

Concerned Auto Recyclers of Wisconsin

CARS News

Promoting industry excellence through education.

February/March 2022

From the Secretary's Desk

By Sandy Dumke

As I am writing this letter to you it is February 2, 2022. Yep, Groundhog Day. Our Wisconsin groundhog forecasted early spring. That is good news. I don't know about you, but I have had enough cold weather.

The Upper Midwest Convention and Trade Show is being planned. The date is April 28 & 29 in Mounds View MN. I know Kelly with ARM has sent out the vender registrations to all the venders. We have not had a convention in two years, so we are hoping for a great turn out. Your registration forms will be mailed soon. So, get your registrations mailed in.

CARS of WI will be having the ANNUAL MEETING at this time, too. We decided to have our annual meeting at the same time, and location. This will give you a better opportunity to take in the great seminars and trade show along with the CARS annual meeting.

Since we have not had an annual meeting for two years there some directors terms are up. Most of the directors are willing to stay on the board but we may have a couple openings. If you would like to serve on the board, please let a director or let me know.

The seminars are looking very interesting. Andy Latham is the top guy where electric vehicles are concerned, so, get your shop guys involved and begin their training. Paul D'Adamo will be talking about catalytic convertors. Plus, many other speakers of interest.

Stay safe and see you at the Upper Midwest Convention.

Inside this issue...

From the Secretary's Desk	Cover
CARS of WI Board & Committees	3
CARS of WI Members	4
CARS of WI Board Meetings	5
In Memory of Glenn Wayne Ostberg, Sr.	6
CARS Condo Raffle	6
Midwest Runner Purchases RPEP	6
The Future of Mobility and Automotive Recycling: An Update on Battery Recycling and Outlook on Clean Energy Trends	7
2022 Upper Midwest Auto Recyclers Convention & Tradeshow	10
CARS of WI Membership Application	14



CARS of WI Board of Directors

President Pat Dowd

B & M Auto - Waukesha
800-236-2301
pjdowd@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

Jerad Jandren

Bay Auto - Green Bay
800-229-2886 ext. 115
jeradj@bayauto.com

Randy Dvorak

TJ's Auto - WI Rapids
715-423-3984
darkavic@hotmail.com

Executive Secretary

Sandy Dumke

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

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 Conrad

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@tislervalvage.com

Lobbyist

Greg Hubbard

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

CARS Committee Members

Legislation	*Koepf, Krumenauer
Bylaws	*Tisler
Convention	*Dowd, Dumke
Education	*Dowd
Insurance	*Joas
Membership	*Dowd, All Directors
Newsletter	*Rowe, All Directors
Recycling	*Joas
Scholarship	*Hermann
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

Visit www.carsofwi.com

CARS of WI 2021 Calender

5:30 Conference Calls - unless noted otherwise

- January 12, 2022
- February 9, 2022
- March 9, 2022
- April 29, 2022, Annual Meeting*
Upper Midwest Convention,
Mounds View, MN
- May 11, 2022
- June 8, 2022
- July 13, 2022
- August 10, 2022
- September 14, 2022
- October 12, 2022
- November 9, 2022
- December 14, 2022

