

**Concerned Auto Recyclers of Wisconsin**

# CARS News

*Promoting industry excellence through education.*

*April/May 2021*

## **DNR Releases Draft Storm Water Permit**

*David Kendziorski, WICAR Program*

The special industrial storm water permits that we've had since 1999 allow Wisconsin auto recyclers to participate in a Cooperative Compliance Program and avoid storm water sampling and testing. The storm water permits are re-issued every 5 years. In February, DNR released a draft permit that will be in effect from 2021 until 2026.

These special industry permits have enjoyed bipartisan legislative support, and are popular with both DNR staff and the auto recycling industry. The Cooperative Compliance Programs are continued in the new draft permit. The DNR made a couple improvements:

1. They changed the compliance reporting date from May until July 1, which will make it easier for CCPs to do their required compliance audits in summer.
2. They reduced the restrictions on when recyclers can conduct visual storm water observations. The previous restrictions were confusing and too strict.

The special auto recyclers permit represents a partnership between DNR and the auto recycling industry. This innovative permit continues to provide a high level of compliance and excellent Best Management Practices. By working together for over two decades, DNR and the auto recycling industry have implemented a regulation that helps protect Wisconsin's lakes and streams.

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Please call the chairman if you want to be  
on a committee or have input.

\* Indicates the chairman

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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.

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### Auto Parts & Recycling

Fredonia • 800-680-2886

### Awesome Auto Sales & Towing LLC

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### Badger Motors

Wis Rapids • 800-236-4395

### Bay Auto Parts

Green Bay • 800-229-2886

### B & M Auto Sales & Parts

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### Blaine's Auto & Truck

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### Oak Leaf Auto Salvage

Rhineland • 715-362-9445

### Ralph's Auto Salvage

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### Remington Auto Salvage

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### Rocki Top Auto

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### Shaw's Auto Salvage

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### Smitty's Salvage

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### Speedway Salvage

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### Stanley Truck Sales

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### Wallys Auto

Beaver Dam • 920-887-0200

### Waukesha Iron

Waukesha • 262-547-7293

### Yaeger Auto Salvage

Weston WI • 877-436-8898

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

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## CARS of WI Associate Members

### AAA Auto Salvage

Rosemount, MN • 800-238-6664

### Alter Metals Recycling

Madison, WI • 608-241-1571

kent.christen@altertrading.com

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Madison, WI • 800-643-6133

jordan.gross@ansay.com

### Assured Partners of MN

St. Paul MN • 651-917-6415

william.velin@assuredpartners.com

### C & C Manufacturing

Ottumwa IA

### Car-Parts.Com

Ft Wright, KY • 859-344-1925

Sales@Car-Part.com

### 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

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### Hotsy Cleaning Systems, Inc

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### Merchant Card International

River Falls, WI • 651-271-6252

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Garretson, SD • 800-272-0033

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Stillwater, MN • 651-439-2604

sales@sharppautoparts.com

**A Membership Application may be found at [carsofwi.com](http://carsofwi.com)**

## From the Secretary's Desk

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*By Sandy Dumke*

Hello recyclers. As I am writing this letter today it is March 1st. *Spring is on the way.* This past year has been taxing for all of us. We had to try to keep our businesses open and our employees working. Every yard is different, so I hope you were all able to keep going. For the yards that had to layoff employees or had people that had to quarantine, the boss had to pickup the work and do what needed to be done. Causing them to put in more hours and do jobs that needed to be done but, in some cases, they maybe have never done themselves. Plus, we all had to take care of our families. The kids are home and looking for something to do. Stressing everybody to the limit. Take care and try to relax when you can.

Because of the problems we have all been experiencing the CARS board of directors has been having trouble getting enough members together to hold a board meeting. So, for the last several months we have not had board meetings. You will not see the minutes listed in this newsletter. We are watching what is going on in the state and around the United States.

The Upper Midwest convention was called off last year and again this spring. URG is a big convention and trade show that was scheduled this spring and was moved to August. We are watching to see how that goes. We wanted to have the Upper Midwest Convention this fall but we don't think we can get enough vendors to make a good show for you. We are hoping to have it next spring (2022).

We are thinking of having a Meet & Greet again this fall. This would be easier to do and have it safer for the attendees. We can do a distancing, cleaning, and masks (if still required). So please watch for more information in the next newsletters, web site and mailing.

Respectfully submitted.

