



**Concerned Auto Recyclers of Wisconsin**

# CARS News

*Promoting industry excellence through education.*

*April/May 2019*

## From the Secretary's Desk

*By Sandy Dumke*

I am writing this on March fourth. I am tired of this snow. I have been home since Friday. My plow guy's truck is broke down and I cannot get out of my driveway. If he does not get it fixed today I will have to find another plower. The snow is so piled up in my yard I don't know where he will put more of it. The ground hog got this one wrong. Spring can come anytime.

I am getting some vendors booked for the Upper Midwest Convention. They have picked the booths they want and what they want to sponsor. We also have some CARS members that are picking sponsorship too. So, if your yard wants to sponsor something please let me know.

The attendee booklet has been mailed out and I have included a copy in this newsletter. The speakers are great, and I am sure you will all be excited to hear what they have to say. Marty Hollingshead, the ARA secretary, will be the representative for our national association. He will be in booth #6 and give us an update on what is happening on the national level as a speaker at our lunch.

A golf outing is on Thursday and the thing I am excited about is the tour of Elmer's Salvage and Toy Museum. I have not been there for many years. Way back in the 1970's we were racing stock cars and needed a hood for a 98 Cougar. Well, Elmer's had one and we left Shawano on a Saturday morning in -10 below temperatures weather. I remember being in their office and looking out the windows and everything was downhill. Amazing! Elmer had a lot of antiques at that time, so you can imagine how much their place has grown since then. We are planning to have a bus take us from the Ho Chunk Hotel to Elmer's. We would like to get a sponsor for the bus so it will not cost us too much. So if you would like to donate \$750.00 for the bus we can have a great tour I am sure everyone will enjoy it.

*Please get your registrations sent in and let's have a great convention.*

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

From the Secretary's Desk . . . . .	Cover
CARS of WI Board Meeting	
January 19, 2019 . . . . .	4
February 11, 2019 . . . . .	5
Let's Talk Recalls . . .	
Crushing it on Takata Airbag Bounty – Andrew Chuckran, Next Gen Auto Recycler. . . . .	6
CARS of WI Associate Members. . . . .	7
Let's Talk Booms . . . . .	8
2019 Upper Midwest Auto Recyclers Convention & Tradeshow	
Attendee Information . . . . .	9
Theresa's Top 5 Tips for eBay. . . . .	13
CARS of WI Direct Members . . . . .	14



## CARS of WI Board of Directors

**President**  
**Pat Dowd**

B & M Auto - Waukesha  
800-236-2301  
pjcdowd@bandmauto.com

**Vice President**  
**Robbie Koepf**

Morrison Auto - Edgerton  
800-866-2277  
rob@morrisonauto.com

**Secretary**  
**Tom Hermann**

Cleveland Auto - Cleveland  
800-278-2176  
clevelandauto1929@gmail.com

**Treasurer**  
**Ryan Ross**

Badger Motors - WI Rapids  
800-236-4395  
ryanbadger1@hotmail.com

**Dean Bellin**

Bay Auto - Green Bay  
800-229-2886  
dean@bayauto.com

**Randy Dvorak**

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

**Tom Goetsch**

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

**Matt Joas**

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

**Peter Krumenauer**

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

**Jenny Lake**

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

**Matt Rowe**

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

**Jeff Tisler**

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

### Executive Secretary

**Sandy Dumke**

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

### Lobbyist

**Greg Hubbard**

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

Visit [www.carsofwi.com](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

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

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



The *CARS News* is an R.J. McClellan, Inc. publication. All Rights Reserved.

The *CARS News* is published six times per year for the Concerned Auto Recyclers of Wisconsin. None of the material in this publication necessarily reflects the opinion of CARS of WI, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to the Executive Secretary, Sandy Dumke, Sandy@CarsofWI.com. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

# CARS of WI Board Meeting

---

*January 19, 2019*

Meeting called to order by Dowd at 5:37 p.m.

**Board members present:** Dumke, Tisler, Bellin, Krume-nauer, Dowd, and Hermann.

**Board members absent:** Joes, Jenny, Rowe, Goetsch, Ross, Koepp, and Randy from TJ's.

December minutes were approved by Pete and seconded by Jeff.