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

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 Direct Members

Al's Auto Salvage

Franklin • 414-425-1890

Auto Parts & Recycling

Fredonia • 800-680-2886

Awesome Auto Sales & Towing LLC

Mondovi • 715-875-4200

Badger Motors

Wis Rapids • 800-236-4395

Bay Auto Parts

Green Bay • 800-229-2886

B & M Auto Sales & Parts

Waukesha • 800-236-2301

Blaine's Auto & Truck

Slinger • 262-644-8808

Brian's Repairables

Abrams • 920-639-9665

Calumet Auto Salvage

Milwaukee • 414-355-2222

Cleveland Auto

Cleveland • 800-278-2178

Conrads Auto Salvage

Mondovi • 800-353-4611

Cousineau Auto

Antigo • 866-330-3730

Cousineau Auto Weston

Weston • 800-521-1443

Dependable Auto Parts

Fort Atkinson • 800-262-1033

Diamond Auto Parts

Fond Du Lac • 800-236-7731

Don Scharf Automotive

Eagle River • 800-338-4002

Dunke's Towing And Salvage

Clintonville • 262-822-0252

East Troy Auto Recyclers

East Troy • 800-263-9780

Elmers Auto Salvage

Fountain City • 800-362-5004

Graveyard Auto

Hortonville • 920-779-4944

Harpers Salvage

Wis Dells • 608-254-7971

Holmes Auto Recycling

Oshkosh • 800-235-7560

Kirchhayn Auto Parts & Recycling

Fredonia • 262-692-2447

Kriewaldt Repair

Iola • 715-445-3166

LKQ Smart Parts

Hustisford • 800-236-3236

LKQ Star

Janesville • 800-362-9451

Mommaerts Auto

De Pere • 920-336-6269

Morrison Auto

Edgerton • 800-866-2277

Mount Horeb Truck

Mt Horeb • 800-832-4831

Newville Auto Salvage

Edgerton • 866-884-3115

Niks Auto Parts

Neenah • 800-242-4379

Novak Ent/Norb's Salvage

Denmark • 800-236-2524

Oak Leaf Auto Salvage

Rhinelanders • 715-362-9445

Ralph's Auto Salvage

Oconto • 920-826-5283

Rhine Auto

Plymouth • 800-535-2325

Remington Auto Salvage

Eau Claire • 800-871-2560

Rhinelanders Auto Salvage

Rhinelanders • 800-236-5639

Rocki Top Auto

Glen Flora • 800-782-2065

Schmidts Auto

New London • 800-242-2125

Schmidts Auto

Waunakee • 877-869-4968

Select Auto Parts & Sales

Milwaukee • 414-763-3474

Shaw's Auto Salvage

Warrens • 888-477-6578

Smitty's Salvage

Green Bay • 920-468-7715

Speedway Salvage

Maribel • 920-755-2852

Stanley Truck Sales

Stanley • 800-844-7400

Strandbergs Auto

Centuria • 800-448-5121

Sturtevant Auto

Sturtevant • 888-835-2914

St. Croix Auto

New Richmond • 715-248-7718

Sunset Curve Auto Parts

Weyauwega • 800-242-8384

Suttner Ind/Ace Auto

Milwaukee • 800-283-6192

TJ's Auto & Collision Center

Wis Rapids • 800-300-7757

Triple S Auto/A&D Auto

Milwaukee • 800-558-2268

Tisler Salvage

Reedsville • 920-732-3669

Wallys Auto

Beaver Dam • 920-887-0200

Waukesha Iron

Waukesha • 262-547-7293

Yaeger Auto Salvage

Weston • 877-436-8898

Join us and see what we can accomplish together

CARS of WI Associate Members

AAA Auto Salvage

800-238-6664 • Rosemount, MN

A & B Converters

a_bconverters@yahoo.com
262-206-5623 • Burlington, WI

AFTEC Anit-freeze

800-711-1120 • Seymour, WI

Alter Metals

kent.christen@altertrading.com
608-241-1571 • Madison, WI

Ansay and Associates

jordan.gross@ansay.com
800-643-6133 • Washington, WI

C & C Manufacturing

info@ccmfg.net
641-455-5686 • Ottumwa, IA

Car-Parts.com

Sales@Car-Part.com
859-344-1925 • Wright, KY

Cousineau Auto

Bill@goodparts.biz
800-642-2550 • Appleton, WI

Derson Mfg

dersonmfginc@acc.com
952-955-2668 • Watertown, MN

Global Parts Solutions

Rod@globalpartssolutions.com
906-360-5940 • Florence, WI

Hollander LLC

kirk.monger@hollanderparts.com
952-367-7237 • Eden Prairie, MN

Hotsy Cleaning Systems

hotsybjay@yahoo.com
800-242-2353 • Delafield, WI

Legend Smelting

dmiller@legendsmelting.com
815-641-766 • Spring Valley, CA

Manheim Milwaukee

ryan.barker@manheim.com
262-824-2704 • Caledonia, WI

Merchant Card

Intmerchantservicescarl@hotmail.com
651-271-6252 • River Falls, WI

Nordstrom's Automotive

800-272-0033 • Garretson, SD

Northern Metal

bob.kaplan@emrgroup.com
612-723-2280 • Minneapolis, MN

Pam's Auto

800-560-7336 • St. Cloud, MN

PMR INC

Chrysten@Pmrcc.com
888-901-5050 • Boisbriand

QRP of WI

715-258-7676 • Waupaca, WI

R.J. McClellan

carsnews@rjmc.com
877-525-4589 • Woodbury, MN

RPEP EXPRESS

715-258-7676 • Waupaca, WI

Sadoff Iron

920-921-2070 • Fond du Lac, WI

Sharp Auto Parts

sales@sharppautoparts.com
651-439-2604 • Stillwater, MN

A Membership Application may be found at carsofwi.com

CARS of WI Board Meetings

November 10, 2021

The meeting was called to order by Pat Dowd at 5:03PM.

