

Concerned Auto Recyclers of Wisconsin

CARS News

Promoting industry excellence through education.

August/September 2022

What You Need To Know About EV Batteries

By *Andy Latham*

A car powered by an electric battery: Are they safe?

Electric vehicles or plug-in cars as some people refer to them have to undergo the same rigorous testing just as any petrol and diesel powered vehicles. In addition, many safeguards are built-in relating to the battery and high voltage electrical systems for which, thankfully, you don't need an auto electrician course to understand. These safeguards prevent the battery from becoming dislodged in an accident, are designed to shut the high voltage system down and prevent the possibility of the car's chassis becoming live. So, there is no real need to be concerned.

I've heard that the charge in electric vehicle batteries doesn't last very long and that charging stations are hard to find

It is true that in early models you were unlikely to get much further than 100 miles on a full charge, and yes, you might have had to travel many miles to find a charging station. However, as technology has developed and electric cars have become more popular things are changing rapidly. This is due to cheaper operating costs coupled with the reduced environmental impact and over time battery performance has improved considerably. It is now possible to cover 250+ miles in EV models now on the market. Ironically, the number of charging stations has also risen exponentially and not only in fuel stations they can now be found in shopping centres, supermarket car parks, motorway service stations etc. Most sat nav's now carry information about charging stations near your location.

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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



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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.

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A Membership Application may be found at carsofwi.com

EV Batteries... continued from cover

What type of battery will I find in a modern electric car?

Lithium-ion batteries are the ones in common usage today for electric vehicles. They offer a high-energy density and last longer than other types of electric battery, which is why they are the battery of choice for EV manufacturers. Battery technology has come a long way since the first lead acid batteries were used over 100 years ago.

What other types of vehicle batteries are there?

All vehicles still have a 12v battery - 98% of these are lead acid - along with additional batteries for alarm systems, telematics, tyre pressure sensors and many other devices.

Nickel metal hydride batteries are found in many hybrid vehicles and give a greater output than lead-acid batteries; They also have a long life with recorded mileage in excess of 150,000.

What about recycling?

Most high voltage batteries in hybrid and electric vehicles last beyond the lifetime of the vehicle, with many being utilised as static storage for homes and in solar and wind farm facilities. Once they have reached end of life, batteries are recycled in processes that separate all the elements that make up the battery so they can be re-used in new product.

A final word

Hopefully that dispels a few myths. EV batteries are perfectly safe and your vehicle manufacturer will tell you all you need to know about the battery in your vehicle. Maintenance of an electric vehicle, however, requires specialist training despite the many safeguards in place. The risk of electrocution is real and maintenance requires specialist knowledge. Remember though, that even though you can travel a relatively long distance in an electric vehicle, like any other car, regular maintenance is key for optimal performance.

About Andy Latham

From shop floor apprenticeship to After Sales Manager in retail motor industry, joined Aviva as Claims Engineer, now specialist in Electric and Hybrid Vehicles as well as Motor Salvage and Automotive Recycling.

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).

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Bob Marley

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Or visit their website for more information at www.midwestgas.us



Quality Control for Cores - A United Front

"Core Companies Coming Together to Increase Profits for Recyclers"

By Paul D'Adamo, RAS "Core Hunter"

My goal for 2022 was to hit the road and participate in State, Regional, and National Conventions and Trade Shows to promote the concept of QC for Cores and Converters. What started as a simple campaign is now a traveling road show for Core related companies. It has been a pleasure to share the stage with Theresa from Checkmate/Car-Part, Jared from G-Core, Mark from Max Cores, Cliff from PMR, Jason from UCC, and others.

Our objective is to improve core profits for recyclers. In the process, we are shaking off some of the Old-School thinking surrounding cores. Cores are not junk; Cores are Valuable Merchandise!

Focus On QC for Cores

As a result of a QC Core Audit in 2021 for a large multi-site operation, I boiled down the primary issues with their cores to 7 focus areas: aftermarket parts that can't be remanufactured, parts with pulleys that didn't turn, incorrect part #'s, illegible part #'s, broken housings, excessive rust or burnt parts, and poor packaging. I then branded them as the 7 Deadly Sins of Cores and decided to take it on the road.

I am NOT a Core Expert, but a Recycler working at a Core Company. This has advantages because I have become the recycler's "Inside Guy." The real Core Experts are folks who work for competitive companies. The key is that we all share a united desire to help recyclers produce a high grade of quality cores.

Core Companies as a United Front

Auto Recyclers are fortunate to have such a wealth of expertise and experience amongst the ranks of our vendors. Their experience and insight on quality control for cores are a benefit to recyclers and a boost to their bottom line. It is important to note that our companies and other recycler-related vendors support the industry. We ask all Recyclers to join their State Associations and ARA to keep our industry thriving.

It's All About Change

Much of this comes down to one dirty little word: CHANGE. Many recyclers still harbor "old school" ideas about cores. Throw parts in a box, send it in, and expect a top-dollar return. AIR HORN SOUND!! We need top-quality core suppliers that allow remanufacturers to keep the automotive ecosystem in good health and supply customers with a choice in the marketplace. We do NOT want a proliferation of cheap aftermarket knockoffs flooding the market.

Future Dates: QC for Cores (Seven Deadly Sins of Cores)

Take advantage of the next series of Conventions and Trade Shows where we will be talking about QC for Cores: TARA (Texas) August 5 & 6, Tri-State (Indianapolis) August 26 & 27, AARDA (Alberta) September 17, ARA (Orlando) September 23 & 24, ARAAC (Nova Scotia) September 30 & October 1, and ARNE (New York) November 11 & 12.

Questions on QC for Cores? Contact Paul at pdadamo@coresupply.com or 401-458-9080.