**Treasurer's report:** No report available for the meeting.

**Bylaw Committee:** Updates were made on the bylaws.

**Convention Committee:** For the golfing we won't have a scheduled lunch break. We will leave for Elmers around 3pm and plan to return near 8pm. Have pizza delivered to Elmer's. Raz will be giving some recall seminars. Cancel on the airbag and forklift training for this year. Hopefully we can get a better group for the round table discussion. Paul will be doing 3 seminars that aim to please and cater to many different positions. It would be nice to incorporate a yard tour or two. There aren't many CARS member yards near Black River Falls. Sandy will contact Shaw's and see if there are willing to host tours

**Education Committee:** President Dowd is going to head this committee from here forward..

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

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

**Newsletter Committee:** We NEED content. Reminder that news articles are due at the 1st of the month!

**Recycling Committee:** Prices remain static.

**Scholarship Committee:** All Scholarship winners have

submitted their transcripts and checks are being cut and mailed out. We have one applicant already for 2019

**Website Committee:** All the convention dates are updated.

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

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

**Old business:**

**New business:** Should we take a bus trip out to Nordstroms to see their new facility. Put a sign up sheet with contact information at the convention to see how many people are interested.

60th Anniversary year! Put up a small display up to commemorate the past board members.

A motion to adjourn was made at 6:10 p.m. by Tisler and seconded by Hermann.

# CARS of WI Board Meeting

---

*February 11, 2019*

Meeting called to order by Dowd at 5:35 p.m.

**Board members present:** Dumke, Goetsch, Jenny, Krume-nauer, Koepp, Dowd, and Hermann.

**Board members absent:** Joes, Rowe, Tisler, Ross, Bellin and Randy from TJ's.

December minutes were approved by Robbie and seconded by Pete.

**Legislative report:** Nothing new to report. All quiet right now.

**Treasurer's report:** Report was delivered, everything looked fine.

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

**Convention Committee:** Attendee booklet is sent in for printing. We have two vendors signed up and paid for currently. MN has some of the auction items bought.

**Education Committee:** President Dowd is going to head this committee from here forward. Nothing new to report.

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

**Membership Committee:** Nothing new to report. State-ments are sent out to the companies who didn't pay there 2019 dues. We are missing several payments.

**Newsletter Committee:** We NEED content. Reminder that news articles are due at the 1st of the month!

**Recycling Committee:** Prices are going down slightly. Nothing new to report

**Scholarship Committee:** Nothing new to report. All win-ners have been paid. All winners have sent Thank you notes.

**Website Committee:** 2017 scholarship winners are high-lighted. We need to take these down and update with the new 2018 winners.

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

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

**Old business:** Pete talked to Nordstroms, sounds like they would welcome us to take a bus trip out there. A 15 pas-senger van was roughly \$500 for a weekend trip that was roughly 600 miles. A bus would be close to \$5000. The trip is roughly 7 hours from the Appleton area.

**New business:** Sandy is going to take our membership di-rectory to a print shop and get some prices.

A motion to adjourn was made at 5:58 p.m. by Hermann and seconded by Koepp.

Let's Talk Recalls . . .

## Crushing it on Takata Airbag Bounty – Andrew Chuckran, Next Gen Auto Recycler

*By Paul D'Adamo and Katie Stark*

Standing at 6'5", one could be easily intimidated. With the look of a linebacker, Andrew Chuckran is as intense about the auto recycling business as you can get. What really sets him apart is his dedication to the art of "squeezing", so to speak, the last buck from the thousands of vehicles that are purchased each year at Chuckran Auto Parts in Bridgewater, Massachusetts.

For a high-volume parts and scrap auto recycling operation, the organization and flow of vehicles is evident when you walk into the production area. By the numbers, Chuckran's is crushing it with six figure income for annual airbag bounty. Andrew stated that it all began when he put a renewed focus on his core program five years ago, evaluating each step in their process to maximize core revenue. Once that process was firmly in place, the airbag program layered well into the recovery process. Andrew has recently been introduced to the new RAS Yard Airbag App, the YAPP. Ask anyone who runs a high-volume recycling business what their one main fear is. Their answer is usually "don't stop the speed at which vehicles flow through the system". Once you bog the system down, the gains you receive from the incremental income are negated by the labor. The trick as Andrew mentioned was "to ensure a fair amount of oversight". Spoken like a person with years of experience, right? Wait, how old did you say this guy was? Try 31. Yea, a millennial. What could he know right? This guy is the real deal and he intends to push the company forward in ways maybe even his Dad couldn't imagine.