Directors present were Dowd, Goetch, Tisler, Krumenauer, Joas, Dvorak & Dumke

Directors absent were Koepp, Hermann, Ross, Jandren, Conrad, Rowe

There were no minutes for October because there was no meeting.

The treasures reports were discussed. *A motion to accept was made by Pete and seconded by Randy.*

We got a notice from Greg that there was to be a legislation meeting about the unlicensed wholesale dealers. Greg wanted a couple directors to attend.

We were informed that Dennis from Cousineau had passed away in May. The grapevine is talking about RPEP being sold. Dumke will find out more about a sale.

There was no other business, and *a motion was made by Jeff to adjourn and seconded by Randy*

The meeting was adjourned at 6:09pm

Submitted by Sandy

January 12, 2022

The meeting was called to order at 5:34 PM.

Present directors were Jared, Jen, Matt J, Pete and Sandy

Absent directors were Pat, Robbie, Ryan, Tom H, Tom G, Matt R, Jeff, Randy.

A motion to accept the minutes from November was made by Pete and seconded by Matt. Motion carried. There was no December meeting.

There was no Treasury report.

Legislation committee: No report

Bylaws committee: No report

Convention committee: The Upper Midwest Convention will be April 28 & 29, 2022 in Mounds View, MN. CARS is in charge of the auction, Art contest and there will be the CARS Annual Meeting.

Education committee: No report

Insurance committee: No report

Membership committee. There are no new members

Newsletter committee: There are several yards that have change ownership. We will try to get more information

Recycling committee: Prices are going up and down.

Scholarship committee: No report

WICAR committee: No report

Website committee: No report

Old Business: None

New Business: It was announced that Midwest Runner has bought RPEP

Meeting Adjourned at 6:05PM

Respectfully Submitted,
Sandy Dumke

*A real friend is one who walks in when
the rest of the world walks out.*

Walter Winchell

In Memory of Glenn Wayne Ostberg, Sr. March 22, 1933 - November 11, 2021

Glenn Wayne Ostberg, Sr., age 88, and a resident of New Braunfels, passed away on November 11, 2021. Glenn was born on March 22, 1933 in Pine City, MN to the late Reuben Eric Ostberg and Jenny Dorothy Beckman. Glenn married Muriel Franzwa on December 27, 1958 in Modena, WI. He is survived by his wife, Muriel of 62 years; daughters, Deborah, Jill, Judy, Sally, Lynda and Sara; son, "Chip" Glenn W. Ostberg, Jr.; 12 grandchildren; 18 great-grandchildren and one great-grandchild. He was preceded in death by his parents; brothers, Roger and Gordon; sisters, Margarie Biding, Dorothy Skamfer and by a grandson, Rick Dingmann. Glenn grew up in St. Cloud, MN and worked with his father in the automotive business, which is where he developed his love of repairing and selling automobiles. Glenn

had many automotive businesses from 1967 to 1982 in the Chippewa Falls, WI area and retired to New Braunfels in 1982. In 1984, Glenn began his second journey into the automotive industry and was a successful business man in the New Braunfels area. After 35 years of semi-retirement, Glenn finally closed the doors at the young age of 87. In lieu of flowers, a donation to the Ostberg family for a future memorial or a donation to St. Paul Lutheran Church: www.nbstpaul.org in Glenn's name is preferred. To leave a message for the family, please visit www.luxfhcares.com and select obituaries.

***For those family and friends in the Wisconsin region, a memorial service/reunion will be planned for the summer of 2022 in the Chippewa Falls area.

CARS Condo Raffle

As most of you know that CARS owns a condo in Minocqua WI. We own the 4th week of the year. That was January 22-29, 2022.

Because we did not have a convention for the last two years, we decided to have a raffle drawing. We put the names of all the member yards, that paid their dues by Christmas, in a drawing. We picked five names as semi-finalists. Then we drew the winner.

