

Concerned Auto Recyclers of Wisconsin

CARS News

Promoting industry excellence through education.

February/March 2019

From the Secretary's Desk

By Sandy Dumke

The holidays are gone for another year and I hope you all had a wonderful season. Now we are into the winter months. We will have snow, sleet, ice and rain and we should all be careful when working. If you are working in the yard, shop, shipping, delivery or sales and office you still need to watch what you are doing. Having a broken leg or arm at this time of year is no fun.

We are in the process of getting the Upper Midwest Convention planned. The vendor booklet has been mailed. The attendee booklet will go out the first part of March. The dates are May 17 & 18 in Black River Falls. For the people that like to come early we will have a golf outing on May 16 in the morning. In the afternoon we will be going to Elmer's Auto & Toy Museum in Fountain City. Elmer's has a salvage yard on the highest point along the Mississippi River, but most of all they have a museum. It is a toy museum along with lots of antique vehicles. I have been told they have the biggest pedal car collection in the country. We will have a bus going to Elmer's, so you can enjoy the company of fellow recyclers and the great scenery.

The list of speakers will be great and the trade show is going to be one of the best ever. Watch for more info to come and mark these dates on your calendar. Remember the dates are May 16,17 & 18 2019.

One other thing is we are doing is moving the CARS of WI Annual meeting to this Upper Midwest Convention because many of you have said they don't want to have a separate annual meeting. Minnesota has changed their annual meeting to the Upper Midwest convention to give their members a chance to hold both meetings at the same time. The annual meetings will be on Saturday, May 18 in the afternoon. The CARS board has made a change in the by-laws to allow two people

Inside this issue...

From the Secretary's Desk	Cover
CARS of WI Board Meeting December 17, 2018	4
Yard Tours Needed	4
2019 Upper Midwest Auto Recyclers Convention & Tradeshow Exhibitor Information	5
Help! Help! Help!	9
CARS of WI Annual Meeting Announcement	9
WACTAL Conference March 15-16, 2019 Best Western Green Bay Inn Save the Date!	9
Let's Talk Recalls	
Be a Lifesaver #yankthatbag 2019 - Year of the Bounty Hunter.	10
Swift Update	12
CARS of WI Associate Members.	14
CARS of WI Direct Members	14
Scrap Metal Market Report	15

From the Secretary's Desk.... continued on page 11

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

Randy Dvorak

TJ's Auto - WI Rapids
715-423-3984
randy@tjsauto.net

Tom Goetsch

Rhineland Auto - Rhinelander
800-236-5639
tom@rhinelanderautosalvage.com

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

Jenny Lake

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

Matt Rowe

Speedway Salvage - Maribel
920-755-2852
mrowe@lakefield.net

Jeff Tisler

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

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

Visit www.carsofwi.com

CARS of WI 2018 Calender

5:30 Conference Calls - unless noted otherwise

- January 8, 2018
- February 12, 2018
- March 12, 2018
- April 9, 2018
- May 14, 2018
- June 11, 2018
- July 9, 2018
- August 13, 2018
- September 10, 2018
- October 8, 2018
- November 12, 2018
- December 10, 2018

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

CARS Committee Members

Legislation	*Koepf, Krumenauer
Bylaws	*Tisler
Convention	*Dowd, Dumke
Education	*Open
Insurance	*Bellin
Membership	*Dowd, All Directors
Newsletter	*Rowe, All Directors
Recycling	*Joas
Scholarship	*Hermann
Warranty	*Dowd, Bellin
Wicar:	*Goetsch
Website	*Krumenauer

*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.

CARS of WI Board Meeting

December 17, 2018 - Conference Call

Meeting called to order by Dowd at 5:32 p.m.

Board members present: Dumke, Bellin, Tisler, Krume-nauer, Ross,Goetsch, Koepp, Dowd, and Hermann.

Board members absent: Joes, Jenny, Rowe, and Randy from TJ's.

Novembers meeting attendance was low and wasn't record-ed.

Treasurer's report: Tisler made a motion to accept the treasurer's report and Goetsch seconded.

Legislative Committee: Nothing new, it as been all quiet on the legislative front.

Bylaw Committee: Edits were all sent in for inclusion on the website.

