

**Concerned Auto Recyclers of Wisconsin**

# CARS News

*Promoting industry excellence through education.*

June/July 2017

## From the Secretary's Desk

*By Sandy Dumke*

The Upper Midwest Recyclers Convention and Trade Show was a big success. I want to give all the Wisconsin people a big THANK YOU for supporting CARS of WI. We normally have more people attending than MN but this year nearly four times the attendees were from Wisconsin. It takes a lot of work to put these conventions together. We start a year ahead to line up speakers and vendors. Finding a location that has enough room for everything. Plus, we try to find interesting things and places for the attendees to do. Next year we will be in MN at the Mermaid Event Center in Mounds View MN. I am sure we will make a good showing there also. Thanks Again.

The next thing we have is the CARS Annual meeting. We want to do a one day event that will be based around your employees. Rhine Auto Parts has volunteered their company to host the meeting. We are working on getting a seminar for salesmen and a seminar for the dismantlers and yard workers. If you have a person in your company that would be interested in helping please let Kevin Strandberg or me know. There will be a board meeting on Friday night that is open to everyone. The seminars and the annual meeting will all be on Saturday. Attendees will be able to go home the same day. Watch for more information in the coming months. Mark your calendars for October 14th.

*See you at Rhine Auto Parts*

Sandy

### **Inside this issue...**

<i>From the Secretary's Desk . . . . .</i>	<i>Cover</i>
<i>CARS of Wisconsin Board Meeting . . . .</i>	<i>4</i>
<i>Mobile Apps – Why Does Your Business Need One? . . . . .</i>	<i>5</i>
<i>Scrap Report . . . . .</i>	<i>6</i>
<i>Associate members . . . . .</i>	<i>7</i>
<i>Thank You -</i>	
<i>2017 Upper Midwest Auto &amp; Truck Recyclers Convention &amp; Tradeshow Sponsorships &amp; Vendors . . . . .</i>	<i>8</i>
<i>Raffle Winner . . . . .</i>	<i>9</i>
<i>Pictures from the 2017 Upper Midwest Auto &amp; Truck Recyclers Convention &amp; Tradeshow . . . . .</i>	<i>10</i>
<i>CARS Scholarships . . . . .</i>	<i>12</i>
<i>Robert R. Morrision Scholarship . . . . .</i>	<i>13</i>
<i>Cheryl A Rastia Scholarships . . . . .</i>	<i>14</i>
<i>Bob Hoffmann Scholarships . . . . .</i>	<i>15</i>
<i>Scholarship Forms . . . . .</i>	<i>16</i>
<i>Higher On the Road To Compliance Through CAR . . . . .</i>	<i>18</i>



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## Lobbyist

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## 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

\*Koepf, Dowd,  
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*

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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](http://www.carsofwi.com)**

# CARS of Wisconsin Board Meeting

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*April 8th 2017, at Metropolis in Eau Claire, WI*

Meeting called to order by Pres Dowd at 12:20 pm. Meeting was held at the Metropolis in Eau Claire, WI.

**Board members present:** Koepp, Pilquist, Holberg, Krumenauer, Joas, Ross, Strandberg, President Dowd, and Executive Secretary Dumke.

**Board members absent:** Hermann, Goetsch, Tisler, Hauck, Bellin, and Rademacher

Motion to accept minutes from the March 13, 2017 meeting was made by Ross. Pilquist seconded, motion passed.

Treasurer's report was given by Ross. Motion by Dowd, seconded by Joas to accept. Motion carried.

**Legislative Report:** It was reported that the Wisconsin Hilldays was cancelled. Morrison's Auto has a legislative tour planned. TJ's and Conrad's will also be planning a tour.

**Bylaw Committee:** No report

**Convention Committee:** Dumke reported everything is on schedule. Will need help at the registration and in the CARS booth in the trade show.

**Education Committee:** Strandberg will be seeking an educational speaker for the Annual meeting.

**Insurance Committee:** No report.

**Membership Committee:** No report.

**Newsletter Committee:** Will need articles ASAP after the convention.

**Recycling Committee:** Joas is researching Vortex Solutions (refueling)

**Scholarship Committee:** No report.

**Warranty Committee:** Pilquist reported that the warranty program has been having more meetings. There was discussion on how to sell more warranties.