The five finalists were—Bay Auto, B & M, Conrad's, St. Croix and Tisler Salvage. The winner was Bay Auto Parts.

Congratulations to Bay and we hope they enjoy their week

Midwest Runner Purchases RPEP

Midwest Runner has announced that they have purchased RPEP from Waupaca Mobile .

Midwest Runner
2375 ST. RT 39
Mansfield, OH 44903
414-747-0120

Welcome to CARS of Wisconsin!

The CARS of WI
Annual Meeting will
take place at the
Upper Midwest Auto
& Truck Recyclers
Convention and
Trade Show.

Watch for more
information coming
soon.

The Future of Mobility and Automotive Recycling: An Update on Battery Recycling and Outlook on Clean Energy Trends

By Becky Berube

On Friday, November 12, at the 78th Annual ARA Convention & Expo, in Dallas, TX, we assembled an expert panel to discuss what “electrification” will mean for automotive recycling. Dirk Spiers, Founder of Spiers New Technologies, and Lea Malloy, Head of EV Battery Solutions of Cox Automotive Mobility, now partners, provided an update on what they hope to be a “one stop” solution for battery life cycle management to include both reuse and recycle. Matt Watson, Director of Precious Metals Commodity Management LLC, presented research on energy trends and the heightened critical mineral demands of the future. With differing views on many topics, the panel agreed that future complexities will mean future opportunities for harvesting critical technology materials from end-of-life vehicles.



In short, recyclers are receiving hybrid and electric vehicles with batteries that need environmentally responsible and profitable solutions. ARA electric certification and EV battery handling programs from trainers like Andy Latham of Salvage Wire, provide the crucial first step before the sale; namely, removal of the battery while keeping employees safe. The next decision for the recyclers is where to sell the battery. Remanufacturing and reuse, as a rule, tend to be more profitable than recycling. A decision tree forms depending on the chemistry of the battery, the state of charge, and logistics.

In a September 1, 2021, press release, Cox Automotive announced as part of the Spiers New Technologies (SNT) acquisition, that “the new independent, third-party battery health diagnostic tool built by SNT and Cox Automotive Mobility is powered by SNT’s ALFRED battery decisioning platform. This battery health diagnostic tool is becoming the industry standard used globally to assess the condition and value of EV batteries, filling a void in the new and used EV category. Cox Automotive is currently delivering EV battery health reports as part of its Manheim condition reports at select auction locations.”

Automotive recyclers, Daniel Baldwin, of Nevada Pic A Part, wanted to know when the panel thought the battery supply chain would develop profitability and Jim Watson, of ABC Auto Parts, asked if they anticipated automotive recyclers being included in the loop. Malloy answered affirmatively regarding inclusion of recyclers in the end-of-life solution and Spiers emphasized the importance of taking in all chem-

istries, and not “cherry-picking” loads, to make the business case positive for both the end-to-end solution provider and the recycler. Important to note is that transportation of nickel-based and lithium-based batteries require special handling under the UN Manual of Tests and Criteria, section UN 38.3.

Matt Watson explained to the audience how lithium-based batteries containing higher percentages of cobalt and nickel would make the business case positive for recycling while lithium iron phosphate compositions or LFPs, with less expensive materials, cost money to recycle. For several years, Umicore Battery Recycling in Hoboken, Belgium, has been able to recycle all types and all sizes of Li-ion and NiMH batteries into cobalt, nickel, and copper alloys, with partner company Solvay, in France, that can further reclaim rare earth elements (REE) concentrates found in the pyrometallurgical slag. This operation has primarily served extended manufacturer responsibility take-back schemes in Europe and other parts of the world. Today, however, through the efforts of organizations like Call2Recycle, a battery recycling and stewardship program, batteries move through sorting partners and specific chemistry batteries are shipped to appropriate specialty processors. The processors extract useable metals to be used in the manufacturing of new products. Waste products are responsibly and safely disposed of according to Responsible Recycling (R2) and Basel Action Network (BAN) standards. The importance of selling to responsible parties cannot be overstated, as not doing so can become a liability to the recycler that generated and received payment for the scrap.

