

**Concerned Auto Recyclers of Wisconsin**

# CARS News

*Promoting industry excellence through education.*

*June/July 2019*

## From the Secretary's Desk

*By Sandy Dumke*

The 2019 Upper Midwest Convention and Trade Show is in the books. We had a wonderful time. On Thursday some of our attendees took the opportunity to golf. Later in the afternoon we took a bus trip to Elmer's museum. That was the most wonderful tour I have been on. If you have not visited this museum you MUST put it on your bucket list. You have no idea what you will experience until you go. The sheer magnitude of the amount of antiques, peddle cars, vehicles, toys and just all around collectables will blow your mind. Brad Duellmann is not sure how many more years they will be open. They are only open on the weekends so call ahead and check their website. Elmer started collecting when he was 17 years old. I had a very enjoyable visit with Elmer and Bernadette. The first and only time I was there was back around 1969. Needless to say, it has grown incredibly since then.

Friday morning, we started our seminars with Josh Reed from SAV Transportation and then Paul D'Adamo from Rebuilders Automotive Supply. The information they supplied was invaluable to all recyclers. If you did not attend these seminars you missed out on a lot of information.

The trade show was sold out. We had a great variety of vendors that showed us new technology and shared information that can help to improve your business.

The auction had many interesting items and the recycled art objects were very intriguing. We need to thank Billy Morrison for being our auctioneer again this year. GREAT JOB BILLY!

Saturday morning the trade show ended and we all had a great lunch. The seminars and round table discussions were informative. Because of the low attendee turnout, there were many discussions about what could be done to get more people

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

From the Secretary's Desk . . . . .	Cover
CARS of WI Board Meeting	
March 11, 2019 . . . . .	4
April 8, 2019 . . . . .	5
The Future of Auto Catalyst, Hybrid Batteries, and Fuel Cells . . . . .	6
2019 Upper Midwest Auto Recyclers Convention and Trade Show. . . . .	8
Let's Talk Recalls . . .	
\$100,000* Given Away at Recycler Trade Shows! Did You Get Any? . . . . .	12
CARS of WI Associate Members. . . . .	13
CARS of WI Direct Members . . . . .	14

*From the Secretary's Desk.... continued on page 4*



## 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

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800-229-2886  
dean@bayauto.com

### Randy Dvorak

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

### Tom Goetsch

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

### Matt Joas

East Troy Auto - East Troy  
800-263-9780  
etar@centurytel.net

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

## CARS of WI 2019 Calender

5:30 Conference Calls - unless noted otherwise

- January 19, 2019
- February 11, 2019
- March 11, 2019
- April 8, 2019
- May 13, 2019
- June 10, 2019
- July 8, 2019
- August 12, 2019
- September 9, 2019
- October 14, 2019
- November 11, 2019
- December 9, 2019

**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*

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## Concerned Auto Recyclers of Wisconsin

### CARS News Submission Dates

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

## The CARS News



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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 Meetings

**March 11, 2019**

Conference call meeting called to order by President Dowd at 5:31pm.

**Board members present:** Goetsch, Bellin, Krumenauer, Rowe, Lake, Joas, Tisler, President Dowd, and Executive Secretary Dumke.

**Board members absent:** Hermann, Koepp, Ross, Dvorak.

Motion to approve minutes from February meeting by Tisler, seconded by Bellin

**Legislative Committee:** No report

**By-law Committee:** No report

**Education Committee:** Krumenauer reported that possibly we can have a training seminar with Collision Advice. He will check into cost and availability.

**Insurance Committee:** No report

**Membership Committee:** No report

**Convention Committee:** Dumke reported that 5 vendor booths have been sold, Friday dinner sponsor has been sold. Dixon Golf was put on the back burner.

**Newsletter Committee:** Need articles

**Recycling Committee:** Joas reported copper and car bodies were up.

**Warranty Committee:** No report

**WICAR Committee:** No report

**Website Committee:** No report

**Old business:** Nordstrom's in South Dakota is having a 50th Anniversary. Still looking into taking a bus if we have enough interest.

**New Business:** None

Motion to adjourn at 6:01 by Tisler, seconded by Bellin.