Convention Committee: Having the demo derby is out, insurance for the event would be \$2,500. Should we have an extra event to keep people present on Saturday evening? The bus ride to Elmers will be an hour. We should have cool-ers with drinks available for riders. Elmers is charging \$15 a head to walk thru the museum. There is also a local brewery in the area, which we could put in the plans. Should we plan for dinner after we return from Elmers or see if Elmers could have an area where we could have pizza brought in? We should cancel bus ride to Elmers and people can carpool ect, unless we get a sponsorship for the bus. The possibility of an RC car race on Saturday night.

Education Committee: Nothing new to report.

Insurance Committee: Nothing new to report.

Membership Committee: Nothing new to report.

Newsletter Committee: We NEED content.Reminder that

news articles are due at the 1st of the month!

Recycling Committee: Prices remain static.

Scholarship Committee: All scholarship winners have been notified and we are waiting to get their grades. Our scholarship raffle went well. The winners were: Badger tak-ing \$300, East Troy taking \$200, and Cousineau taking the \$100 spot. Thanks to all that participated.

Website Committee: Nothing new to report.

WI CAR Committee: Nothing new to report.

Warranty Committee: Nothing new to report.

Old business:

New business:

A motion to adjourn was made at 5:55 p.m. by Tisler and seconded by Hermann.

Yard Tours Needed

We are looking for yards that would like to invite attendees at the Upper Midwest Convention to stop by their yard for a yard tour. You do not have to do anything but let us know your doors will be open.

Please let me know if you will be open, and send me your address and directions.

2019 Upper Midwest Auto Recyclers Convention & Tradeshow

EXHIBITOR INFORMATION

2019 Upper Midwest Auto Recyclers Convention & Tradeshow



Hosted by Concerned Auto Recyclers of WI with ARM
www.recyclersconvention.com | www.carsofwi.com

slide to unlock

WE NEED YOUR HELP

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 at arm123@comcast.net or call 612-781-5555.

YOUR DONATION IS APPRECIATED!

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 at arm123@comcast.net or call 612-781-5555 for additional information.



HOTEL INFO

Ho-Chunk Hotel

W9010 Hwy 54 East, Black River Falls, WI 54615
800-657-4621

Just steps from our action packed gaming floor you will find the relaxation that you crave at Ho-Chunk Gaming Black River Falls Hotel. We invite you to also enjoy our indoor pool, sauna, whirlpool and wireless internet. Hotel also serves hot breakfast.

2 BAY SUITE

\$199 SUNDAY - THURSDAY | \$229 FRIDAY & SATURDAY

Available with a Queen or King Bed. Room includes Flat Screen TV, Keurig Coffee/Tea Maker, Refrigerator, In-Room Safe, Iron w/ Ironing Board, Blowdryer, Microwave, Alarm Clock, Wake-Up Calls, High-Speed Internet, Air-Conditioning. Requestable items include Adjoining Rooms, Rollaway Bed and Crib.

1.5 BAY SUITE

\$169 SUNDAY - THURSDAY | \$179 FRIDAY & SATURDAY

The Bay Suite 1.5 includes Conference Space, Kitchenette, Waterfall Shower, Steamer, (2) Flat Screen TV, Complimentary Water, Keurig Coffee/Tea Maker, Refrigerator, In-Room Safe, Iron w/ Ironing Board, Blowdryer, Microwave, Alarm Clock, Wake-Up Calls, High-Speed Internet and Air-Conditioning. Requestable items including Rollaway Bed and Crib.

NEW STANDARD ROOM

\$129 SUNDAY - THURSDAY | \$159 FRIDAY & SATURDAY

Available with a Two Queen Beds or one King Bed. Room includes Flat Screen TV, Keurig Coffee/Tea Maker, Refrigerator, In-Room Safe, Iron w/ Ironing Board, Blowdryer, Microwave, Alarm Clock, Wake-Up Calls, High-Speed Internet, Air-Conditioning. Requestable items include Adjoining Rooms, Rollaway Bed and Crib.

WHIRLPOOL SUITE

\$110 SUNDAY - THURSDAY | \$130 FRIDAY & SATURDAY

Our Whirlpool Suites come with a King Bed, Whirlpool Bathtub, Refrigerator, Keurig Coffee/Tea Maker, Microwave, Blow Dryer and Alarm Clock. Requestable items include an Iron and Ironing Board, Rollaway Bed, Crib and Adjoining Rooms.