There is an air of pride in his voice when he talks about the 1,500+ airbags recovered from the 20,000+ vehicles processed in 2018. My take was that he was not only proud of the fact that his processes and team are working at a high level of efficiency but that he has done his part to ensure Chuckrans is doing their part for safety and taking these dangerous airbags off the street!

This business, started in 1949, has grown way beyond his Grandfather's wildest dreams. With Recycling in his DNA and grooming from his Father, Alan, Andrew is the next generation of Auto Recyclers. Armed with a Business Management Degree from Roger Williams University, he is well spoken and a gentleman to deal with. I first met Andrew at the ARA Hill Days several years ago. I was impressed with how he held himself and presented his case to Federal legislators about the vital nature of the auto recycling industry. He was probably 25 years old on that trip so imagine what kind of leader he will become in the future.

On a recent frigid New England day, my colleague Tom Pegge from the RAS IT department and I visited Andrew to introduce our new Yard Airbag App (YAPP). Knowing that Andrew had been working with one of the original RAS PDA's whose time is rapidly coming to an end, we were concerned about his adoption of the new technology. After a quick talk in the office, we were heading out to the frozen tundra of the production area where Andrew gathered his primary airbag technicians, Albert and Ryan. Ever respectful of his guys, Andrew guided the conversation to their work flow and before long we all reached a consensus that this transition would be a welcome challenge for guys that enjoy their work and their role in the success of Chuckran Auto Parts.

Andrew and his Team at Chuckran Auto Parts are true Bounty Hunters. It leads me to wonder why other high-volume auto recycling operations have not taken on the Airbag Bounty Program with the same tenacity and perseverance that Andrew has shown. I wouldn't want to start a generational war between millennials and boomers by saying maybe that his youth and open mindedness gives him a fresh look at things. Team Chuckran is Crushing it on the Takata Airbag Bounty, why not you?

**#yankthatbag**

## 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 rross.qrp@gmail.com
RPEP Express	Waupaca, WI	715-258-7676
Sadoff Iron & Metal	Fond Du Lac, WI	920-921-2070 hirschbergl@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.

# Let's Talk Booms

---

*By Dave Kendziorski, Stromtech, Inc. - WICAR Program Manager*

Socks and booms are fabric tubes filled with a filter media that are designed to remove sediments, oils, and metals from storm water runoff. They are typically placed around catch basins or across channels or ditches. They remove pollutants by slowing the water down, which allows particles to settle out, and by allowing the water to filter through the media to capture pollutants. Socks generally have a diameter of 2" or 3". Booms typically have a diameter of 5" to 8". Sediment booms are usually filled with coarse sand, pea gravel, straw, cellulose (paper), or weird things such as ground corn husks. Oil only absorbent booms (white) are usually polypropylene strips or fibers coated with a chemical that absorbs oil and fuels. Similar general purpose absorbent booms (blue, green, or gray) absorb all fluids, including water and antifreeze. Sediment and oil absorbent booms work pretty well if properly placed and maintained.

Metal absorbent booms use natural properties of substances such as peat, biochar, charcoal, zeolite, and compost to remove metals. Some products use specialty coatings that absorb metals. The metal absorbent booms are much more costly than oil absorbents (plus they are heavy, which adds to the shipping cost). Unfortunately, the metal reductions are probably going to be fairly modest – maybe a 25% reduction at most (manufacturers will claim much higher removals). To achieve higher levels of metal removal, you'd have to use

something larger than a boom, such as a filter bed or box.

**Sediment Booms:** Purchase at garden and building supply stores. Online erosion control retailers offer a large variety of sizes and types.

**Oil Absorbent Booms:** May purchase at building supply stores. Most facilities purchase absorbents online at sites such as [newpig.com](http://newpig.com) (best selection); [uline.com](http://uline.com); or [grainger.com](http://grainger.com). Crest Environmental ( [dblack@crestenviro.com](mailto:dblack@crestenviro.com)) is a Wisconsin – based supplier. Many different varieties are available, including socks, booms, rolls, pads, and pillows.