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

to attend the convention in the years to come. We know if there is not an emergency affecting our business, YOU as owners, seem to ignore what is happening in our industry, both in the US and around the world. With the world getting smaller and the problems we are having getting the most for our parts and components every one of you should do everything you can to improve our industry in order to make more money. That means attending conventions and joining other owners to LEARN how to improve our bottom line.

Respectfully Yours  
Sandy

# CARS of WI Board Meetings

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**April 8, 2019**

Meeting called to order by Robbie at 5:33 p.m.

**Board members present:** Dumke, Goetsch, Ross, Joes, Tisler, Jenny, Krumenauer, Randy from TJ's, Koepp, and Hermann.

**Board members absent:** Rowe, Dowd, and Bellin.

December minutes were approved by Tom and seconded by Matt.

**Legislative report:** No report.

**Treasurer's report:** Report was delivered, everything looked fine. Motion to accept the report was made by Tom and seconded by Jeff.

**Bylaw Committee:** Nothing new to report.

**Convention Committee:** 13 booths sold so far. Copart bought a booth. We need to figure out how many directors are leaving and how many we need to replace.

**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 on car bodies have been going down most others are steady.

**Scholarship Committee:** Nothing new to report.

**Website Committee:** Nothing new to report.

**WI CAR Committee:** Nothing new to report.

**Warranty Committee:** Nothing new to report.

**Old business:** Nordstroms would like us to pick a few dates in fall and not plan to come for their 50th anniversary. Looking at 2 dates towards the end of August beginning of September..

**New business:** Nothing.

A motion to adjourn was made at 5:48 p.m. by Jeff and seconded by Matt.

# The Future of Auto Catalyst, Hybrid Batteries, and Fuel Cells



By Becky Berube

For nearly thirty years the automotive industry has been talking about hybrid electric vehicles and fuel cells without producing a very large market to date. Emission standards across the globe are becoming increasingly stricter. What does this mean for converter, hybrid battery, and fuel cell recycling?

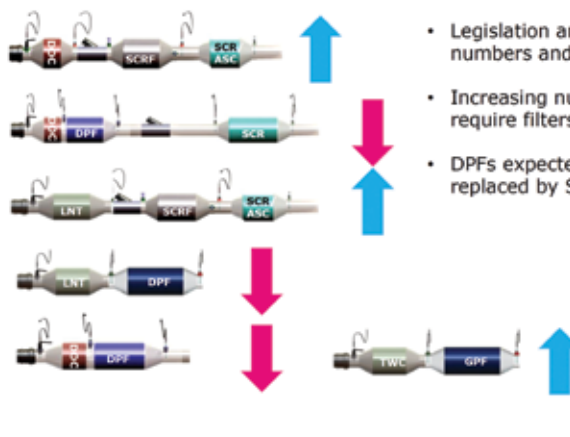
## The Future is More Complex

The tightening emission standards means several things: increased number of three-way catalyst (TWC) per vehicle but also an increased number of different types of catalyst per vehicle; some with little or no precious metals.

Recyclers are already becoming aware of the complexity of the large diesel systems that look like rockets where the diesel oxidation catalyst (DOC) has a typical amount of platinum and palladium (Pt/Pd) and no rhodium (Rh) but the diesel particulate filter (DPF) contains only a small amount of Pt/Pd. The diesel system system also contains a selective catalytic reduction (SCR) catalyst which is mostly free of precious metals and a lean nox trap (LNT) which also contains very little precious metals. These systems require separation for recycling and have higher recycling times and costs when containing silicon carbide (SiC).

Recyclers can expect more complex exhaust systems on both gasoline and diesel fueled vehicles. Overall, this trend implies more demand and use of precious metals but also more knowledge for proper recycling through an expert processor on a recovery basis, or assay, to get full value.

Increasing catalyst complexity



What will the alternative powertrains mean for recycling and the demand for platinum group metals (PGMs)?

## Hybrid Electric Vehicles (HEV)

Johnson Matthey predicts that the longer battery range and the possibility of “cold starts” at high speeds could mean up to fifteen percent higher PGM loadings in the catalyst. This market is expected to grow from 2 million to nearly 20 million by 2025 including 48V electric system, mild hybrid electric vehicles (MHEV).

The result will be that these catalytic converters will contain higher loading of PGMs and therefore be more valuable.