Watson made his case that there are serious mineral constraints for lithium, nickel, and cobalt, to meet the lithium battery production demand. He differentiated the amount of platinum group metals (PGMs) needed between a base case (minimum) and a zero-emission mandate (maximum) level being reached. The majority of auto catalyst scrap recovery will be in palladium while the demand for palladium will decrease significantly 20 years after the ICE vehicles retire. Higher PGM coatings will be required for hybrid vehicles due to cold starts and higher emission standards, but there is no such need for the metals in fully electric vehicles. Hydrogen vehicles, on the other hand, require large amounts of platinum.

Watson told the audience that copper and silver drive the electrification of everything and will be in high demand. Silver is the best conductor of energy with copper a close second, gold, and expensive third, and aluminum a distant 4th. He stated that 560 metric tons of copper had been mined in the past 1,000 years. We will be needing double that amount for the next 30 years for clean energy and the electrification of everything.

The bottom line is that it is a great time to be in recycling. These critical technology metals will be in demand and auto recyclers will have a continuous supply. The prices for these metals are likely to climb over the long term. Since recycling has a lower carbon footprint than mining, many OEMs get higher credits for using recycled ounces than mined ounces. This is more good news for auto recyclers.

If you have questions about this article or any issue pertaining to the recovery of precious metals and materials from automotive recycling, we, at United Catalyst, are here to help you. United Catalyst Corporation is a processor of scrap catalytic converters that offers global refining services. Our recycling solutions are accurate, scientific, and verifiable to get you the most money. United Catalyst is a processor you can trust.

To subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, TEXT 60-Second or Daily to 864-834-2003. You can also call us or email us at sales@unitedcatalystcorporation.com.

Becky Berube serves the recycling community as President of United Catalyst Corporation, is a Member of the Automotive Recycling Association's Educational Programming Committee and is the Immediate Past President of the International Precious Metals Institute.

2022 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow

April 28 & 29, 2022

2022 Upper Midwest Auto & Truck Recyclers Convention & Tradeshow



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

HOTEL INFO

AmericInn Hotel & Suites - Mounds View

2200 Highway 10, Mounds View, MN 55112
 763-786-2000

All events will be held at the Mermaid Event Center - which is physically connected to the AmericInn. Reservations can be made by calling 763-786-2000. Please ask for reservations and tell them you are with the ARM group block. All reservations must be held with a major credit card. **Reservations must be made no later than 12:00pm on 3-28-2022.** Reservations requests made after this date are available on a space available basis but will no longer be guaranteed a room type or the group rate.

King & Double Queen \$124.99 per night & tax
 Rates include continental breakfast located in the AmericInn lobby, whirlpool, pool with waterslide and 24-hour access to Anytime Fitness.

Offering easy access to Minneapolis and Saint Paul, Mounds View brings you the best of the Twin Cities. Visit Como Park Zoo & Conservatory or the Minnesota Zoo fun wildlife exhibits. Long Lake Regional Park offers trails along the water, while the Rice Creek North Regional Trail runs from Mounds View up to Golden Lake in Circle Pines. You can also catch a professional baseball, football, or basketball game at Target Field, U.S. Bank Stadium, or the Target Center.

BE PART OF THE LIVE AUCTION:

We are asking that each vendor bring along an item to donate for the Friday live auction. To coordinate the donation of your auction item please contact Sandy Dumke at sandydumke46@yahoo.com or call 715-853-6831, or simply bring with you to the convention and hand in at the Convention registration table.

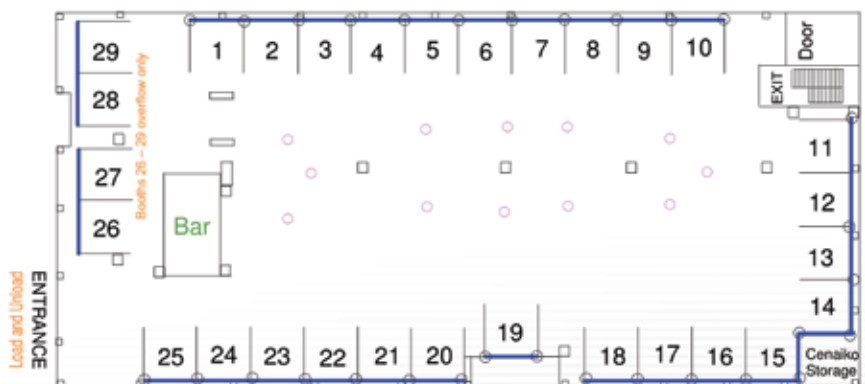
YOUR DONATION IS APPRECIATED!

