



Concerned Auto Recyclers of Wisconsin

# CARS News

Promoting industry excellence through education.

December 2021/January 2022

## Best Management Practices for Auto Recyclers

By Dave Kendziorski, WICAR Program Manager

1. **Prevent contamination of authorized non-storm water discharges.** Authorized discharges include water line flushing, landscape irrigation, groundwater infiltration, potable water, foundation drains, air conditioning condensate, residential car washing, and fire fighting water.
2. **Eliminate un-authorized non-storm water discharges.** Un-authorized discharges include wash water, process wastewater, sanitary wastewater, building floor drains and sinks, and cooling water.
3. **Conduct good housekeeping inspections.**
4. **Equipment preventive maintenance.** Inspect equipment or wear and leaks. Document the inspection observations, and document repair work. Perform scheduled and preventive maintenance.
5. **Sweep paved areas.** Sweep as often as needed to prevent the accumulation of sediment on pavement, and to reduce sediment wash off.
6. **Use catch basin filters or inserts.** Install, clean, and maintain filters in all storm sewer inlets or catch basins. Filters may be removed during winter/spring where needed to avoid ice clogging and flooding.
7. **Provide spill kits.** Provide adequately stocked spill kits wherever fluids are used or stored. At a minimum, spill kits to be provided at fluid storage areas, vehicle processing and dismantling areas,

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### CARS News Submission Dates

Issue . . . . .Deadline	Issue . . . . .Deadline
Feb/Mar . . . . . Jan 1	Aug/Sept . . . . . July 1
April/May . . . . . Mar 1	Oct/Nov . . . . . Sept 1
June/July . . . . . May 1	Dec/Jan . . . . . Nov 1

Visit [www.carsofwi.com](http://www.carsofwi.com)

## CARS of WI 2021 Calender

5:30 Conference Calls - unless noted otherwise

- January 13, 2021
- February 10, 2021
- March 10, 2021
- April 14, 2021
- May 12, 2021
- June 9, 2021
- July 14, 2021
- August 14, 2021 - In person Board Meeting with Golf Outing, Waupaca MUST REGISTER
- September 8, 2021
- October 13, 2021
- November 10, 2021
- December 8, 2021

**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.

## CARS of WI Direct Members

- Al's Auto Salvage**  
Franklin • 414-425-1890
- Auto Parts & Recycling**  
Fredonia • 800-680-2886
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Mondovi • 715-875-4200
- Badger Motors**  
Wis Rapids • 800-236-4395
- Bay Auto Parts**  
Green Bay • 800-229-2886
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Oconto • 920-826-5283
- Rhine Auto**  
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- Yaeger Auto Salvage**  
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***Join us and see what we can accomplish together***

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## CARS of WI Associate Members

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800-238-6664 • Rosemount, MN
- A & B Converters**  
a\_bconverters@yahoo.com  
262-206-5623 • Burlington, WI
- AFTEC Anit-freeze**  
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jordan.gross@ansay.com  
800-643-6133 • Washington, WI
- C & C Manufacturing**  
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- Car-Parts.com**  
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**A Membership Application may be found at [carsofwi.com](http://carsofwi.com)**

# Celebrate Quality This Year!

## Quality is not a Gift that comes Wrapped Neatly in a Box

*By Paul D'Adamo*

### Will Santa Bring you Quality in a Box for Christmas?

We won't know for sure whether you are on the Naughty or Nice list this year, but the reality is Quality is not a gift that comes wrapped neatly in a box under your Christmas tree. It requires a great deal of effort on your part.

As the Owner of a business, or any Leadership position, YOU are responsible for creating Quality. I have been blessed to meet so many of you over the years, and I've seen people who have taken their business to soaring heights, rising from the ashes like a Phoenix. I don't believe money is their primary motivation. They are singularly focused, obsessed, you might say, with Quality.

### How Do I Manage to Infuse Quality in Every Aspect of My Business?

Again, Quality doesn't come in a box. It is inbred in everything related to your business: Employees, Customer Service, Inventory, Equipment, and Finance. Being able to prioritize and execute a plan is central to each of these areas. Building a business or department doesn't happen overnight, but your relentless pursuit of doing it the right way every time creates a culture of change that adapts with the times. Time is the most precious of our resources; it is your friend if you use it wisely and your enemy if you squander it.

