers but also consumers.

If you have any questions or would like to discuss with me, please contact me at mike@trailsendauto.com or 515-208-8805.

Thanks, Mike Swift, Past President of ARA

Living the Dream

Why Buy Recycled Auto Parts: The Four Benefits

*By Amanda Zmolek,
Copart Online Marketing Manager*

I've worked in the auto industry for about seven years now, and when it comes to automotive repairs, it still surprises me how many people don't know that they have a choice of what replacement parts to use. Whenever I get repairs done on my own vehicle, I always look at all the options. Often, recycled parts are what I choose. Here's why.

Recycled auto parts save money.

Everyone who knows me well knows that I like to save money. Why spend more on something when I can get the same thing for less? I do my best to save on everything from groceries to household items and auto repairs too. Depending on the parts in question, recycled auto parts can save hundreds or even thousands of dollars over the cost of new parts.

I recently had to get the rear axle assembly replaced on my 2007 Mustang. The first shop I went to recommended all new parts and an entire day of labor for the repair. Between the parts and labor, it would have cost a small fortune to keep my daily driver on the road.

So I did what I always do when my car needs fixed. I examined my vehicle, I looked online to learn more about the recommended repairs, and then I asked my trusted local mechanic for his advice. As I suspected, he stated that replacing the entire axle assembly with a used auto part would save about half a day of shop labor and hundreds of dollars. In addition, recycled parts from professional auto recyclers come with warranties, so I could rest assured that I wouldn't run into trouble later on. I scheduled an appointment on the spot.

Recycled auto parts save time.

As I mentioned above, another benefit of recycled parts is

that they can save a lot of time in the repair shop. At the most recent Automotive Recyclers Association Expo, there was a discussion about recycled parts being “plug-and-play.” This means that they come with most of the necessary pieces and attachments included and are often ready to install directly on a vehicle. Plug-and-play is the reason why my mechanic was able to swap an entire assembly so fast and save me hours of shop labor on top of the money saved on the part itself.

Recycled auto parts are original equipment.

The third benefit of recycled parts is that they are original equipment. I know that my new-to-me axle assembly came off another Mustang somewhere. It was made for a Mustang, it came off of a Mustang, and now it would go back on a Mustang. At my job, I watch Copart auction vehicles to auto recyclers every day on our website, and auto recyclers give the parts new life by selling them for repairs. I don't just sell used parts, I buy them too! There's some satisfaction in knowing an auto part has come full circle like that.

Recycled auto parts have environmental benefits.

Speaking of satisfaction, there's definitely something to be said about being able to reuse a part and giving it a purpose again. By choosing this recycled part, I helped put some steel back on the road that had left it, and I kept my favorite pony car going (hopefully for another 140,000 miles!). No additional resources were consumed to produce the axle

I ordered because it had already been made years ago for another car just like mine. Reclaimed lumber and hardware are so popular in the building industry right now, and if you ask me, reclaimed auto parts are just as cool.

So there you have it. I choose recycled auto parts because they save time and money. They're good for the environment, and they're original equipment, made to the exact specs required for my vehicle. When I look at all the options for auto repairs, I know I can't go wrong with recycled parts. My recycled axle is still going strong, and whenever I look at my car from a distance and catch a glimpse of the differential, I smile.

If you like this article and want to share it on social media, visit the Copart blog at CopartCommunity.com and search “recycled auto parts.”

Amanda Zmolek is the online marketing manager for Copart. Amanda assists Members with the Copart website, gathering feedback and recommending site improvements. She also travels to auto recycler trade shows around the country. Amanda has a marketing degree from San Diego State and an MBA from UT Arlington. She started her career with GreenLeaf Auto Recyclers in 2006, and after spending a few years working for a professional football team, she decided that auto salvage is her home. Her favorite auto part is the PCV valve, and her favorite car is the 1979 Trans Am. You can read more about Amanda's experiences in auto recycling at CopartCommunity.com or email her at amanda.zmolek@copart.com.