Sandy



## Exciting news for QRP of WI

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*Source: carsofwi.com*

This past year Roger and Lee Ann Ross have retired and sold QRP of WI to Steve and Carol Klismet of Waupaca WI. The reason this is exciting news is that at one point it was a possibility that QRP was going to shut down. Instead, this avenue of purchasing good salvage from insurance companies without the large fees is still available and will be expanding its services in the future.

QRP of WI is now QRP Salvage Solutions. The name may be different but the core values and goals of this company stayed the same. Family owned and operated by Steve and Carol Klismet our Salvage Solutions program was built by professional auto and truck recyclers to help them connect directly with insurance claims operations seeking to dispose of salvage. If this name sounds familiar to you, you are right. Steve is Co-owner of RPEP (Recycled Parts Exchange Program) and is closely involved in his family's businesses which include Convenience Stores, Towing Operation, Service Center and Restaurant.

If you are not yet a member of QRP please give us a call and find out how we can help you with your salvage needs.

QRP Salvage Solutions  
 Steve or Carol Klismet  
 888-241-0294 • Sklismet.QRP@gmail.com

# Invitation to All CARS of WI Members to Join the Wisconsin Certified Automotive Recycler Program

*By Dave Kendziorski, WICAR Program Manager*

The WICAR program is an environmental and safety compliance program established by CARS of WI in 2003 as the Nation's first internationally-accredited state certification program for the auto recycling industry. It is an easy and affordable way to help you meet environmental and safety regulations and adopt basic industry practices.

Starting in 2021, WICAR has updated the standards to address changes to the industry and regulatory requirements. Here is how it works: WICAR includes 37 general business, environmental, safety, and regulatory standards. The WICAR Program Manager, Dave Kendziorski, will audit your facility every year to verify that the standards are being met, and to help you comply with any practices that need improvement.

## The benefits include:

- Helpful and friendly explanations of how to comply with government regulations that apply to your industry
- Expert onsite assistance with your DNR storm water permit
- Documents and training to help you and your employees

- Improved safety practices to keep your employees and customers safe and healthy
- The industry's best environmental practices to meet DNR requirements and help protect Wisconsin's land and water resources
- Unlimited email and telephone assistance

WICAR is not just for the larger auto recycling facilities that have already established excellent compliance programs and well-trained employees. Often it's the smaller recycling operations who have few employees and limited finances that benefit the most. This is the easiest way to help you avoid environmental and safety risks that can threaten your business.

The WICAR program fee is \$200 per year. Try it for one year, and if the program is not for you, CARS of WI will be happy to fully refund your fee.

We're here to help you, and CARS of WI encourages all members to enjoy the benefits of WICAR. To join or get more information, contact Dave Kendziorski at [dave@stormtech1.com](mailto:dave@stormtech1.com) or 414-943-1773.

## We intend to file a complaint against **UNLICENSED** **Used Automotive Parts Dealers**

Send the name address and any information you may encounter, like newspaper adds, Craglist ads or signs.

Send information to  
Sandy Dumke at CARS of WI  
[Sandy@CarsofWI.com](mailto:Sandy@CarsofWI.com)

# Wisconsin Certified Automotive Recycler Program

## Updated 2021 Standards

*By Dave Kendziorski, WICAR Program Manager*

### General Business Standards

1. Adequate, well-graded (or paved), well-drained customer parking area is separate from the vehicle holding area.
2. Clean and organized retail sales counter and reception area.
3. Signs in good taste and of positive tone.
4. Building and property is well maintained to reflect a clean, orderly, and safe operation.
5. Delivery and support vehicles used on public roads are well maintained, ensuring safety and a positive business image.
6. Organized salvage vehicle storage area with an emphasis on safely stored units.
7. Facility will be designated as full service, self service, or both.
8. Parts storage systems are well maintained, orderly, and clean.

### Environmental Standards

1. The following fluids are properly removed as part of the dismantling procedure, prior to crushing the vehicles, or before customers remove parts at self serve facilities:
  - Fuel
  - Motor oil
  - Antifreeze
  - Transmission fluid
  - Brake fluid
2. All fluids (new and recyclable) are stored inside a building, or outside with secondary containment or double wall tank. Secondary containment must be maintained assuring that the containment device is not compromised with water from precipitation.
3. Batteries are removed and placed within a covered storage area on an impervious surface, or in plastic container with lid.
4. Refrigerant is evacuated from each salvage vehicle in accordance with Section 608 of the Clean Water Act Amendments and any applicable State requirements. Facil-

ity must have approved recovery equipment to properly remove refrigerant from the vehicles being processed and dismantled at the facility. Refrigerant must be removed/recharged by a Section 609 Certified Technician if the facility reuses refrigerant recovered from vehicles, or if refrigerant is purchased and recharged into vehicles. An employee, owner, operator, or contractor is not required to be a Section 609 Certified Technician if they only recover vehicle refrigerants.