RECYCLED ART COMPETITION:

Entries may be made from car parts or any recyclable materials. All entries will be sold in the Friday auction and artist will receive 50% of the proceeds from their auctioned item. You do not need to preregister to enter. Contact Sandy Dumke at sandydumke46@yahoo.com or call 715-853-6831 for additional information

Visit
recyclersconvention.com

Upper Midwest Auto Recyclers Trade Show Mermaid Event Center Atlantis Ballroom



EXHIBITOR INFORMATION

INFO FOR YOU

Trade Show Hours: Friday 6:00 PM – 9:30 PM. We welcome you to take full advantage of all the educational opportunities we are offering at no additional cost.

Cost: Booths are \$900.00 each which includes two full conference/trade show registrations. Cost for any booth staff over two is an additional \$125 per person.

Booth Information: We will provide you with an 8'x8' booth, one 6' table w/skirting, one 8' high back drape, two 3' high side drapes, wastebasket with liner, two folding chairs, wireless internet, and electricity. You may order a one-line booth sign for \$20.00. If you need extension cords and power strips you must provide your own. Vendors may begin booth set up Friday, April 29 at 12 noon. If a booth is not set up by Friday, April 29 @ 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 booth immediately at the close of the Trade Show on Friday night and the **Ballroom must be vacated by 11:59 p.m.**

Requirements: Full booth payment is required and must be received with the application. Space will not be held without payment and registration form. We reserve the right to reject any application. If an application is rejected, payment will be returned.

Cancellation Policy: In the event of cancellation prior to April 1, 2022, exhibitors will forfeit \$500 per booth deposit. Cancellations April 1, 2022 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: Cenaiko Expo has been designated as the official drayage contractor for your upcoming trade show. The drayage contractor is responsible for maintaining in and out traffic schedules. To assure orderly and expeditious handling of exhibit material in and out of the show, it is suggested that even local exhibitors clear all movement of exhibit material through Cenaiko Expo.

Shipping Instructions: All shipments by whatever means of transportation, **MUST BE PREPAID.** Collect shipments will not be accepted. Shipments should arrive no later than 4 p.m. on Monday, April 25th, 2022. **Consign all shipments as follows: TO: (Name of Company Exhibiting and Booth #) FOR: #4321 Upper Midwest Auto Recyclers C/O: Cenaiko Expo, 9697 East River Road, Coon Rapids, MN 55433.** The Mermaid Event Center does not have room for receiving or storing shipments prior to the show installation or storage of empty containers during the show.

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 of Friday, April 29th. **Consign shipments as follows: TO: (Name of Company Exhibiting and Booth #) FOR: #4321 Upper Midwest Auto Recyclers C/O: Cenaiko Expo/Mermaid Event Center 2200 Mounds View Blvd. Mounds View, MN 55112-4296.**

Outbound Shipping: Each exhibitor will be expected to have outbound shipments labeled and are responsible to call for a pickup at either the Mermaid Event Center or the Cenaiko warehouse. 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. Where carriers fail to pick up or refuse to accept shipments, Cenaiko Expo reserves the right to re-route such shipments to the Cenaiko warehouse. Where no disposition is provided, materials will be returned to Cenaiko Expo pending advice from the exhibitor and they will be charged accordingly for this service. No liability will be assumed as a result of such re-routing or handling.

Payment information must be submitted to Cenaiko Expo for freight to be accepted and handled.

If you would like to bring large equipment and will need outdoor space please contact the ARM office directly at arm123@comcast.net

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!**

HOSPITALITY SUITE HOST (THURSDAY, FRIDAY)	\$1000 EACH	HOTEL ROOM WELCOME HOST	\$600
TRADE SHOW BEER HOST	\$1000	Provide us with gift bags of your choosing, personalized with your company information, and we will arrange to have each and every convention hotel guest receive it at check-in.	
TRADE SHOW FOOD HOST	\$1000	(ARM must receive your gift bag two weeks prior to event.)	
COCKTAIL RECEPTION HOST	\$950	MANAGERS/OWNERS ROUNDTABLE HOST	\$600
REGISTRATION BOOTH HOST	\$950	AM BREAK REFRESHMENT HOST	\$500
includes signage at the registration table and your company name or logo on all name badges.		PM BREAK REFRESHMENT HOST	\$500
LUNCHEON HOST	\$900	EDUCATION HOST	\$500
RECYCLED ART CONTEST HOST	\$750		

Contact ARM at 612-781-5555 or arm123@comcast.net for further details.