Thank You From Scholarship Winner

My name is Daniel Affolter III. I went to Colfax High School and graduated in 2016. I will be attending Chippewa Valley Technical College in Eau Claire, WI for welding and fabrication in January, 2017.

I am currently employed with Conrad's Auto Salvage, Inc. in Mondovi, WI which is originally what got me interested in welding.

My hobbies include working on cars, riding and racing four wheelers and mud bogging. I also enjoy spending time with my family and friends.

I would like to take this time to thank you for the scholarships to help me with my future education and help me fulfill my dreams.

Legislative Update... continued from cover

your district legislative representatives and share information about your business, ask questions, get to know them, and allow them to get to know you. There is NO COST to members for this program except for your time and travel. Events will begin at 10am where we will meet at the office of Howard, Wilson, & Zelenkova. From there we will travel to the Capital Building for individual meetings with our district Senator and Representative. The events will be rounded out with lunch, a guest speaker, and a recap with attendees. Please mark your calendars for this awesome event and let us know if you plan to attend. All necessary arrangements and appointments will be schedule by Greg Hubbard and Michelle Merdler for your convenience. Hope to see you there!

Some developing points of interest that we are keeping an eye on for the future:

- Some definition changes to the DOT lien research re-

quirement. These changes were presented with the budget proposal, and we don't expect they will have any impact for us as they are simple definition adjustments.

- As stated above, there will be updates to the salvage/rebuilt vehicle inspection process.
- As funding runs short, more and more communities are looking at implementing additional transportation related taxes and fees. We will be keeping an eye on those and offering our input if we are able.
- There has been a push to shift more of the airbag removal responsibility for salvaged vehicles to the auto recycler. As we all know, we are all hard pressed to come up with a safe, effective, and efficient way to remove or deploy the every growing number of air bags in the vehicles we process within our facilities. Many, many details are on the table with this issue and we will be monitoring it closely.

As always, if you have challenges you are facing in your communities, we are at your service.

For additional information on any of our updates, or to sign up for Lobby Day in Madison, please contact any of the legislative committee below.

Committee Members:

- **Lor'ell Rademacher-Chair**
hillsideautosalvage@frontiernet.net
- **Pat Dowd-CARS President**
pjdowd@bandmauto.com
- **Dean Bellin-**
deanb@bayauto.com
- **Pete Kremenaaur-**
peterk@wwt.net

Advertise in the CARS News

***Place an ad in the
April/May 2017 issue
of the CARS News***

This issue will have many extras about the

***2017 Upper Midwest Auto
& Truck Recyclers Convention
& Trade Show***

**Contact Ron at
ronmcclellan@rjmc.com
or Sheila at rjmcart@rjmc.com
or call 877-525-4589.**

2017 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow



Hosted by CARS of WI with Automotive Recyclers of Minnesota (ARM)
www.recyclersconvention.com | www.carsofwi.com | www.autorecyclersmn.net



HOTEL INFO

Metropolis Resort

5150 Fairview Drive | Eau Claire, WI 54701

Tel: (715) 852-6000 | www.metropolisresort.com



Resort Amenities

Every hotel room includes:

- Wired & Wireless Internet Access
- 37" flat-screen Television
- Alarm Radio
- Heating & Cooling System
- On-time Wake-up Service
- Mini Refrigerator
- Microwave
- One Cup Coffee Pot
- Seating for Two (or more)
- Workspace
- Separate Make-up Sink & Space
- Several Types of Pillows
- Iron & Ironing Board
- Hairdryer
- Optional Morning Paper

We have arranged for discounted room pricing of **\$99 for a Standard or King** for our members. To receive discounted pricing, identify yourself as a member of the CARS of WI group when making your reservation.

The cut-off date to receive a discount is April 15, 2017.

DIRECTIONS

From the West (coming from Minneapolis/St Paul)

Follow I-94 EAST to Exit 68 (WI-93). Turn right onto WI-93 South. Turn right (at stoplight) onto Lorch Ave. Turn right onto Fairview Drive at the Metropolis Resort sign.