STANDARD ROOM

\$88 SUNDAY - THURSDAY | \$98 FRIDAY & SATURDAY

Our Standard Rooms come with Two Double Beds, Refrigerator, Keurig Coffee/Tea Maker, Blow Dryer and Alarm Clock. Requestable items include an Iron and Ironing Board, Rollaway Bed, Crib and Adjoining Rooms.

PACKAGE PLANS

iPACKAGE **3**

iPACKAGE **2**

iPACKAGE **1**

PACKAGE PLANS	iPACKAGE 3	iPACKAGE 2	iPACKAGE 1
Three conference registrations (includes meals)	✓		
One conference registration (includes meals)		✓	
Trade Show booth includes skirted table, 2 chairs (1 chair for iPackage 1), wastebasket, signage, electrical (must provide your own extension cords & power strips) & 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	\$900⁰⁰	\$750⁰⁰

INFO FOR YOU

Trade Show Hours: Friday May 17 4:00-7:30PM and Saturday 9:00AM-12:00PM. No other programming is scheduled during this time. That is **6.5 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 an 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. If you need extension cords and power strips you must provide your own. Booths may be set up Friday, May 17 between 10:00AM and 2:00PM. If a booth is not set up by Friday, May 17 @ 2 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 18 promptly at 12:00 PM. 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, 2019, exhibitors will forfeit \$500 per booth deposit. Cancellations April 15, 2019, or after shall forfeit entire payment. All forfeited payments shall become the property of the Upper Midwest Auto Recyclers Convention & Trade Show.

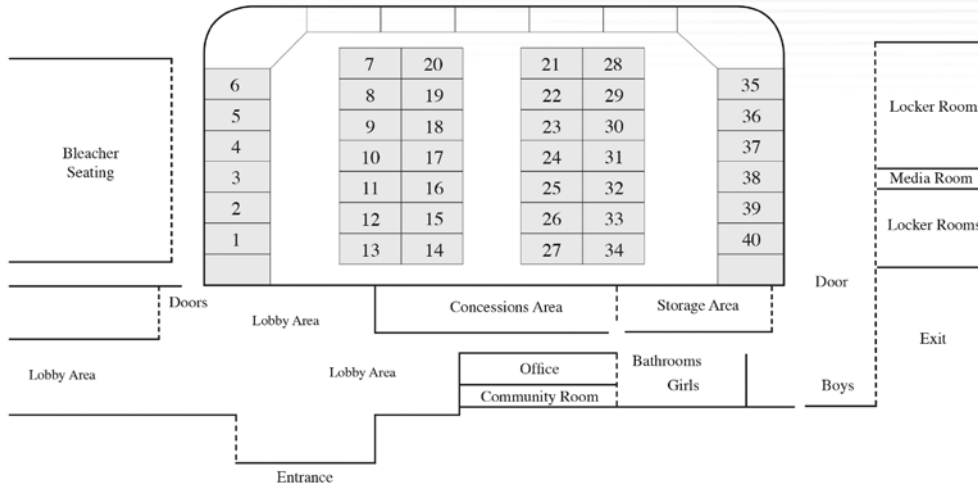
Deliveries/Shipping Info: Milt Lunda Arena 388 Melrose, Black River Fall WI 54615

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 #) Jackson County Fair Grounds/Milt Lunda Memorial Arena Shipping Instr; **Upper Midwest Auto Recyclers—Milt Lunda Arena 388 Melrose, Black River Falls WI 54615.**

Uncrated and Shipments Requiring Special Handling: All shipments must be prepaid. Shipments consigned directly to the convention site must not arrive prior to the first day of exhibitor move in. Consign shipments as follows: TO: (Name of Company Exhibiting and Booth #) FOR: Upper Midwest Auto Recyclers—Milt Lunda Arena 388 Melrose, Black River Falls WI 54615.

Outbound Shipping: Each exhibitor will be expected to label their exhibit materials and furnish shipping information. 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. **Milt Lunda Arena 388 Melrose, Black River Fall WI 54615**

**Milt Lunda Memorial Arena
Floor Map**



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 sandydumke46@yahoo.com no **later than April 20, 2019**.