Accurate Converter & CARS of WI Sign Agreement

We are happy to announce that CARS of WI has signed an agreement with Accurate Converter to earn additional funds. CARS will receive \$0.25 per unit they purchase from the CARS members.

The rebate will be calculated at the end of each month and Cars will receive a check by the 15th of the month. There are some yards they have bought cats from have also donated to this program. The money does not come out of your sales. So, if you are interested in also donated to the CARS CAT FUND please talk to your sales representative.

I want to thank Accurate Converter for the opportunity to develop a mutually beneficial relationship.

CARS of Wisconsin Board of Directors
Sandy Dumke, CARS of WI Secretary

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The “Bubble” and Why YOU Need to Use It!

By Theresa Colbert

Since COVID started, the #1 complaint I have been getting from yards is, “Why do people have the Car-Part Messaging Bubble (iCPM) and NOT answer it?”

I have been getting this feedback from yard owners, managers, and employees. When I say I get this complaint a lot, I am not exaggerating. Usually at least once a day! I have spent the last 10 years on the road for Car-Part and the “bubble” is one of those things – when you know, you know! The people who use our instant messaging correctly are usually top sellers at a company. They will have 10 or 15 conversations going at one time. This is not like the “old days” of “chat rooms.” iCPM is more like being able to text message from your desktop, with the ability to have what you are looking for pre-filled in.

I think it may be time to revisit instant messaging and talk about why we need to make sure we are answering our messages. We live in an instant gratification, text message world. My kids would never call a person when they can text message or use Live Chat.

Recently, a Car-Part.com website shopper sent us a Facebook message, very ticked off because he was trying to find a door mirror. He messaged 4 recyclers with Live Chat (which goes to iCPM) and none responded. He sent us

screenshots of all of them and in all of them, the seller was Available but just never responded. Poor guy spent 40 minutes on this, from what we can tell by the clock in the screenshots. Some, he was asking if they’d ship it. Some, he asked what the price was. On one, he even said he wanted to buy it and just wanted to know how to pay. No one responded.

Would you ignore a ringing phone?

No, you would not let the phone ring when a customer is calling. But you won’t “pick up” your instant messaging when they find the part on Car-Part.com. They know the price. They are just “calling” to see if you still have it, if you ship, and how to pay for it!

Do you like selling to other recyclers?

Answer your bubble! Most salespeople are busy! They can’t always pick up the phone to call you. But, they can instant message with a customer, while helping the counter customer, and the customer on the phone.

Designate who answers iCPM!

If you are not in sales, or not able to answer your messages, pick someone else at your business who can and will answer “the bubble,” so you are not losing sales from other recyclers. You can decide which salesperson talks to recyclers, shops, insurance adjusters, or the public. Your Car-Part web tech can help you set it all up.

Do you like selling to shops and insurance adjusters?

With Live Chat and Real Time Part Verification (RTP), shops and adjusters can check the part, see if you still have it, and order it from their tablet while standing in the lot looking at the car.

If you want to know more about Car-Part Messaging (iCPM) or need a refresher course in all that Car-Part Gold has to offer, get a hold of me or come to one of our online webinars. You can sign up at: products.car-part.com/webinars/

Or, as always, call me, text me, or email me at 859-802-2382 or TheresaC@Car-Part.com

C.A.R.S. of Wisconsin Scholarship Opportunities

Robert R. Morrison 1 @ \$1500

Cheryl A. Rastia 4 @ \$500

Bob Hoffmann 1 @ \$1000

To apply for any of these three scholarships please submit an essay that answers all questions as completely as you can. In addition, add any information that you think may help separate yourself among the other candidates. All applications due November 30th.

Please provide your Contact Information:

- Address, phone and email.

Requirements for all three opportunities:

- Must have a relative or parent who is either an owner or employee of an auto salvage yard.
- Must have and show proof GPA of 2.5 or above to be considered for this scholarship.
- Salvage yard must be a member of C.A.R.S.

Family Information:

- Please include the name and employment of your relative that is associated with a yard.
- We will also need to know the Yard name that the above relative is employed through.

Finances:

- How much have you personally saved or plan to contribute to your college experience.
- How much will your parents/relatives contribute to your schooling.
- Any special circumstances that we should know about.

High School:

- What clubs/sports/activities were you involved in.
- How did these activities prepare you for your future endeavors?

Further Education:

- What school are you planning to attend?
- Have you already been accepted?
- When do you expect to graduate?

Career Plans:

- What career are you trying to pursue?
- What are the steps needed to achieve a position in your career?

Additional questions:

- What is your biggest weakness and how do you plan on making it a strength?
- In your opinion, explain the general public's perception of the automotive recycling industry.
- Explain how you would portray what our industry does to someone who has never heard of this industry.

Mail or email essay to:

Cleveland Auto
Thomas Hermann
1486 North Ave.
Cleveland, WI 53015
clevelandauto1929@gmail.com

Applications are due November 30th

**A CARS of WI Membership Application
may be found at carsofwi.com**

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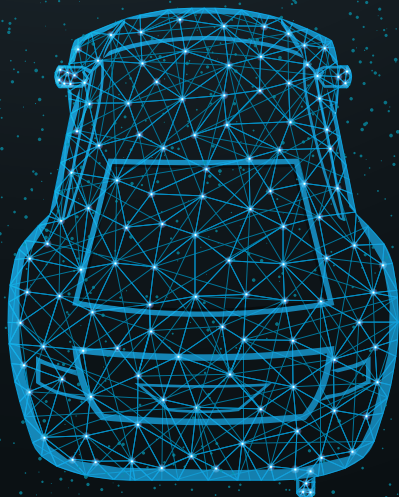
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