## Battery Electric Vehicles (BEV)

Johnson Matthey also predicts that the battery electric vehicle market will grow from less than .5 million to nearly 6 million vehicles by 2025. BEVs use a combination of battery materials: Vehicle batteries are usually a secondary (rechargeable) battery. Rechargeable batteries used in electric vehicles include lead-acid ("flooded", deep-cycle, and VRLA), NiCd, nickel-metal hydride (NiMH), lithium-ion (Li-ion), Li-ion polymer, and, less commonly, zinc-air and molten-salt batteries.

Again, the mixed chemistry implies various handling techniques and recycling methods. In terms of value from PGMs, there is none. The fully electric vehicle has no impact on PGMs because without an internal combustion engine (ICE) the vehicle contains no catalytic converter.

## The Move Toward a Hydrogen-Oriented Economy

In the next twenty years you can expect to see an infrastructure that fully supports hydrogen gas production, storage, transportation and consumption in power generation, transportation, industrial energy and building heat and power. In these days, the future is merging with the present and the supply chain is developing rapidly. By 2040, you should expect a competitively priced fuel cell vehicle.

## The Great Hope for Platinum (Pt): Fuel Cell Vehicles

The use of Pt in auto catalyst has been on the decline for the past ten years. The Pt market is in surplus and the demand is low, hence the lower price. Today we see recoveries of Pd in scrap catalytic converters that are three to four times the amount of Pt per converter.

If the experts are right about the move from a fossil fuel-based economy to a hydrogen-oriented economy, they predict that alternative powertrains and stationary power generators may be the last great hope for Pt demand and use. Platinum (Pt)

is the standard metal used in fuel cell technology because it can convert hydrogen into protons and electrons and it can break oxygen bonds and eventually form water.

In conclusion, some experts say that the combination of hydrogen fuel cell hybrid, battery electric, and hybrid electric vehicle market share could go from 1 million to 50 million vehicles sold in the next twenty years. If this happens, watch for the increase of demand for Pt and get ready to start recycling more converters, hybrid batteries, and fuel cells.

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*Becky Berube serves the recycling community as United Catalyst Corporation President, she writes a monthly educational column for the industry, serves as co-chair of the ARA Annual Convention Educational Programming Committee, is on the administrative team for the ARA Peer Mentoring Program, and is an Executive Committee member of the IPMI. She can be reached at 864-834-2003 or by email at [berube@unitedcatalystcorporation.com](mailto:berube@unitedcatalystcorporation.com).*

# 2019 Upper Midwest Auto Recyclers Convention

## 2019 Upper Midwest Auto Recyclers Convention and Trade Show

This year's Upper Midwest Auto Recyclers Convention and Trade show was held at an arena at the Fair Grounds in Black River Falls, Wisconsin, on May 17 and 18th. This annual event rotates between Wisconsin and Minnesota each year. It is normally held in May each year.

This year's convention featured speaker Paul D'Adamo giving a class on *"Three Levels on Inventory; Incoming vehicles, Loose Parts Inventory, and Yard Inventory"* and *"Identifying a Person's Management/Communications Style"*.

The other speaker this year was Josh Reed of SAS Transportation. He gave classes on *"Understanding the Current Freight Market"*.

The evening of the 17th was the annual auction, in this year raised over \$5,700 for the associations. They also had two raffles; one for a Henry Rifle and also a 50/50 raffle.

The evening of the 18th there was a Round Table discussion and ARM and CARS association meetings.

This is always a very good convention and trade show, however this year's turnout by attendees was a little disappointing. This is a show you should not miss each year. They always have informative speakers and you get to have one on one visits with over 40 vendors. By attending the convention and trade show you also help to support the associations that do so much for your industry in your state. Don't miss this next year.

## Trade Show



## Tour



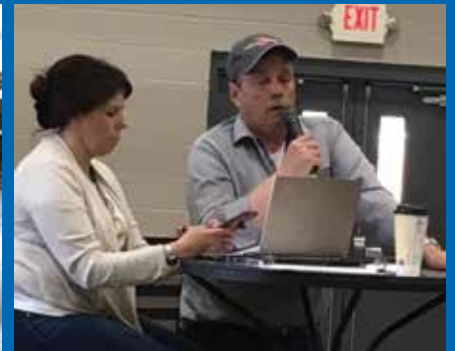
## Training & Fun!!