**WICAR Committee:** No report, but it was reported that Dave Kendziorski has been doing inspections.

**Website Committee:** No report.

**Old Business:** No report.

**New Business:** Dumke reported that plans are being made to have the Annual meeting in Oshkosh.

Motion to adjourn at 2:10pm by Koepp/Ross. Motion passed.

Respectfully submitted,  
Peter Krumenauer

# Mobile Apps – Why Does Your Business Need One?

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*By Theresa Colbert*

I was reading an article in Forbes magazine\* right around the time that Car-Part.com came out with the MyPartsApp for our yards. The article was talking about “being ahead of the game” and “taking marketing to the next level.”

I already had apps on the brain, but the article got me thinking about how we use them. It seems to me that our industry is one that takes a bit of coaxing to embrace technology. Oh, not every customer or every yard – far from it. We have some movers and shakers out there who grab every new electronic device as it comes out. These are the same yards that had computerized inventory systems as soon as they were on the market. I have customers who I have known for years who grabbed domains and eBay names in the late 90s, knowing that someday these “may come in handy.”

On the other end of the spectrum, we still have the yards that use the “I keep it all in my head” technology. Obviously, any industry is going to have both the tech-savvy and the tech-scared; I get that. My fear is that in this day and age, how will customers know where you are? I know that I have asked this question before: when is the last time you opened up a phone book?

The Forbes article went on to say: *“If you think that mobile apps are solely for big name brands like Walmart and Bank of America, you are wrong. More and more small and midsize businesses are following the mobile trend, understanding that an effective mobile strategy involves more than just a mobile-friendly website.”*

Even those of us with limited technology skills understand the value of websites and apps. I like to call my cell phones my “hand top computers.” When you are on the road as much as I am, your phone becomes an extension of you. I don’t actually use either of mine for making many phone calls. I do so much of my customer contact via text and email – I can actually usually respond quicker from my cell

phone than from my computer! I have to say that I am quite surprised at the number of apps I use each day. I have apps for banking, to read books, and to scan VINs into Core Pricing (just to name a few).

One of my favorite apps is the Car-Part.com app. In the 5+ years I have been at Car-Part.com, I have been stopped by strangers at gas stations and at yards because I was wearing a Car-Part.com shirt. They stop me to tell me that they use our website all the time, but really wish that it had images and an app. Now when they stop me I can say, “we have that!”

I think we all need to take a look at the things we use every day and ask ourselves if our business would benefit from some of the “new-fangled technology.”

***“When you’re finished changing,  
you’re finished.”***

***Ben Franklin***

Have a great month! As always, if you have any questions for me, please email me at TheresaC@Car-Part.com or call/text my cell at 859-802-2382.

\* If you want to look up the article for yourself, it’s titled “Here’s Why Your Business Needs Its Own Mobile App.”

*Theresa Colbert is an on-the-ground representative for Car-Part.com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. With her background in aftermarket and from working “on the recyclers side of the counter” Theresa is a firm believer in our industry and the value that recycled parts have. With over 23 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa speaks at industry trade shows, give classes to recyclers and writes a monthly articles for trade publications.*

*"If you can't do great things, do small things in a great way. Don't wait for great opportunities. Seize common, everyday ones and make them great."*

*Napoleon Hill*

## 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 of WI	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 hirschberg@sadoff.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 bporcell@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.**

# Thank You

## To All Who Made the 2017 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow a Success

On behalf of the C.A.R.S. board of directors, I want to send a Thank You to all the vendors, sponsors and attendees that made the 2017 Upper Midwest Recycler Convention and Trade Show a success.

Our vendors came from all over the US & Canada. They came from KY, QC, WA, RI, FL, IL, SD, TX, IA, ND, UT, MI, MO, CO, MN & WI. That's 16 different states and one foreign country. See the list of vendors and sponsors below. The sponsorships are an important part of the conventions. They make it possible to keep the price reasonable for everyone to attend.