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 - 7.25" w x 8.5" h	\$200

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 2019 convention website, recognition in the program booklet, area signage and preferential name badges.

HOTEL ROOM WELCOME HOST	\$1000	HOSPITALITY SUITE HOST	\$1000
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.		(THURSDAY, FRIDAY OR SATURDAY)	Each
REGISTRATION BOOTH HOST	\$1000	DINNER HOST	\$1000
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.		(FRIDAY OR SATURDAY)	Each
		TRADE SHOW BEER HOST	\$1000
		(FRIDAY OR SATURDAY)	Each
		LUNCHEON HOST	\$850
		(FRIDAY OR SATURDAY)	Each
		RECYCLED ART COMPETITION SPONSOR	\$750
		BREAK REFRESHMENT HOST	\$550
		(FRIDAY OR SATURDAY)	Each
		EDUCATIONAL HOST	\$550
		(FRIDAY OR SATURDAY)	Each
		BUS SPONSOR TO ELMER'S AUTO IN FOUNTAIN CITY	\$750

Contact CARS at 715-853-6337 or 715-853-6831 sandydumke46@yahoo.com to reserve your sponsorship or for more details.

2019 Upper Midwest Auto Recyclers Convention & Tradeshow

EXHIBITOR 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 office directly.

Total Sponsorship Opportunities \$ _____

Gun Raffle Ticket \$20 (*Only 150 tickets will be sold*)

Friday Trade Show Beer Host \$1000

Thursday Hospitality Suite Host \$1000

Saturday Trade Show Beer Host \$1000

Friday Hospitality Suite Host \$1000

Recycled Art Competition Sponsor \$750

Saturday Hospitality Suite Host \$1000

Friday Break Refreshment Host \$550

Friday Dinner Host \$1000

Saturday Break Refreshment Host \$550

Saturday Dinner Host \$1000

Friday Educational Host \$550

Friday Luncheon Host \$850

Saturday Educational Host \$550

Saturday Luncheon Host \$850

Bus Sponsor to Elmer's Auto in Fountain City \$750

Program Booklet Ad Space \$ _____

Business card size \$35

1/2 page \$50

Full page \$75

Center Fold \$200

Front inside cover \$125

Back inside cover \$125

Back outside cover \$150

(2 pages)

GRAND TOTAL \$ _____

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. Hotel serves hot breakfast.

Friday Lunch

| Friday Dinner

| Saturday Lunch

| Saturday Dinner

Mail/Email completed application and payment to:

CARS of WI

ATTN: Upper Midwest Convention & Tradeshow

11374 Flynn Lane, Suring Wi 54174

Questions: Contact CARS of WI 715-853-6831 or sandydumke46@yahoo.com

Need Your Help!

I would like everyone to help me find former CARS officers and directors. If you know of a person that served on the board of directors as a Pres., Vice Pres, Sec or Tres please let me know. I would like to have a picture of them to display at the CARS Annual Meeting in May. We want to recognize them at our 60th Anniversary celebration.

So please help me by either sending me some info on these people or if you run across someone on the street, at a restaurant or maybe they are a neighbor, ask them for permission to take a picture and send it to me.

CARS of WI Annual Meeting Announcement

The date for the CARS of Wisconsin Annual meeting has been set. It will be held at the Upper Midwest Recyclers Convention and Trade Show. The date will be May 18th at 3:00PM. Several members asked to have the Annual meeting in conjunction with the Upper Midwest, to streamline their time. The cars board had to change the by-laws to accommodate this. We have also had to change the by-laws to allow two directors from the same yard to serve on the board. Most of you know that getting people to participate in programs like state associations has been falling off due to inactivity. This is the CARS of Wisconsin's 60th Anniversary and we are planning some special surprises for attendees.

WACTAL Conference March 15-16, 2019 Best Western Green Bay Inn Save the Date!

The WACTAL Conference has been announced for March 15-16, 2019. *Building a More Profitable Business* will host seminars, spouse's program, and meetings on Friday and Saturday.

A reception will be held Friday evening at The Automobile Gallery.