SCHEDULE

Thursday, April 28

- 1 pm – 3:30 pm **Joint Yard Tour**
 1 pm AAA Auto Salvage;
 2:30 pm U Pull R Parts - 20418 Hwy. 65 NE, East Bethel, MN.
MUST BE PRE-REGISTERED TO PARTICIPATE NO WALK-INS ALLOWED. Masks required.
 Register with Karl Arnoldi at
 karl@upullrparts.com.
- 6 pm – 8 pm **Managers/Owners Only Round Table** Mermaid Event Center – Bowling Alley Meeting Room
- 8 pm – 11 pm **Vendor/Attendee Meet & Greet/Hospitality Suite**
 Mermaid Event Center – Bowling Alley Meeting Room

Friday, April 29

Breakfast available at hotel

- 7:15 am – 8:15 am **Registration** – Entry to Coral Bay Ballroom
- 8 am – 9 am **Back to Basics - EV Safety for Beginners**, Andy Latham – Salvage Wire
 Never touched an electric or hybrid vehicle before? Heard horror stories about how these vehicles can kill you? Step into the world of high voltage vehicles, learn how they work, the risks inherent in these vehicles, the processes required to shut them down and, most importantly, learn how to keep yourself and your colleagues safe from harm. Join industry specialist Andy Latham as he outlines how to work on one of these vehicles correctly. | Coral Bay 1
- 8 am – 9 am **Reevaluating, Rethinking & Reinventing Your Business**, Amanda Morrison – URG
 Join URG Member Relations Specialist, Amanda Morrison, as we discuss the challenges of change, reflect on past practices, current productivity, and highlight important ways to retake control of your yard and gear up for the future. | Coral Bay 2
- 9:15 am – 10:15 am **EV Management - Best Management Practices for Vehicle Dismantlers and Recyclers**, Andy Latham – Salvage Wire
 An electric or hybrid vehicle arrives in your yard, who is responsible for how that vehicle is received, assessed, inventoried, stored, dismantled and processed? Learn from industry specialist Andy Latham as he talks you through a best management practice for any vehicle dismantler and recycler of any size, including vehicle collection, receipt, assessment, storage, dismantling and parts sales. | Coral Bay 1
- 9:15 am – 10:15 am **Car-Part Interchange plus for Powerlink II; Pinnacle & Updates to Checkmate**, Theresa Colbert – Car-Part.com | Coral Bay 2
- 10:30 am – 11:30 am **Advanced EV - Maximizing value in EV's at End of Life**, Andy Latham – Salvage Wire
 Do the batteries in electric and hybrid vehicles have any value, or will they cost me money to dispose of? This is one of the most common questions. Join industry expert, Andy Latham as he discusses the various options available to vehicle recyclers and dismantlers with high voltage batteries and learn how to maximize the value from these components. | Coral Bay 1
- 10:30 am – 11:30 am **5 Things You Should be Doing on eBay (That You're Probably Not)**, Amanda Urban - Solera/Hollander
 Everyone knows eBay is the best place to sell car parts online. But increasing competition and lower margins is making it more difficult to yield the profits you had just a couple years ago. Learn how to stand out from the pack with 5 valuable tips that have nothing to do with lowering your prices. | Coral Bay 2
- 11:45 am-12:45 pm **Lunch** | Coral Bay
- 1 pm – 2 pm **Quality Controls for Cores and Catalytic Converters to Maximize Profits**, Paul D'Adamo "Core Hunter" - RAS
 Agenda: • The 7 Deadly Sins of Cores • "Making Change" in Your Business • Your Role in the Automotive Supply Chain - Think Reman • Reduce Deductions to Maximize Profit | Coral Bay 2
- 1 pm – 2 pm **How Effective are your Storm Water Best Management Practices? The Best Way to Evaluate Performance** - Dave Kendzioriski - Stormtech, Inc. This presentation applies equally well to both Minnesota and Wisconsin yards, | Coral Bay 1
- 2:15 pm – 3:15 pm **Time for the Heimlich Maneuver on Your Inventory?**, Paul D'Adamo "Core Hunter" - RAS
 Considering today's supply chain issues, this class is needed more than ever. Issues covered include * Owner/Management Focus * Vehicle Inventory * Loose Parts Inventory | Coral Bay 2
- 3:30 pm – 5:30 pm **Cocktail & Hot Appetizers Reception/Live Auction/ Recycled Art Contest** | Coral Bay 1
- 6:00 pm – 9:30 pm **Trade Show & Dinner** | Atlantis Ballroom
- 9:30 – 11 pm **Hospitality Suite** | Coral Bay