### Sponsorships

**Hospitality Suite Friday**  
*Adolph's Converters*

**Hospitality Suite Saturday**  
*Express Auto Transport*

**Dinner Host Friday**  
*Global Parts Solutions*

**Dinner Host Saturday**  
*A & B Converters*

**Lunchen Host Friday**  
*Car-Parts.com*

**Lunchen Host Saturday**  
*CW Metals*

**Breakfast Host Friday & Saturday**  
*LKQ Corporation*

**Trade Show Beer Host Friday & Saturday**  
*Conrad's Auto*

**Recycled Art Host**  
*Remington Auto*

**Refreshment Break Host Friday**  
*Sadoff Iron*

**Refreshment Break Host Saturday**  
*Northern Matal*

**Educational Host**  
*MCI, East Troy Auto & Morrison Auto*

### Vendors

**A & B Converters**

**Adolph's Converters & Cores**

**ARA - Mike Swift**

**Assured Partners**

**Balcon Enterprises**

**Bar**

**Buddy Automotive**

**C & C Manufacturing**

**Car-Parts.com**

**CCC Pinnacle**

**Commercial Forms**

**Crush U Pull It**

**CW Metals & Crow Wing Recycling**

**Derson/Clean Burn**

**Dormon Products**

**Express Auto Transport**

**EZ Crusher**

**Hollander LLC**

**Legend Smelting**

**Merchant Card International**

**Mike French & Copany**

**MCI Cores**

**Northern Metal Recyclers**

**Parts Trader**

**PMR Inc**

**Power Plus Products**

**Rebuilder Automotive Supply**

**Reliable Batteries Inc**

**RPEP**

**SAS Forks**

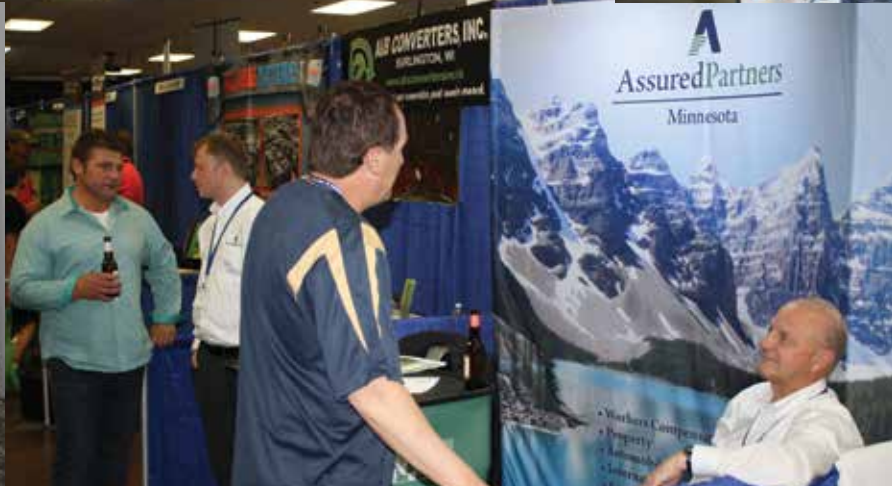
**United Recyclers Group**



## Raffle Winner

*Debbie Fodera from  
Commercial Forms was  
the Raffle winner for a rifle.  
Here is her son Nate  
with the rifle.*







# CARS Scholarships

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*Source: carsofwi.com*

## **CARS of Wisconsin currently offers several types of scholarships:**

### **Robert R. Morrison Scholarship**

The family of Robert R. Morrison and Concerned Auto Recyclers are offering a \$1,500 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 a second semester.

### **Cheryl A. Rastia Memorial Scholarship**

The Cheryl A. Rastia Memorial Scholarship is offered all employees and their families to assist in continuing educa-

tion. Cheryl Rastia worked for 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.

### **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).

You can find the scholarship applications on pages 13 - 17 in this newsletter or at [carsofwi.com](http://carsofwi.com).







***Include this form for the Cheryl A Rastia and Bob Hoffmann Scholarships Application***

1. Name and address of high school now attending or graduated from \_\_\_\_\_  
\_\_\_\_\_

2. Year graduated or expected date of graduation \_\_\_\_\_

3. Name and address of college/technical school now attending or have applied for  
\_\_\_\_\_

4. Date of entrance \_\_\_\_\_ 5. Expected date of graduation \_\_\_\_\_

6. Course of study \_\_\_\_\_

7. Why you have chosen this course? \_\_\_\_\_  
\_\_\_\_\_

8. Briefly state what your career goals are and how you intend to accomplish them?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. How much have you saved for your education? \_\_\_\_\_

10. How much of the cost of your education will your parents/guardian/others pay?  
\_\_\_\_\_  
\_\_\_\_\_

11. Are there any special financial circumstances we should be aware of? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Briefly summarize your activities during your High School years. Include information such as involvement with sports, employment , offices held, community activities, etc.