From the East (coming from Madison)

Follow I-94 WEST toward to Exit 68 (WI-93). Turn left onto WI-93 South. Turn right (at stoplight) onto Lorch Ave. Turn right onto Fairview Drive at the Metropolis Resort sign.

From the North (coming from Hayward)

Follow 53 SOUTH to Exit 86 (WI-93 toward La Crosse). Turn right onto Lorch (at stoplight) onto Lorch Ave. Turn Right onto Fairview Drive at the Metropolis Resort sign.

From the South (coming from La Crosse)

Follow 53 NORTH to WI-93 NORTH. Turn left (at stoplights) onto Lorch Ave. Turn right onto Fairview Drive at the Metropolis Resort sign.

PACKAGE PLANS

iPACKAGE **3**

iPACKAGE **2**

iPACKAGE **1**

Three conference registrations (includes meals)	✓		
Two conference registrations (includes meals)		✓	
One conference registration (includes meals)			✓
Trade Show booth includes skirted table, 2 chairs, wastebasket, signage, electrical & wireless internet	✓	✓	✓
Recognition page in ARM & CARS newsletters & listing in Program Booklet	✓	✓	✓
Recognition and link on the official Upper Midwest Convention web site	✓	✓	✓
ARM & CARS Membership Directories	✓	✓	✓
Invited to attend all convention educational seminars and entertainment activities	✓	✓	✓
2 sets of ARM & CARS mailing labels	✓		
1 set of ARM & CARS mailing labels		✓	
1/4 page ad in Program Booklet	✓		
Special event signage	✓		
Email blast provided by you to potential attendees	✓		
	\$1,200⁰⁰ ADD TO CART	\$900⁰⁰ ADD TO CART	\$750⁰⁰ ADD TO CART

Trade Show Hours: Friday 4:30-7:30 PM and Saturday 9:30 – 12:30 PM are set aside exclusively for you. No other programming is scheduled during this time. That is **6 HOURS OF EXCLUSIVE NON-COMPETE TRADE SHOW TIME**. This also allows you to take full advantage of all the educational opportunities we are offering. Specific programming details are being finalized and are subject to change. Check out our website @ www.recyclersconvention.com for the most current information.

Booth Information: We will provide you with a 8'x8' booth, one table w/skirting, 2 chairs, pipe and drape, waste basket, signage, wireless internet, and electricity. Additional booths may be purchased for \$500. Booths may be set up Friday, May 5 between 12 noon and 3 P.M. If a booth is not set up by Friday, May 5 @ 3 P.M. it will be considered a "no show" and the space will be reassigned. Refunds will not be available to "no show" exhibitors. You must start dismantling your booths on Saturday, May 6 promptly at 12:30 P.M. Early breakdown is not permitted.

Requirements: Full booth payment is required and must be received with the application. Space will not be held without payment and form. We reserve the right to reject any application. If an application is rejected, payment will be refunded. After acceptance of an application, you will receive confirmation and your booth number.

Cancellation Policy: In the event of cancellation prior to April 15, 2017, exhibitors will forfeit \$500 per booth deposit. Cancellations after April 15, 2017, shall forfeit entire payment. All forfeited payments shall become the property of the Upper Midwest Auto & Truck Recyclers Convention & Trade Show.

Shipping Instructions: All shipments by whatever means of transportation, **MUST BE PREPAID**. Collect shipments will not be accepted. Shipments should arrive no later than one week prior to the show installation. Consign all shipments as follows:

TO: (Name of Company Exhibiting and Booth #)
Metropolis Resort
Attn: CARS Vendor
5150 Fairview Drive
Eau Claire, WI 54701

Limits of Liability: All shipments should be insured by the exhibitor from the time they leave the exhibitor's firm until they are returned from the show.

Outbound Shipping: Each exhibitor will be expected to label his exhibit materials and furnish shipping information. Labels and bills of lading will be available at the Service Desk. We are not responsible for shipments left in booth by exhibitor. We will count and ship pieces as we find shipments when removed from the exhibit hall.