Programs

Building a Profitable Business

by Bill Kinnard, President of Grandy & Associates

Understanding the difference between Accounting and Cash Flow and why your P&L will lie to you every day. What needs to go into your hourly rate. Workforce shortage, the millennial generation and bridging the communication gap. The two things you need if you ever want to get out of business. Kinnard will address all of this and more in his presentation.

Kinnard joined Grandy & Associates in 2005. With more than 30 years experience in the trades industry, he has conducted decades of business, financial, technical, and customer service training. Kinnard has a real passion for teaching business owners to better understand their businesses.

I-CAR Update

by Nick Notte, Senior Vice President

Confused or unsure about I-CAR's newly developed programs, changes in Gold Class, and the new pricing structure? You'll want to attend this seminar. Notte will talk about the exciting changes in I-CAR, the new gold class and new programs and pricing.

Friday Reception at The Automobile Gallery

Style, History, and America's love affair with the automobile come to life at The Automobile Gallery. More than 60 vehicles of distinction are on display, each with its own story to help guests understand and appreciate the impact of the automobile culture. Hors d'oeuvres and cash bar will be available.

Hands-On Pre-and Post Repair Scanning

by Ken Kempfer

In this hands-on class participants will team up to perform a pre-repair scan, make a determination what is causing the concern and the code, look up repair information, discuss what repairs are needed and whether or not those repairs should

be done in the collision shop or to sublet. No repairs will actually be performed. Advance registration required.

Kempfer is a communicator, an educator, I-CAR instructor, former radio host and technician. Kempfer has a passion for this industry, you can hear it - you can feel it.

Spouse's Programs

by Laura Lee Lotto

Make 'n Take (Friday 1-3:30 pm)

Learning how to incorporate health into your everyday life can seem overwhelming, however, it can actually quite fun! This 2 plus hour Make 'n Take program will have you active and involved making your own healthy, custom, oil infused products. Join us for lotion, spritzer, and lip balm making! You won't want to miss this!

Yoga & Meditation (Saturday 9-10 am)

Mindfulness practices are extremely important to our ability to retain information, keep memory sharp, manage stress and allow our body to heal. This active class will teach you the how's and why's of yoga and meditation practices. Dress comfortably and bring a yoga mat if you have one (there will be extras if needed).

Exercise, Eating Right & Essential Oils: Why they're important to a healthy lifestyle (Saturday 10am-noon)

Focusing on making an easy transition into clean eating, moving the body more, and incorporating essential oils into your lifestyle, this seminar is sure to help you learn some amazing tips and tricks to get your life on the path you are searching for. Keeping it fun and simple, Lotto will have you laughing, learning and moving!

Lodging: Call the Best Western for room reservations (920) 499-3161. Room block will be released February 15, 2019. Mention Wisconsin Auto Collision when making reservations. Room Rate \$129.99 plus taxes.

Registration Deadline: March 1, 2019

Contact WACTAL at (800) 366-9472, (262) 542-7707 info@wactal.com for registration information.

Let's Talk Recalls . . .

Be a Lifesaver #yankthatbag 2019 - Year of the Bounty Hunter

By Katie Stark & Paul D'Adamo

It's hard to look forward to 2019 without a quick review of 2018

Thanks to Auto Recyclers across North America, tens of thousands of defective Takata airbags have been removed from the Auto Recycling Industry in 2018. As an industry, we have stepped up our game to remove defective Takata airbags from resale inventory thereby decreasing the chance for someone to be injured or perhaps killed. We believe there are still opportunities out there for improvement.

Priorities

We have three overarching priorities here at RAS to ensure most effective identification and removal of safety recalled parts from our industry. First, to have all affected Automakers participate in the buyback program. We currently have 22 Automakers, 144 models, and 15 years of coverage. Second, continue to drive awareness and education for auto recyclers at all levels (Full Serve, Self-Serve, and Scrap) until we have 100% participation. Last, but not least, we continue to focus on developing new tools and processes that help recyclers in this space.

Awareness and Education

We launched the #yankthatbag campaign as part of our North American Road Tour in January. Our multi-media campaign covered a wide spectrum of material with presentations, articles, videos, social media posts, email marketing, and many phone calls. With over 45 years in the Auto Recycling Industry, RAS has developed deep roots with Recyclers, and we have built an incredible team in Rhode Island to sup-

port the Airbag Recovery Program.