#### **Metal Removal Booms:**

- **EnviroSoxx** [Filtrexx.com](http://Filtrexx.com)
- **MetalZorb** (yellow cubes) [Cleanwayusa.com](http://Cleanwayusa.com)
- **Peat/Zeolite** North of Ordinary, [pjones@north-ordinary.com](mailto:pjones@north-ordinary.com)
- **BioChar** [Gullywasher.com](http://Gullywasher.com) (Note: Gullywasher does not offer booms on their website, but their type of biochar works pretty good, and they can make whatever you want.)

# 2019 Upper Midwest Auto Recyclers Convention & Tradeshow

2019 Upper Midwest Auto Recyclers Convention & Tradeshow



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



## Speakers Bios



### Paul D'Adamo

Recall Guy Paul D'Adamo is a 28 year veteran of the Auto Recycling industry. Former owners of Bill's Auto Parts in Cumberland, RI, Paul and wife Lynn sold their award-winning business to a national auto recycling company in 2013.

After serving as Regional Manager for Pick-n-Pull, Paul and Lynn founded Recycling Growth, a consulting and training company that served the auto recycling industry. He also served as Adjunct Faculty/Speech Consultant at Babson and Curry College.

Paul joined RAS as the "Recall Guy" in January 2018. He joins the RAS Recall Team to rid the planet of defective airbags.

Contact info: pauldadamo@coresupply.com or 401-458-9080.

### Josh Reed

Josh has 18 years of experience in the auto recycling industry handling all aspects of salvage yard operations. From bookkeeping, eBay transactions, sales and inventory control to yard management as well as scrap and core processing, Josh knows it all.

Josh's freight experience, especially as it pertains to the specific challenges in the auto recycling industry, sets him apart from the competition. Josh still considers himself a member of the salvage family and can now provide his unique skillset to help make you more efficient in your processes and more competitive in the marketplace.



## WE NEED YOUR HELP

### HELP WITH THE LIVE AUCTION:

Please consider donating an item for the Friday night live auction. To coordinate the donation of your auction item please contact Kelly at arm123@comcast.net or call 612-781-5555.

### YOUR DONATION IS APPRECIATED!

### RECYCLED ART COMPETITION:

Entries may be made from car parts or any recyclable materials. All entries will be sold in the Friday night auction and artist will receive 50% of the proceeds from their auctioned item. You do not need to preregister to enter. Contact Kelly at arm123@comcast.net or call 612-781-5555 for additional information.



Visit

**recyclersconvention.com**  
for exhibitor information

# SCHEDULE

## Thursday, May 16

- 8:00 am – 2:00 pm Golf Outing \$45.00 Skyline Golf Course, 612 N 11th St
- 3:00 PM Tour Elmer's Auto & Toy Museum in Fountain City \$20.00 (per person)  
Bus leaves hotel at 3:00 and returns about 8:00. See over 100 Muscle, Antique & Classic vehicles. Indian & Harley Davidson Motorcycles. Over 700 Pedal cars & tractors. 1000's of toys!
- 9:00PM Hospitality Room @ Ho-Chunk Hotel

## Friday, May 17

Breakfast available at hotel

- 8:00 am – 3:00 pm Registration
- 9:00 am – 10:00 am JOSH REED---SAV TRANSPORTATION  
*"Understanding the Current Freight Market"*
- 10:15 am – 11:15 am PAUL D'ADAMO—RAS-RECALLGUY-TAKATA AIR BAGS  
*Bounty Hunter*  
*"How to eliminate RISKS and maximize REWARDS with Takata Airbags"*
- 12:00 pm – 1:00 pm Lunch A-R-A SPEAKER  
MARTY HOLLINGSHEAD
- 1:00 pm – 2:00 pm JOSH REED  
SAV TRANSPORTATION
- 2:00 pm – 3:00 pm PAUL D'ADAMO—RAS-RECALLGUY  
*Don't Feed the Monkey*  
*"Identifying a person's Management/ Communication Style"*
- 4:00 pm – 7:30 pm **TRADE SHOW**
- 5:30 pm – 6:30 pm Dinner
- 7:30 pm AUCTION
- 10:00 pm Hospitality Room @ Ho-Chunk Hotel