INFO FOR YOU

EXHIBITOR

SPONSORSHIP OPPORTUNITIES

Increase your visibility through a variety of sponsorship opportunities. All sponsorships are available on a firstcome, first-served basis so **ACT FAST! All sponsors will receive a link on the 2017 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.
- Registration Booth Host \$1500**
 Your business is the first contact every attendee will see. You will have large area signage at the registration table and your own display table for your products/services during the entire event. Every vendor and attendee will be your walking advertisement with your company name and logo on each name badge.
- Hospitality Suite Host** (Thursday, Friday Or Saturday) **\$1000 Each**
- Dinner Host** (Friday Or Saturday) **\$1000 Each**
- Trade Show Beer Host** (Friday Or Saturday) **\$1000 Each**
- Bus Sponsor \$1000**
- Luncheon Host** (Friday Or Saturday) **\$750 Each**
- Educational Host** (Multiple Sponsorships Available) **\$500 Each**
- Break Refreshment Host** (Friday Or Saturday) **\$500 Each**
- Recycled Art Competition Sponsor \$750**

Contact CARS of WI at 715-853-6337 or sandy@carsofwi.com to reserve your sponsorship or for further details.

HELP WITH THE LIVE AUCTION:

Please consider donating an item for the Friday night live auction. To coordinate the donation of your auction item, please contact Kelly Salseg at 612-781-5555.

YOUR DONATION IS APPRECIATED!

PROGRAM BOOKLET ADS

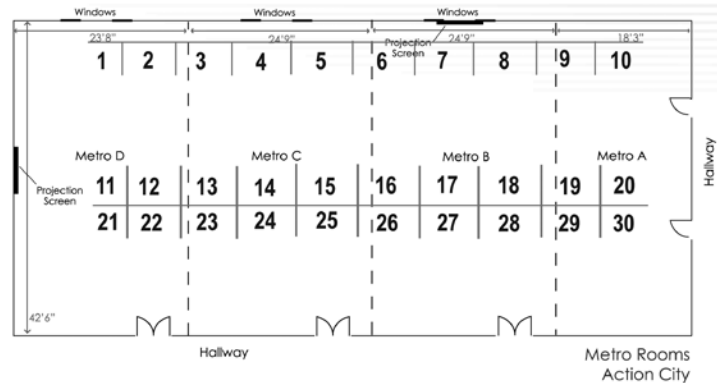
WANT ADDITIONAL NAME RECOGNITION?

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 sandy@carsofwi.com no later than April 30, 2017.

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

Tradeshow Layout



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 Kelly Salseg at 612-781-5555 for additional information.

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

REGISTRATION

Company Name _____
Contact Name _____
Booth Personnel Name(s) _____
Address _____
City _____ State _____ Zip _____
E-mail address _____ Web _____
Phone _____ Fax _____

Vendor Package

iPackage 3 \$1200 iPackage 2 \$900 iPackage 1 \$750
 Additional booths @ \$500 per booth \$ _____
Please indicate booth # preference – first come – first served
Booth # Priority 1 _____ Priority 2 _____ Priority 3 _____
 Number of additional personnel @ \$150 each (includes meals) \$ _____
If you would like to bring large equipment and will need outdoor space please contact the CARS of WI office directly.

Total Sponsorship Opportunities _____ \$ _____

<input type="checkbox"/> Hotel Room Welcome Host \$1500	<input type="checkbox"/> Trade Show Beer Sponsor \$1000 F _____ SA _____
<input type="checkbox"/> Registration Booth \$1500	<input type="checkbox"/> Lunch Sponsor \$750 F _____ SA _____
<input type="checkbox"/> Bus Sponsor \$1000	<input type="checkbox"/> Recycled Art Contest Sponsor \$750
<input type="checkbox"/> Hospitality Suite Sponsor \$1000 TH _____ F _____ SA _____	<input type="checkbox"/> Convention Break Host \$500 F _____ SA _____
<input type="checkbox"/> Dinner Sponsor \$1000 F _____ SA _____	<input type="checkbox"/> Educational Programs \$500 (multiple educ. sponsorships available)

Program Booklet Ad Space _____ \$ _____

<input type="checkbox"/> Business card size \$35	<input type="checkbox"/> 1/2 page \$50	<input type="checkbox"/> Full page \$75	<input type="checkbox"/> Center Fold \$200 (2 pages)
<input type="checkbox"/> Front inside cover \$125	<input type="checkbox"/> Back inside cover \$125	<input type="checkbox"/> Back outside cover \$150	

_____ GRAND TOTALS _____

Enclosed is a check payable to: CARS of WI 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.