### My Holiday and New Year's Wish to all Recyclers

If there is one thing that I am sure of, Auto Recyclers are some of the most resourceful people on the planet. Our Core (you know that pun was coming) mission is to take end-of-life products and somehow make money with them. It is recycling at its best, and it happens daily all over the world. Oh, and another thing I have found out in my 31

years in the business . . . these Recyclers are some of the kindest and compassionate people you will ever associate with and are always there to lend a hand.

Scott Robertson comes to mind as one of these people. His commitment and leadership these past two years as President of ARA, represent his selfless pursuit of Quality in our Industry. To paraphrase the famous tagline at the end of the Hair Club for Men commercial, "I'm not just the President of ARA, I'm also a Member."

News Flash: Despite Scott's extended Presidency, unrelenting meeting and travel schedule, dealings with Automakers, Regulators, Recyclers, and other industry partners, and navigating our Industry through COVID-19, Scott has a full head of hair!

My heartfelt holiday wish is that our industry continues to innovate, cultivate, and prosper. Happy Holidays from RAS!

### Make Quality Your New Year's Obsession

While still maintaining my role as the "Recall Guy," I have recently morphed into the Core Hunter. RAS has given me a long leash in my obsession to "Give Back" to the industry by mitigating liability on Recalls and helping Auto Recyclers continue their relentless pursuit of Quality and Profits.

Questions on QC Counts? Contact Paul the "Core Hunter" at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080.

*Best Management Practices .. continued from cover*

- equipment maintenance areas, and vehicle crushing areas (when crushing).
8. **Spill response.** Adequately respond and promptly clean up any significant spills or leaks of vehicle and equipment fluids. Properly prevent leaks and spills. During monthly inspections, document number of spills observed that were not properly cleaned up. SWPPP to define spill response procedures.
  9. **Spill control training.** Document annual spill control training of all facility (yard) employees and supervisors.
  10. **Spill reporting.** Meet applicable State and Federal spill reporting and notification requirements.
  11. **Use non-structural erosion controls.** Use non-structural erosion controls, including stone/gravel cover, vegetation, filters, and stabilization measures to control erosion, scouring, and excessive sediment runoff from unpaved roadways, drainage ways, and other un-paved areas.
  12. **Inspect and inventory incoming salvage vehicles.** Inspect incoming vehicles for leaks and spills, and contain the leaks or immediately process the vehicles.
  13. **Control fluids during parts dismantling and vehicle processing.** Properly drain antifreeze, brake fluid, motor oil, and transmission fluid. Conduct all processing inside a building or outside on an appropriately designed hard surface. Use excellent housekeeping and spill controls, especially for outside processing.
  14. **Drain fuel.** Safely drain gasoline and diesel fuel from salvage vehicles prior to long term storage or dismantling. Must be drained on an appropriately designed hard surface in an area with adequate ventilation.
  15. **Properly store and handle all vehicle and equipment fluids.** Store fluids inside a building or outside in secondary containment. Follow State and Haz Com labeling and container/closure requirements.
  16. **Properly handle, store, and package batteries.** Remove batteries from salvage vehicles, store batteries in a covered container or inside a building or covered storage area on impervious surface, store cracked batteries separately and contain and neutralize spilled acid, and ship batteries in covered contained or shrink-wrapped pallets.
  17. **Remove convenience light mercury switches, where present, from domestic (US brand) vehicles from year 2002 and older.** Participate in the ELVS mercury switch removal program.
  18. **Washing vehicles and parts.** Wash in contained area or indoors. May use water-based systems that recycle and reuse the water, or solvent-based systems where the solvent is properly disposed of. Document solvent disposal.

19. **Dispose of trash and debris.** Debris, trash, and other non-recyclable material to be properly contained and disposed.
20. **Properly store oily vehicle parts.** Engines, transmissions, and other oily parts to be stored under cover on an impervious surface, and the fluids contained. Radiators to be stored off the ground. Rear axles can be stored outside if sealed or drained and not leaking.
21. **Prepare vehicles for crushing.** Prior to crushing, fluids, convenience light mercury switches, batteries, and refrigerant to be removed from the vehicles. Excellent spill control and housekeeping to be used during the crushing operation. Clean up debris when crushing is completed.
22. **Control fluid leaks or spills from outdoor processing or mobile equipment.** Control and promptly clean up leaks and spills from loaders, forklifts, skid steers, crushers, trucks, and any other equipment.
23. **Control ponding and drainage problems that may impact water quality.**
24. **Select and install structural controls and/or treatment systems when it is determined that other BMPs listed above do not adequately control storm water pollutants and protect the water quality of receiving waterways.** Potential structural and treatment controls may include (but are not limited to): paving, buildings, roof systems, diversions, containment systems, retention ponds, vegetated /rock swales, bio-retention, filtration systems, and commercial treatment systems.
25. **Control any other significant pollution sources that are not adequately addressed by the best management practices listed above.** Address 303(d) water use impairments and TMDL requirements.