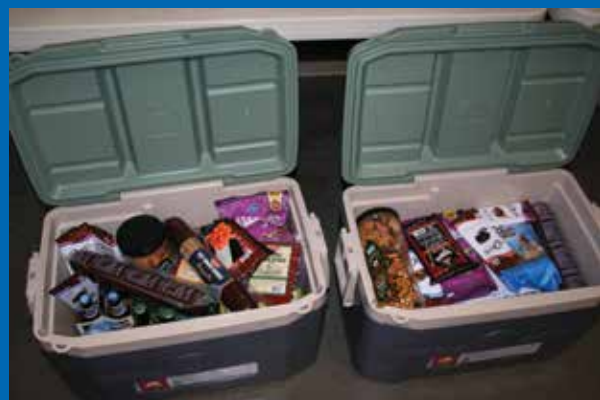


# on & Tradeshow

## Networking



## Auction



# 2019 Upper Midwest Auto Recyclers Convention & Tradeshow

## Thank You Sponsors

Adolph's Converters	Global Parts Solutions
Auto Data Direct	Morrison Auto
Bay Auto/Sharp Auto/Grandpa Johns	Northern Metals
Car-Part	Rebuilders Automotive Supply
Conrad's Auto	United Recycler Group

## Thank You Vendors

A-R-A	Commercial Forms	Lynch Truck Center
Adolph's Converters & Cores	Crusch Software	Merchant Card Int
Ansay Insurance	CW Metals/Crow Wing	Northern Metals
Assured Partners Of MN	Derson	Perfect Fit
Auto Data Direct	Dorman Products	Power Plus
Buddy Automotive	EZ Crusher	QRP Express
Car-Part.com	Hollander	Rebuilders Automotive Supply
CARS of WI	Hotsy	Reliable Batteries
CCC Pinnacle	Legend Smelting	United Catalyst Corp
CO-Part		United Recycler Group

## Thank You Attendee Yards

Ace Auto & Parts	Conrad's Auto Salvage	R & R Auto And Metal Salvage
Alter Metal Recyclers	East Troy Auto Recyclers	Reaper's Choice Auto Parts
Awesome Auto Sales	Elite Auto	Sadoff Iron
B & M Auto Sales And Parts	Global Parts Solutions	Sharp Auto Parts
B.C. Automotive	Morrison Auto	Speedway Salvage
Badger Motors	Newville Auto	T.J.'S Auto
Bay Auto Parts	Pams Auto Inc	Tisler Salvage Inc
Calumet Auto Parts	Quality Bus & Truck Parts	U Pull R Parts

# Recycled Art Contest Artists

Thank You to ALL the Great Artists That  
Donated Items for the Auction

**Robbie Koepp**  
*Wash Machine Cooler*  
Morrison Auto

**Julie Koepp**  
*Urnal with Flowers*  
Morrison Auto

**Matt Rowe**  
*2 Small Parts Figures*  
5 Acre Focus/Speedway Salvage

**Elizabeth Jasman**  
*Toolbox Planter*  
Awesome Auto

**Tanya Goss**  
*Flywheel Stool*  
Awesome Auto

**Sandy Dumke**  
*2-Painted Saw Blades*  
CARS



## Let's Talk Recalls . . .

# **\$100,000\* Given Away at Recycler Trade Shows! Did You Get Any?**

---

*By Paul D'Adamo and Katie Stark*

I have attended many Trade Shows, User Conferences, Association Meetings, Conventions, and Auto Recycling gatherings since my entry into the industry in 1990. I'm not sure how much it has cost me in time and my company in dollars and cents. I will be the first person to tell you that they didn't cost me a dime. They paid for themselves over, and over, and over! They should not be seen as an expense, but as an investment.

In fact, as a Representative of RAS (Rebuilders Automotive Supply), I get to see how much we spend in booth, travel, and related costs to send us to these meetings. For a typical Recycler Trade show with 30 vendors, assuming an average investment of \$3,000/vendor, we are pushing the \$100,000 mark when you include sponsorships. This \$100,000\* represents an investment in our industry. It represents a give away because your vendors are there to provide counsel, awareness, education and a differing viewpoint. While most people attend to capture that one nugget that might increase sales or profits, many attendees look for ways to avoid costly mistakes, learn about new processes to make their companies lean, and run their business better. If our Vendors are willing to make this investment, why aren't Recyclers equally eager to come and monetize that information, advice, and counsel.