SPEAKERS BIOS

Theresa Colbert - is an on-the-ground representative for Car-Part.com. She works with dismantling yards to help them decide which products in the Car-Part suite best fit their needs and shows them how they can optimize their part listings for online sales through eBay, Brokering, and Trading Partners. She does this by emphasizing the importance of accurate part grading and high-quality part images. She also stresses the value of online sales in our current marketplaces. Theresa has been with Car-Part.com for over 10 years. Previously, she worked at Nu-Parts Automotive Products for 10 years. Prior to Nu-Parts, she was the manager at Winter Auto Japanese Engines in Glendale, Arizona, and at AAA Economy Auto Parts in Phoenix, Arizona. With over 25 years of industry experience, she has seen the auto recycling world from almost every point of view.

Paul D'Adamo "Core Hunter" - RAS - Currently serving as the "Recall Guy" at Rebuilders Automotive Supply, Paul D'Adamo has been an active member of the auto recycling community for 31 years. He is currently morphing into the Core Hunter, maximizing Core profits for recyclers. Former owner of Bill's Auto Parts, Regional Manager for Pick-n-Pull, Consultant at Recycling Growth, Adjunct Faculty at Curry and Babson College, Paul has always focused on Leadership, Communication, and Organizational Skills.

David Kendzioriski - is the Program Manager for the MN & WI Certified Automotive Recycler Programs. The MN-CAR and WICAR programs help professional recyclers comply with environmental, safety, and business regulations and certify recycling companies that meet the program standards. Dave is President of Stormtech, Inc., which specializes in developing and managing state certification and compliance programs for the auto recycling industry. Dave oversees state programs for auto recyclers in MN, WI, MI, & CA. Dave is the author of the Automotive Recyclers Association's Storm Water Guidance Manual, and he previously managed ARA's Certified Automotive Recycler program. Dave has a bachelor's degree in Biology and a Master of Science degree in Water Resources Management from the University of Wisconsin.

Andy Latham - From shop floor apprenticeship to After Sales Manager in retail motor industry, joined Aviva as Claims Engineer, now specialist in Motor Salvage and Automotive Recycling. Have a desire to raise professionalism within the global Auto Recycling industry, support and develop talented people within the industry who will be able to improve and advance auto recycling across the world. Member of the Steering Committee for the bi-annual CARS Expo (www.cars-expo.com), Member of the Management Committee of the UK Vehicle Recycler's Association (<https://www.vrauk.org>). Registered as Incorporated Engineer (IEng) with the Engineering Council UK, Advanced Automotive Engineer (AAE) and Fellow of the Institute of the Motor Industry (FIMI), Member of the Society of Operation Engineers (MSOE) and Member of the Institute of Road Transport Engineers (MIRTE).

Amanda Morrison - URG - Amanda is the Relations Specialist for URG. Amanda graduated from Montana State University- Bozeman in 2013 with a degree in Business Administration with a focus in Marketing and Management and a minor in Small Business Management. She has been in the customer service industry for over 10 years and has 6 years of sales experience in both the retail and automotive industries. Amanda started with URG in March 2019 and has loved working one on one with URG members help grow their bottom line.

Amanda Urban - Solera/Hollander - As an eBay Sales Specialist at Hollander, Amanda helps new sellers get acquainted with eBay, maintain eBay best practices, optimize sales and stay up to date on the ever-changing online-parts marketplace. Prior to joining the Hollander team, she was an eBay Top Rated Power seller for ten years which was split between selling new and used motorcycle parts and new auto parts.

Visit

recyclersconvention.com

for Exhibitor and Attendee Registration Forms and the most recent convention & trade show information

Contact ARM at 612-781-5555 or arm123@comcast.net for further details.

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_0222



CARS News
RJ McClellan, Inc.
PO Box 25615
Woodbury, MN 55125

Change Service Requested

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