# Is Your Business Ready For Electric Vehicles?

*By Andy Latham, Salvage Wire*

Make sure to attend the 2022 Upper Midwest Auto Recyclers Convention on April 29, 2022, to get you and your staff up to speed in this area. We will have Andy Latham, Managing Director with Salvage Wire, presenting three 1 – hour classes on this topic.

## Classes Being Offered At Convention:

### Back to Basics - EV Safety for beginners

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

### EV Management - Best Management Practices for Vehicle Dismantlers and Recyclers

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.

### Advanced EV - Maximizing value in EV's at End of Life

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.

*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](http://www.cars-expo.com)), Chair of the Technical Advisory Committee of the Automotive Recyclers Association and 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).*

# ARA 2021

*By Mike Swift*

I just got back for the ARA convention in Dallas. It was a great convention and GREAT trade show, and of course meeting lots of old friends and a lot of new friends. There is nothing like gathering with people that do what we do. This part of the convention you can't put a price on it.

I attended several sessions and always come out with some new information.

Thursday are the day for committee meetings. If you are not on a committee, call or contact ARA today to join. We just can't imagine how much you learn on any of the calls. Government affairs, interchange, scholarship, affiliate chapters, CAR committee, educational committee. Pick one out join today.

Lots of talk about electric batteries, catalytic convertor thefts, lack of employees the list goes on as most of us are in the Same boat. If you haven't paid attention to electric and or hybrid batteries, today is the day to pay attention. ARA has all kinds of training on the site Free for all members. CAR certification has been updated and it includes environmental, safety and electric batteries. In many conversations that ARA has been involved in meetings, this certification is going to mean more than ever to be able to process and sell these batteries.

Past President Scott Robertson explains it best. Right now, there are 2 camps, the camp that wants to reuse and recycle the camp that wants to go straight



to shred. ARA staff and the current EC and the government affairs committee is trying to stay ahead of this issue, that is not going to go away. So if you haven't joined ARA today more than ever you need to become part of the solution.

I went to another session with Ron Sturgeon. Very successful business man and has bought and sold a few auto recycling facilities. His talk was succession planning, exit plan. If you have a need to do this, he is the person to contact about what plan would work for you. He is a no-BS guy. He is a number guy. Before we sold our operation, I took the time to read his books and try to get the best number we could get. Also, had some good advice from the auto recycling community. We also had dinner at Ron's Toy Museum on Saturday. Very cool cars, one-of-a-kind collectibles and very cool office.

I attended the mentoring program with Marty Hollingshead and RD Hopper. There were some recyclers that got mentored by recyclers and couldn't say enough great things about how this program has helped them in so many ways, with numbers, processes, buying, and sales programs. Another great ARA program. Contact ARA today. I know that several recyclers said it helped them and they would have been lost without the program.

One last thing. I have started reading the Book by John Vander Haag "Son of a Junkman". If you haven't read it contact VanderHaags , they will get you a copy.

In his Book, he says, the main thing that helped him in the auto recycling industry was attending the ARA conventions. His competitors always had an excuse not to go. To busy. Cost too much. Sound familiar? John Vanderhaag founded IAR. He was also President of ARA. Always giving back and then some.

So, if you missed this year, plan on next year. If you haven't joined ARA, do that today. Go to the ARA website a-r-a.org. I can tell you your membership will pay for itself. If you are not sure, still call them.

I know I said one last thing but this last thing is really important. I have been asked again to help with the ARA PAC Fund. We don't need a lot of money, but we do need some

money to help open doors for ARA. We are going up against some real big giants and the OEM. ARA is trying to build relationships but we need your help to be at the table. Like I said, we all need to donate to have skin in the game. At the ARA convention, the past Presidents at ARA pledged 10,000 dollars. Great start but we can do better. Here in the next few weeks, myself and some other ARA members are going to give you a call about donating to the PAC. So right now, get a dollar amount in mind, so when we call it will be really easy to donate. It has to be personal money, so no company checks. We will have a form to fill out and also a easy way to pay direct.

Join ARA! ARA needs you today. More than ever! I touched on a couple of sessions that I attended but there was tons of information for the small recycler to the large recyclers like LKQ.

Until next time, living the dream in auto recycling.

Mike Swift



# 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](http://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\_1221



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