Thursday | Friday Lunch Friday Dinner | Saturday Lunch Saturday Dinner

Mail/Fax/Email completed application and payment to:

CARS of WI
11374 Flynn Lane
Suring, WI 54174

Questions: Contact CARS of WI @ 715-853-6337 or sandy@carsofwi.com

Industry News

NHTSA Calls on News Media and Public to Assist in Finding Unrepaired High-Risk Vehicles

WASHINGTON - New test data on a particular subset of defective Takata air bag inflators in certain model-year 2001-2003 Honda and Acura vehicles show a far higher risk of ruptures during air bag deployment, prompting an urgent call from the National Highway Traffic Safety Administration to ensure that unrepaired vehicles in this population are found and fixed before they cause further injuries or fatalities.

“With as high as a 50 percent chance of a dangerous air bag inflator rupture in a crash, these vehicles are unsafe and need to be repaired immediately,” said U.S. Transportation Secretary Anthony Foxx. “Folks should not drive these vehicles unless they are going straight to a dealer to have them repaired immediately, free of charge.”

The higher-risk inflators are in certain 2001-2003 Honda and Acura vehicles:

- 2001-2002 Honda Civic
- 2001-2002 Honda Accord
- 2002-2003 Acura TL
- 2002 Honda CR-V
- 2002 Honda Odyssey
- 2003 Acura CL
- 2003 Honda Pilot

The air bag inflators in these particular vehicles contain a manufacturing defect which greatly increases the potential for dangerous rupture when a crash causes the air bag to deploy. Ruptures are far more likely in inflators in vehicles that have spent significant periods of time in areas of high absolute humidity - particularly Florida, Texas, other parts of the Gulf Coast, and Southern California. Testing of the inflators from these vehicles show rupture rates as high as 50 percent in a laboratory setting.

The vehicles in question were recalled between 2008 and 2011. Honda has reported that more than 70 percent of this higher-risk population of vehicles has already been repaired, but approximately 313,000 vehicles with this very dangerous defect remain unrepaired. The risk posed by the airbag

inflators in these vehicles is grave, and it is critical they be repaired now to avoid more deaths and serious injuries.

NHTSA and Honda are asking for the news media and public's assistance to find the remaining unrepaired vehicles. Drivers of these vehicles should immediately visit SaferCar.gov to check whether their vehicle has any outstanding safety recalls. Those that do should contact their nearest dealer to schedule a no-cost immediate repair. Replacement parts for these vehicles are available immediately.

Images of the vehicles displayed below. High quality versions for print and broadcast may be accessed [here](#)

“The air bag inflators in this particular group of vehicles pose a grave danger to drivers and passengers that must be fixed right away,” said NHTSA Administrator Dr. Mark Rosekind. “Drivers should visit SaferCar.gov or contact their local dealer to check whether their vehicle is affected. If it is, they should have the vehicle repaired immediately for free at an authorized dealer. We commend Honda for taking additional actions to get these vehicles repaired.”

Though the vehicles are already under recall, NHTSA ordered Takata to perform additional ballistic testing following recent reports of ruptures. Eight of the 10 confirmed U.S. fatalities due to Takata ruptures - including the most recent in Fort Bend County, Texas - were in this population of vehicles.

Honda has committed to immediately taking additional actions to enhance their efforts to find and fix recalled vehicles. Honda will provide additional information about their efforts. NHTSA has also directed Honda to report weekly on the progress of vehicle repairs.