## Saturday, May 18

- 8:00 am – 12:00 pm Registration
- 9:00 am – 12:00 pm **TRADE SHOW**
- 12:00 pm – 1:00 pm Lunch
- 1:00 pm – 2:00 pm PAUL D'ADAMO  
*Heimlich Maneuver*  
*"Three levels of inventory; incoming vehicles, loose parts inventory, and yard inventory"*
- 2:00 pm – 3:00 pm ROUND TABLE  
*(BRING IT TOGETHER SESSION)*
- 3:00 pm – 5:30 pm ARM AND CARS MEETING
- 6:00 pm – 7:30 pm DINNER AND PROGRAM
- 7:30 pm Hospitality Room @ Ho-Chunk Hotel



## Raffle

We will have our Henry Rifle Raffle again this year.

**There will only be 150 tickets sold.**

Raffle tickets will be \$20.00 each.

***The winning ticket will be drawn at the end of the trade show on Saturday, May 18 at 12:00.***

Get your tickets early before they are sold out!

## Golf Outing

**Skyline Golf Course**  
**612 N. 11th St.**  
**Black River Falls 54615**

18 Hole course Starting at 8:00AM

\$45.00 per golfer with cart



## PROGRAM BOOKLET ADS

### WANT ADDITIONAL NAME RECOGNITION?

Place an ad in the program booklet. Quick reference booklets will include schedule of events, information on speakers, trade show details and more! Ad copy/artwork should be high resolution (300dpi) PDF files or camera ready artwork. Submit your ad via e-mail to sandydumke46@yahoo.com no **later than April 20, 2019.**

<b>Business Card Size - 3.5" w x 2" h</b> .....	\$35
<b>Half Page - 3.5" w x 4.25" h</b> .....	\$50
<b>Full Page - 3.5" w x 8.5" h</b> .....	\$75
<b>Front Inside Cover - 3.5" w x 8.5" h</b> .....	\$125
<b>Back Inside Cover - 3.5" w x 8.5" h</b> .....	\$125
<b>Back Outside Cover - 3.5" w x 8.5" h</b> .....	\$150
<b>Center Fold - 7.25" w x 8.5" h</b> .....	\$200

## Ho-Chunk Hotel

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

## HOTEL INFO

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

### **SPECIAL PRICING The hotel is giving us a discounted room rate!**

**NEW WING ROOMS \$132.00 & THE OLDER WING THE ROOMS ARE \$83.00** \* new wing rooms

#### **BAY SUITE 2\***

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

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

#### **BAY SUITE 1.5\***

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

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

#### **NEW STANDARD ROOM\***

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

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

#### **WHIRLPOOL SUITE**

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

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

#### **STANDARD ROOM**

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

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

## SPONSORSHIP OPPORTUNITIES

Increase your visibility through a variety of sponsorship opportunities. All sponsorships are available on a first-come, first-served basis so ACT FAST! All sponsors will receive a link on the 2019 convention website, recognition in the program booklet, area signage and preferential name badges.

#### **HOTEL ROOM WELCOME HOST**

**\$1000**

This sponsorship allows you to be the first business your guests will see upon their hotel check-in. Provide us with your business card or gift tag of your design and we will have bags of chocolates personalized with your company information handed out to each attendee at check-in. You may also choose to provide us with a welcome bag filled with promo items you provide that may also be handed out at check-in.

#### **REGISTRATION BOOTH HOST**

**\$1000**

Your business is the first contact every attendee will see. You will have large area signage at the registration table and your own display table for your products/services during the entire event. Every vendor and attendee will be your walking advertisement with your company name and logo on each name badge.

#### **HOSPITALITY SUITE HOST**

*(THURSDAY, FRIDAY OR SATURDAY)*

**\$1000**

**Each**

#### **DINNER HOST**

*(FRIDAY OR SATURDAY)*

**\$1000**

**Each**

#### **TRADE SHOW BEER HOST**

*(FRIDAY OR SATURDAY)*

**\$1000**

**Each**

#### **LUNCHEON HOST**

*(FRIDAY OR SATURDAY)*

**\$850**

**Each**

#### **RECYCLED ART COMPETITION SPONSOR**

**\$750**

#### **BREAK REFRESHMENT HOST**

*(FRIDAY OR SATURDAY)*

**\$550**

**Each**

#### **EDUCATIONAL HOST**

*(FRIDAY OR SATURDAY)*

**\$550**

**Each**

#### **BUS SPONSOR TO ELMER'S AUTO IN FOUNTAIN CITY**

**\$750**

Contact CARS at 715-853-6337 or 715-853-6831 [sandydumke46@yahoo.com](mailto:sandydumke46@yahoo.com) to reserve your sponsorship or for more details.