Attendance at State Trade Shows has dropped in the recent past. Our industry is receptive to new ideas. Share your vision of how we might improve these events to meet your ever-changing needs. I still believe in the power of meeting face to face to share information and ideas and build long lasting relationships. I may not have many friends on Facebook but I have close to 1,400 contacts in my phone and most are recyclers! If you need help, I will be there.

Speaking of a give away. . .one of the first Training Sessions I ever attended was in New York at an ARANY convention. The year was 1995. We stayed on for an extra day of training, held by Howard Nussbaum. While everyone was eager to return home after a long convention, the time we spent with Howard on Sunday provided a framework to run our company the "New School" way, as opposed to the "Old School" way. Howard did not disappoint. He discredited old ways of thinking and promoted thinking that was readily accepted outside of auto recycling.

Our industry has been carrying some old baggage, and in many cases still does. The phrase "we have always done it this way" sticks in my mind. There was a word, more of a concept, that Howard taught. It was called "Flow" and it became a mantra at my business. When bottlenecked, we asked the question "What's blocking the flow", giving us a tool to get to the root problem of why we couldn't get stuff done or why we couldn't get an order to a customer on time and in the condition expected. How many times did we move vehicles because we did not have "Flow". Why were credits taking so long to issue? Because we made it to hard to process credits quickly thereby restricting the flow. Over 25 years, I can guarantee that the word "Flow" saved us hundreds of thousand of dollars by creating better processes, while creating efficiencies that made us millions of dollars. My sincere thanks to Howard for giving us a tool to build our business.

On a personal note, it pains me to think of all those recyclers this week that won't be cashing in on the Takata Airbag Recall Bounty Program. The lost revenue can't be used to pay bills, invest in people, facilities, processes, equipment or Trade Shows. Your vendors are giving away Value at every trade show but it is up to the individual recycler to prioritize their business to allow them to attend their next State Association Trade Show or one of the national shows like ARA, URG, or OARA(Canada). My last stop was the Upper Midwest Recyclers Show in Wisconsin. I enjoyed meeting recyclers from Wisconsin and Minnesota to help them maximize their Bounty Revenue.

### Be a Lifesaver . . . #yankthatbag

*Paul the "Recall Guy" and Katie the "Recall Gal" represent the RAS Recall Team. Their Mission is to rid the planet of defective Airbags. Want to join the Mission? Call the RAS Recall Team, 877-829-1553.*

## 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@sharppautoparts.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	Morrison Auto	Edgerton	800-866-2277
Arrow Auto Inc	Green Bay	800-695-2776	Mount Horeb Truck	Mt Horeb	800-832-4831
Auto Parts & Recycling	Fredonia	800-680-2886	Newville Auto Salvage	Edgerton	866-884-3115
Awesome Auto Sales & Towing LLC	Mondovi	715-875-4200	Niks Auto Parts	Neenah	800-242-4379
Badger Motors	Wis Rapids	800-236-4395	Novak Ent/Norb's Salvage	Denmark	800-236-2524
Bay Auto Parts	Green Bay	800-229-2886	Oak Leaf Auto Salvage	Rhineland	715-362-9445
B & M Auto Sales & Parts	Waukesha	800-236-2301	Ralph's Auto Salvage	Marinette	800-472-0281
Blaine's Auto & Truck	Slinger	262-644-8808	Ralph's Auto Salvage	Oconto	920-826-5283
Brian's Repairables	Abrams	920-639-9665	Rhine Auto	Plymouth	800-535-2325
Calumet Auto Salvage	Milwaukee	414-355-2222	Remington Auto Salvage	Eau Claire	800-871-2560
Cleveland Auto	Cleveland	800-278-2178	Rhineland Auto Salvage	Rhineland	800-236-5639
Conrads Auto Salvage	Mondovi	800-353-4611	Roz Auto Salvage	Milwaukee	800-281-2479
Cousineau Auto	Antigo	866-330-3730	Rocki Top Auto	Glen Flora	800-782-2065
Cousineau Auto Weston	Weston	800-521-1443	Schmidts Auto	Waunakee	877-869-4968
Dependable Auto Parts	Fort Atkinson	800-262-1033	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
Kirchhayn 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

**Join us and see what we can accomplish together!**

**CARS of WI Members, Promoting Excellence Through Education**



CARS\_0619



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