Resources at RAS

Directly and indirectly, we have over twenty-five people working all aspects of the Airbag Recovery Program. Our Accounting, Check-In, Recall Phone Support, Shipping, IT, Compliance and Marketing teams have all contributed to making this program successful. From the administrative to executive level, RAS has invested substantial resources in helping Auto Recyclers comply with this Federal Recall while generating income from the bounty.

Developments in 2018

During 2018, we brought on four new Original Equipment Manufacturers; Jaguar/Land Rover, Ford (Ford, Lincoln, Mercury), Mercedes Benz (MB, Sterling), and Nissan (Nissan, Infiniti). At the same time, new premium bounties were placed on certain VINs for the 2006 Ford Ranger (extra \$100) and all models under Jaguar/Land Rover (extra \$90) to encourage recyclers to remove them. In the case of the Ranger, Ford identified some airbags that were more susceptible to being defective due to manufacturing defect, and the Jaguar/Land Rover premium bounty of \$100 was put in place due to heightened difficulty of airbag removal.

Plans for 2019

We are putting a renewed focus on the Self-Service/Scrap segment of Auto Recycling in 2019. Self-Service and Scrap yards produce large monthly turns of vehicles. I wrote an article earlier this year which addressed why

Self-Service/Scrap Recyclers have an advantage over traditional full-serve recyclers. It pointed to several key variables such as Volume, Unit Pricing, Vintage, Process, Corporate Responsibility, and Return on Investment (ROI).

We have developed a mobile phone App for Self-Service/Scrap Recyclers to more efficiently manage their airbag recovery program. I affectionately refer to it as our YAPP (Yard App). We are currently testing it in the Northeast. We hope to have another OE join the program in the first quarter and to introduce several other recall program developments to bring more value to auto recyclers.

We will be putting a new twist to our "Be a Lifesaver, #yankthatbag" campaign in 2019. Stay tuned . . .

2019 – Year of the Bounty Hunter

*From the Secretary's Desk...
continued from cover*

from the same yard serve as directors. As in every year, we will have room on the board for new directors. We replace 4 or 5 directors each year. The commitment is a three-year term and I highly recommend if there are any people who would like to come on the board to let us know. As in everything else, if you find that you can not complete the three years of your term, you have the option to be replaced. So, do not be afraid to be on the board, you will enjoy it and learn a lot from all the different directors.

Thank You.

Respectfully Yours,

Sandy

Swift Update

By Mike Swift, ARA Past President

Today Is the day

Hello Fellow Auto Recyclers. If you are like me, what the hell happened to 2018? When they say time flies, you better believe it. I don't know how your year was but here in Iowa at Swifts Trails End, we did better than last year but didn't set any records. Then we get the great news this week, the price of scrap drops over 40.00 dollar per ton. I did read on facebook that seemed to be all over the country. I don't know if it is the tariff's or price of oil. We always hear a bunch of reasons, but do we ever really know why?

I know and I am sure you are doing the same. Trying to buy the right cars, inventory the parts, get them in the system, and make a profit.

At last year's ARA convention, ARA is starting a mentoring program, that hopefully will get some recyclers back on the path to being more profitable. If you would like to learn more about this program contact RD Hopper, Marty Hollingshead, or myself, as recyclers, can all try to teach other a few tricks that we can share to hopefully get each other headed in a profitable direction in our businesses.

I know that my frustration is still with Inventory and how to be more accurate with making sure that I am inventorying the parts correctly. I use the tools that everyone else uses but for me, it is time for the OEM to provide Auto Recyclers that same info that the collision industry uses, so they are accurate when they do an estimate on a vehicle. It is not easy to identify parts, for example mirrors. How many different mirrors does each vehicle have. Some over 20 different types. We have to ask 20 questions to determine what the customer has and we already had to google it to see what we might have. We look stupid. Our same customer called the Dealer. The Dealer asked for the last 8 of the vin, and gave the customer and answer. In seconds. We have to take minutes to check and to double check. Auto Recyclers need **Build Sheet Data** today.