# ATTENDEE REGISTRATION

Cost is \$150 for Full Registration (\$275 for non ARM/CARS members) or \$100 (\$175 for non ARM/CARS members) for One Day (either Friday or Saturday) or \$75 (\$150 for non ARM/CARS members) meals only (Friday & Saturday lunch & dinner)

Walk-In Registration is allowed – walk-in registration price \$200 Full (\$300 for non ARM/CARS members) or \$150 (\$200 for non ARM/CARS members) 1 Day (cannot guarantee meals for walk-ins)

Company Name: \_\_\_\_\_

Contact Name & Title: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

E-mail: \_\_\_\_\_ Phone: \_\_\_\_\_

Attendee #1 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Attendee #2 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Attendee #3 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Attendee #4 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Attendee #5 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Attendee #6 (First / Last Name & **PLEASE CIRCLE WHICH OPTION**: FULL (\$150) - or - ONE DAY Fri or Sa (\$100) Fri/Sat Meals Only (\$75)

Please assist us by providing us with a total number of in each of the following: **Hotel serves hot breakfast.** Subtotal amt: \_\_\_\_\_

Friday Lunch \_\_\_ Friday Dinner \_\_\_ Saturday Lunch \_\_\_ Saturday Dinner \_\_\_

**Golf Outing at Skyline Golf Course:** \_\_\_ \$45.00 per person Names of Golfers: \_\_\_\_\_

**Elmer's Tour: \$20.00 per person Names going to Elmer's:** \_\_\_\_\_

### Sponsorships are available to all yards and vendors

- |   |   |                     |
|---|---|---------------------|
| <input type="checkbox"/> Gun Raffle Ticket \$20 (Only 150 tickets will be sold) | <input type="checkbox"/> Friday Trade Show Beer Host \$1000                 | Subtotal amt: _____ |
| <input type="checkbox"/> Thursday Hospitality Suite Host \$1000                 | <input type="checkbox"/> Saturday Trade Show Beer Host \$1000               |                     |
| <input type="checkbox"/> Friday Hospitality Suite Host \$1000                   | <input type="checkbox"/> Recycled Art Competition Sponsor \$750             |                     |
| <input type="checkbox"/> Saturday Hospitality Suite Host \$1000                 | <input type="checkbox"/> Friday Break Refreshment Host \$550                |                     |
| <input type="checkbox"/> Friday Dinner Host \$1000                              | <input type="checkbox"/> Saturday Break Refreshment Host \$550              |                     |
| <input type="checkbox"/> Saturday Dinner Host \$1000                            | <input type="checkbox"/> Friday Educational Host \$550                      |                     |
| <input type="checkbox"/> Friday Luncheon Host \$850                             | <input type="checkbox"/> Saturday Educational Host \$550                    |                     |
| <input type="checkbox"/> Saturday Luncheon Host \$850                           | <input type="checkbox"/> Bus Sponsor to Elmer's Auto in Fountain City \$750 |                     |

### Program Booklet Ads are available to all yards

- \_\_\_ Business card size \$35    \_\_\_ 1/2 page \$50    \_\_\_ Full page \$75    \_\_\_ Front page \$75    Subtotal amt: \_\_\_\_\_  
\_\_\_ Front inside cover \$125    \_\_\_ Back inside cover \$125    \_\_\_ Center Fold (2 pages) \$200

..... **GRAND TOTAL \$** \_\_\_\_\_

Enclosed is a check payable to: \_\_\_ CARS of WI or \_\_\_ please charge my Credit Card

Card # \_\_\_\_\_ Expiration Date: \_\_\_\_\_ Verification Code: \_\_\_\_\_

Name on Card: (please print) \_\_\_\_\_

Provide ENTIRE billing address for card including ZIP CODE or we cannot process payment: \_\_\_\_\_

Mail/Email completed application and payment to:

**CARS of WI**  
**ATTN: Upper Midwest Convention & Tradeshow**  
**11374 Flynn Lane, Suring WI 54174**  
Questions: Contact CARS of WI 715-853-6831 or sandydumke46@yahoo.com

**Cancellation Policy:** In the event of cancellation prior to **May 6, 2019** attendees will receive a full refund. Cancellations after **May 6, 2019** will forfeit all payments. All forfeited payments shall become the property of the Upper Midwest Auto & Recyclers Convention & Trade Show.