12. Sophomore \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

13. Junior \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

14. Senior \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

15. Which of the above experiences do you feel has contributed most to your development and why? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



***Include this form for the Cheryl A Rastia and Bob Hoffmann Scholarships Application***

16. State briefly what kind of person you think you are and what self-improvements would you like to make?

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17. How aware do feel the general public is of our industry? \_\_\_\_\_

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18. What would you suggest we do to increase the awareness? \_\_\_\_\_

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19. If you were asked to explain the benefits of auto recycling, what would you say?

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20. Any additional information which you feel would be useful to us in evaluating your application? \_\_\_\_\_

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## Industry and ARA News

### Higher On the Road To Compliance Through CAR

The environmental standards of the **Certified Automotive Recycler** or CAR program certifies that participating automotive recycling facilities meet standards driven by laws set by national rules. State or provincial laws follow those rules plus may be more stringent. The CAR standards are the road map to compliance for ARA members.

The **CAR Environmental Standards** cover a wide array of rules and best management practices for automotive recyclers. Some general topics such as spill cleanup, fluid management, **parts cleaning** and stormwater permitting can be addressed in separate pieces so as not to get overwhelmed when new to the program.

#### Part Cleaning

Part quality is important to professional auto recyclers because it is what sets ARA members apart from the “junkyards.” To attain the quality and cleanliness desired, parts washing processes of all kinds can be found at automotive recycling facilities.

Solvent parts cleaning is less prevalent in used auto parts shops these days. This may be due to the tighter sealed engines in late model vehicles that do not dirty parts as much with baked on carbon that require the chemical cleaning agent to remove or it may be a consumer preference for environmentally friendly water-based cleaning.

In most salvage yards, only a small volume or no hazardous waste (spent) solvent is generated. Shops that do generate spent solvent must manage it as a hazardous waste with off-site disposal through an authorized hazardous waste management company. The storage containers must stay sealed and be labeled as HAZARDOUS WASTE and, generally speaking, the waste should be sent off-site at least every six months.

To meet the CAR Standard for spent solvent, take a photo

of the properly labeled storage drum and verify that hazardous waste shipping manifests are kept on-site in backwards chronological order for the last three (3) years.

#### Environmental Standards Solvent Cleaners

- ❑ Spent Solvents are Managed as Hazardous Waste and Manifested with a Hazardous Waste Management Company.

Water washing parts is on the increase in used parts preparation. Many salvage yards are washing parts with a power washer, a spray cabinet or a sink basin water-based parts washer. These operations all generate wastewater that must meet local regulations as well as CAR standards.

In a nutshell, wash water cannot be discharged on the ground or to a septic system. Salvage yards not on city sewer will need alternative disposal methods, such as using a sump pump to pump water into a container and then hauling it to “town.” Other creative methods of wastewater disposal exist too. Some facilities use a three-stage washer system the recirculates the water for a zero-discharge option.

The CAR Standards simply require that wash water or wastewater be disposed in a compliant manner. In most cities and towns, wastewater can be sewer discharged with permission by facilities the on city sewer system.

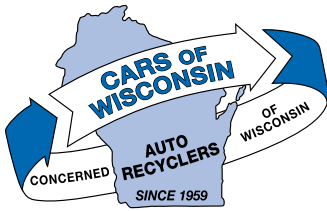
#### Waste Water from Aqueous Parts Washers

- ❑ Wash Water From Water-based Parts Washers is Either Recycled or Collected For Disposal in an Approved Manner.

#### Pressure Washer

- ❑ Overspray of Oily Water Contained and Recycled or Transported for Disposal.

#### Other Non-Solvent Cleaners



**\$2.00 Each**

## CARS of WI Window Stickers

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

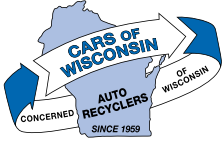
Contact the CARS office: CARS of WI  
11374 Flynn Lane • Suring WI 54174  
715-853-6337 • Sandy@CarsofWI.com

- Wash Fluids are Contained and Recycled or Transported for Disposal.

Download the CAR Guide at <http://arav3.timberlakepublishing.com/Files/CAR%20Program/CAR%20Guide-2015-FINAL.pdf>

*This series of CAR Program articles are intended to de-mystify the CAR program for ARA members who are not CAR certified. ARA members that have embraced CAR certification as their road map to compliance find that the program is a useful tracking tool.*

CARS0617



**CARS News**  
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