So another reason I am writing today, is to let you know that ARA is committed to working on another year of trying to get us this information. The last 2 years we had HR2460 and sponsored by Adam Kinzinger, from Illinois. So now with a new year, new congress, we have worked on making the language to say basically, "**Just give us, Auto Recycler, what you give all of the other Auto Industries, No More, No less.**"

The biggest part of this comes at a cost. ARA PAC fund needs our help today. I know that we just got over elections and candidates asking for money but today is the day. It is raining! More and more Auto Recyclers are closing their doors. So if we want to continue and provide our customers with OEM parts with a more affordable price, then we need invest some money in the ARA PAC. We need to make sure that ARA can be in front of the right people. Consumer People, OEM, the list goes On

A lot of people can join in on this and I am asking today for our industry. If you can contact me and commit \$50.00 a month, \$100.0 per month or send a check for any amount. Please contact me at mike@trailsendauto.com. I have been asked to help with the ARA PAC fund. So I am asking today. I am committed and I need you to commit too. Our Future is in Our hands. It has to be us to help maintain what we have and hopefully get **Build Sheet Data** in our YMS today. If you have ay question please call me. If you agree or disagree please call or contact me

Only We Can make this better for All Auto Recyclers

Please contact me at anytime at mike@trailsendauto.com.

Living the Dream in Auto Recycling

CARS of WI Associate Members

Member Company	City	Telephone # E-mail
AAA Auto Salvage	Rosemount, MN	800-238-6664
A & B Converters	Burlington WI	262-206-5623 a_bconverters@yahoo.com
AFTEC Anti-Freeze Tech	Seymour, WI	800-711-1120
Alter Metals Recycling	Madison, WI	608-241-1571 kent.christen@altertrading.com
Ansay and Associates	Madison, WI	800-643-6133 jordan.gross@ansay.com
C & C Manufacturing	Ottumwa IA	
Car-Parts.Com	Ft Wright, KY	859-344-1925 Sales@Car-Part.com
Car-Partz	Weston, WI	866-355-5810
Cousineau Auto	Appleton, WI	800-642-2550 Bill@goodparts.biz
Derson Mfg	Watertown, MN	
Global Parts Solutions	Florence, WI	906-360-5940 Rod@globalpartssolutions.com
Hollander LLC	Plymouth, MN	763-519-3203
Hotsy Cleaning Systems, Inc	Delafield, WI	800-242-2353
Judd Cores	Jefferson, WI	920-674-2518
Junk Car Medics	Rochester, NY	????
Legend Smelting & Recycling	Spring Valley, CA	815-641-7661
Manheim Milwaukee	Caledonia, WI	262-824-2704 ryan.barker@manheim.com
Merchant Card International	River Falls, WI	651-271-6252 merchantservicescarl@hotmail.com
Mike French & Company	Lynden, WA	800-238-3934 mike@mikefrench.com
Nordstrom's Automotive	Garretson, SD	800-272-0033
Northern Metal Recycling	Eau Claire, WI	715-834-6677
Northern Metal Recycling	Rice Lake, WI	715-736-8697
Pam's Auto Inc	St Cloud, MN	800-560-7336
QRP of WI, Salvage Solutions	Tomahawk, WI	888-241-0294 ross.qrp@gmail.com
RPEP Express	Waupaca, WI	715-258-7676
Sadoff Iron & Metal	Fond Du Lac, WI	920-921-2070 hirschberg@sadoff.com
Sharp Auto Parts	Stillwater, MN	651-439-2604 sales@sharpartparts.com