# Theresa's Top 5 Tips for eBay

*By Theresa Colbert*

With all of the questions I have been getting recently about eBay, I thought we should look at some of the tips and tricks that I use with my customers to increase their eBay sales. Even if you don't sell on eBay, these tips will help with your inventory process!

1. **Use keywords.** eBay does not need complete sentences and punctuation. You only get 80 characters, so you have to be picky with your words while making sure everyone understands them. Here is an example:

You might be writing descriptions that say:

**03 H2 Body Control Mod 591-6963**

This means nothing to the average eBay customer or to your Aunt Judy. I try to make my eBay titles so clear that my Aunt Judy could understand it:

**2003 Hummer H2 BCM Chassis Brain Box  
Computer ID 15179509**

2. **Paint codes sell parts!** I have said it a hundred times, and I will say it again! No matter where you list your parts, please include your paint codes and paint names where you can. I have a 2011 Sonata. We all call it Blue or BLU (which also means nothing to an eBay customer). Hyundai calls it Y2U Blue Sky Metallic, which is very different from the other 4 blue paint codes that they also put on the Sonata in 2011.

In this example, you might currently be writing descriptions like:

**4dr, BLU, 2D1**

But for my Aunt Judy, I need to write it all out:

**2011 Sonata Left Driver Side Fender 4 DR Blue Sky  
Metallic Y2U \*Light Scratches**

3. **Think outside your normal hot sellers and your geographical area!** You know, or at least I hope you do, what will sell on Car-Part.com and in your shops.

The parts that sell on eBay are often very different than the ones that you sell to your regular customers. Wiper transmissions or fuel filler necks in Arizona or Florida? Nope! Not a big deal! In Michigan and Iowa? Oh, yeah! The rust there is so bad that they need these parts! When I was still at Nu-Parts, I could not give away a 22r timing cover in Chicago or Pittsburgh, but we still sold cases of them in California. No rust, so they are still driving these cars there.

4. **Research!** Research and then, guess what I want you to do? More research! Go to eBay and look up cars that you bring in. Not just the new ones! Put in the '02 Buick Regal or the '92 SAAB and see what is selling out there. One of my yards sold an AC vent for a '96 Corolla for \$29! I guess if you don't have one and you still drive that car, \$29 seems like a good deal!
5. **Feedback is king on eBay!** You do not want negative feedback! Test the parts that you say you tested. Understand that "free shipping" and "free returns" are part of eBay life, but also know that most of my yards have less than 5% returns on eBay, which is far better than what they have on local sales. Yes, once in a while, you will feel like you got taken, but the same thing happens now when a shop buys an engine brain box only to find out that it wasn't the problem –and then sends it back as "no good." Do your best to be honest on eBay and you will find out that the customers are a lot more forgiving on things like "light scratch on fender" or, "headlight is faded" as long as you tell them about it when you list the parts.

I hope each and every one of you has a blessed and happy New Year! As always, if you have any questions feel free to email me at TheresaC@Car-Part.com or you can call or text me at 859-802-2382.

**Thanks for reading and have a great month!**

**Theresa**

## 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 of WI Window Stickers



**\$2.00 Each**

We have the **\*\*NEW\*\* CARS of WI**  
window stickers for members  
to display.

Stickers may be placed on the inside of  
any glass surface.

Contact the CARS office:

CARS of WI

11374 Flynn Lane • Suring WI 54174

715-853-6337

Sandy@CarsofWI.com

CARS\_0419



**CARS News**  
*RJ McClellan, Inc.*  
2357 Ventura Drive Suite 110  
Woodbury, MN 55125

Change Service Requested

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