NHTSA is also expanding its own direct consumer outreach, including a paid media campaign and a series of outreach events in high-risk areas this summer. NHTSA has also engaged the vehicle insurance industry to help locate the unremediated vehicles.

Background on the Takata recalls: Nearly 70 million Takata

air bag inflators are or will be under recall by 2019, in the largest and most complex auto safety recall in U.S. history. A combination of time, environmental moisture and fluctuating high temperatures contributes to the degradation of the ammonium nitrate propellant in the inflators. Such degradation can cause the propellant to burn too quickly, rupturing the inflator module and sending shrapnel through the air bag and into the vehicle occupants. More information can be found at www.nhtsa.gov/safecar/rs/takata.

Stay connected with NHTSA, visit SaferCar.gov

Associate Members

Member Company	City	Telephone # E-mail	Member Company	City	Telephone # E-mail
AAA Auto Salvage	Rosemount, MN	800-238-6664	Legend Smelting & Recycling	Spring Valley, CA	815-641-7661
A & B Converters	Burlington WI	262-206-5623 a_bconverters@yahoo.com	Lincoln Savings Bank	Waterloo IA	319-268-4242 KevinB@MyLSB.COM
AFTEC Anti-Freeze Tech	Seymour, WI	800-711-1120	Manheim Milwaukee	Caledonia, WI	262-824-2704 ryan.barker@manheim.com
Alter Metals Recycling	Madison, WI	608-241-1571 kent.christen@altertrading.com	MCI Cores	St. Louis, MO	314-725-2673 mark@mcicores.net
Ansay and Associates	Madison, WI	800-643-6133 jordan.gross@ansay.com	Merchant Card International	River Falls, WI	651-271-6252 merchantservicescarl@hotmail.com
Behr Iron & Steel	Rockford, IL	800-332-2680	Mike French & Company	Lynden, WA	800-238-3934 mike@mikefrench.com
Car-Parts.Com	Ft Wright, KY	859-344-1925 Sales@Car-Part.com	Nordstrom's Automotive	Garretson, SD	800-272-0033
Car-Partz	Weston, WI	866-355-5810	Northern Metal Recycling	Eau Claire, WI	715-834-6677
Chicago Industrial Catalytic	Lincolnshire, IL	312-914-6666	Northern Metal Recycling	Rice Lake, WI	715-736-8697
Cousineau Auto	Appleton, WI	800-642-2550 Bill@goodparts.biz	Pam's Auto Inc	St Cloud, MN	800-560-7336 mark@pamsauto.com
Crest Environmental Products	Hudson, WI	715-426-5826 info@crestenviro.com	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@sharpautoparts.com
Hollander LLC	Plymouth, MN	763-519-3203	Sharp Auto Parts	Stillwater, MN	651-439-2604 sales@sharpautoparts.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			
Judd Cores	Jefferson, WI	920-674-2518			

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

CONCERNED AUTO RECYCLERS OF WISCONSIN

(CARS OF WISCONSIN)

11374 Flynn Lane • Suring, WI 54174

715-853-6337 • sandy@carsofwi.com • Fax 920-842-2127

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: _____

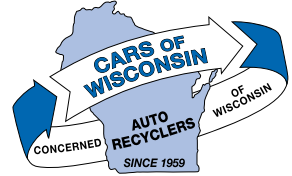
CARS of WI Window Stickers

\$2.00 Each

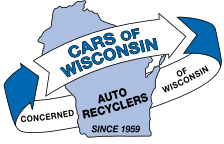
We have the
****NEW** CARS of WI**
window stickers for members to display. Stickers may be placed on the inside of any glass surface.

Contact the CARS office:

CARS of WI
11374 Flynn Lane
Suring Wi 54174
715-853-6337
Sandy@CarsofWI.com



CARS0217



CARS News
RJ McClellan, Inc.
2357 Ventura Drive Suite 110
Woodbury, MN 55125
Change Service Requested

PRESORTED
STANDARD
U.S. POSTAGE
PAID
Twin Cities, MN
Permit No. 7911