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

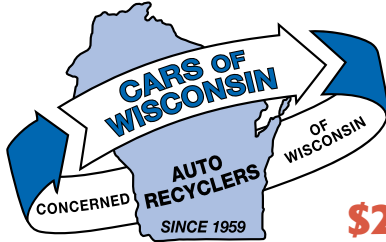
CARS of WI Direct Members

Member Company	City	Telephone #	Member Company	City	Telephone #
Al's Auto Salvage	Franklin	414-425-1890	Mount Horeb Truck	Mt Horeb	800-832-4831
Arrow Auto Inc	Green Bay	800-695-2776	Newville Auto Salvage	Edgerton	866-884-3115
Auto Parts & Recycling	Fredonia	800-680-2886	Niks Auto Parts	Neenah	800-242-4379
Awesome Auto Sales & Towing LLC	Mondovi	715-875-4200	Novak Ent/Norb's Salvage	Denmark	800-236-2524
Badger Motors	Wis Rapids	800-236-4395	Oak Leaf Auto Salvage	Rhineland	715-362-9445
Bay Auto Parts	Green Bay	800-229-2886	Ralph's Auto Salvage	Marinette	800-472-0281
B & M Auto Sales & Parts	Waukesha	800-236-2301	Ralph's Auto Salvage	Oconto	920-826-5283
Blaine's Auto & Truck	Slinger	262-644-8808	Rhine Auto	Plymouth	800-535-2325
Brian's Repairables	Abrams	920-639-9665	Remington Auto Salvage	Eau Claire	800-871-2560
Calumet Auto Salvage	Milwaukee	414-355-2222	Rhineland Auto Salvage	Rhineland	800-236-5639
Cleveland Auto	Cleveland	800-278-2178	Roz Auto Salvage	Milwaukee	800-281-2479
Conrads Auto Salvage	Mondovi	800-353-4611	Rocki Top Auto	Glen Flora	800-782-2065
Cousineau Auto	Antigo	866-330-3730	Schmidts Auto	Waunakee	877-869-4968
Cousineau Auto Weston	Weston	800-521-1443	Schmidts Auto	New London	800-242-2125
Diamond Auto Parts	Fond Du Lac	800-2367731	Shaw's Auto Salvage	Warrens	888-477-6578
Don Scharf Automotive	Eagle River	800-338-4002	Smitty's Salvage	Green Bay	920-468-7715
Dunke's Towing And Salvage	Clintonville	262-822-0252	Speedway Salvage	Maribel	920-755-2852
East Troy Auto Recyclers	East Troy	800-263-9780	Stanley Truck Sales	Stanley	800-844-7400
Elmers Auto Salvage	Fountain City	800-362-5004	Strandbergs Auto	Centuria	800-448-5121
Gauger & Son Salvage	Arena	866-291-2222	Sturtevant Auto	Sturtevant	888-835-2914
Green Auto Recyclers/Eagle Auto	Eagle	262-594-2819	St. Croix Auto	New Richmond	715-248-7718
Harpers Salvage	Wis Dells	608-254-7971	Sunset Curve Auto Parts	Weyauwega	800-242-8384
Holmes Auto Recycling	Oshkosh	800-235-7560	Suttner Ind/Ace Auto	Milwaukee	800-283-6192
Jantz Yard 4	Kenosha Wi	800-554-4770	TJ's Auto & Collision Center	Wis Rapids	800-300-7757
Kirchhain Auto	Cederburg	800-257-2576	Triple S Auto/A&D Auto	Milwaukee	800-558-2268
Kriewaldt Repair	Iola	715-445-3166	Tisler Salvage	Reedsville	920-732-3669
LKQ Great Lakes	Milwaukee	414-762-2650	Wallys Auto	Beaver Dam	920-887-0200
LKQ Smart Parts	Hustisford	800-236-3236	Waukesha Iron	Waukesha	262-547-7293
LKQ Star	Janesville	800-362-9451	Wisconsin Vehicle Recycling	Waupun	920-948-8941
Mommaerts Auto	De Pere	920-336-6269	Yaeger Auto Salvage	Weston Wi	877-436-8898
Morrison Auto	Edgerton	800-866-2277			

Join us and see what we can accomplish together!

CARS of WI Members, Promoting Excellence Through Education

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

Scrap Metal Market Report

January 2019

Crushed Cars	\$130.00 NT
Engines	\$160.00 NT
Transmissions	\$.10 LB
Steel Rims	\$200.00 NT
Auto Cast	\$210.00 NT
Starters	\$.16 LB
Alternators	\$.28 LB
Aluminum Rims	\$.68 LB
Aluminum Radiators	
Clean/Dirty	\$0.40 LB/\$0.15 LB
Brass/Copper Radiators	
Clean/Dirty	\$1.55 LB/\$0.90 LB
Harness Wire	\$.85 LB
Lead Wheel Weights	\$.17 LB
Batteries	\$.22 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.

CARS_0219



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