5. Motors and transmissions (to be sold, core, and scrap) are stored under a permanent roof on an impervious surface, or in a covered weatherproof container.
6. Spent solvents from parts cleaning systems are disposed of with an authorized processor. Wash water from water-based parts washers is either recycled or collected for disposal in an approved manner.
7. Scrap tires are managed in accordance with State regulations, and are transported to approved disposal sites, never having more than

- a semi-trailer equivalent capacity of tires (approximately 1,300 tires) on site at any time.
8. Mercury switches in hood and trunk convenience lights are removed from salvage vehicles when present (some U.S. brand vehicles, 2002 and older).
  9. Vehicle processing and dismantling is conducted on an impervious surface, and preferably under roof (if a roof is not present, excellent spill control and cleanup is provided).
  10. All vehicles are fully processed before crushing. Releases of debris and fluids from the crushing operation are minimized or eliminated by using excellent spill control and cleanup during and upon completion of the crushing operation. A Spill Kit is located at the crusher site during operation. The facility crusher is placed on a concrete pad or equivalent impervious surface (does not apply to contract crushers temporarily onsite). Crushing operations are to be regularly inspected and monitored.
  11. Concrete and asphalt pavement is maintained and regularly swept to prevent excessive sediment accumulation and sediment wash off during storm events.
  12. Erosion controls such as stone/gravel cover , vegetation, filters, riprap, and stabilization measures are used to control erosion, scouring, and sediment runoff from unpaved roadways, drainage ways, and other unpaved areas.
  13. Excessive debris and trash is cleaned up and disposed of.
  14. Storm water outfalls are kept clean and free of erosion, scouring, sediment deposits, equipment, snow piles, and debris.
  15. Fuel is removed from salvage vehicles in well ventilated area, separate building, or outside; ignition sources are eliminated in the area; and fuel tanks and containers are safely stored.
  16. Spill prevention and response:



- Adequately stocked spill kits are provided wherever fluids are used or stored, including fluid storage areas, vehicle processing and dismantling areas, equipment maintenance areas, vehicle crushing operation, self serve vehicle storage areas, and when fueling equipment.
- Spill prevention practices are used, including equipment preventive maintenance, good fluid handling and storage, and proper storage of oily parts.
- Promptly respond and clean up any significant spills and leaks of vehicle and equipment fluids and any other material that may cause environmental harm or a safety risk.
- Spill prevention and response is addressed in the Annual Employee Storm Water Training required by the storm water permit.
- Comply with State and Federal spill reporting and notification requirements. List all reportable spills in the Storm Water Pollution Prevention Plan.

## **Safety Standards**

1. Utilize basic personal protective equipment, including gloves, safety glasses, hard hats, safety shoes, safety vests, and other safety equipment.
2. Provide OSHA approved 15-minute eyewash station, or hard plumbed unit, readily accessible near corrosive materials (such as battery storage and recharge area and dismantling area). Provide sign.
3. Provide readily available, appropriately typed, and fully charged fire extinguishers. Document monthly inspections on tag.
4. Provide a stocked first aid kit suitable for the number of employees.
5. Document regularly scheduled (monthly or quarterly) safety meetings. Designate a safety supervisor.
6. Review and document the ARA cutting torch safety protocol with all employees authorized to use cutting torches.

7. Provide safety signs, notifications, and reminders for customers at self serve facilities, and for employees at all facilities. Such signs may address preventing and cleaning up leaks and spills, instructions for removing fluid-containing parts, cleaning up debris, proper use of equipment, torch prohibitions, fire prevention, and avoiding work-related injuries. May refer to OSHA Safety Sign Guidelines.
8. Provide proper training, supervision, and safety equipment prior to handling or dismantling hybrid or electric vehicles. (Suitable training programs to be identified).

### **Licensing and Regulatory Standards**

1. Provide applicable salvage license or business license.
2. Meet applicable environmental regulatory requirements for storm water, refrigerant removal, and hazardous materials.
3. Document equipment operator training for employees authorized to use forklifts, loaders, and other handling

equipment. Include classroom and hands-on training. Renew every 3 years.

4. Document DOT airbag shipping training (if airbags are shipped). Shipping staff and supervisor to be trained. Renew every 3 years.
5. Provide OSHA Hazard Communication required information:
  - Written Hazard Communication Plan
  - Haz Com and GHS training
  - Globally Harmonized System labels and pictograms for fluid storage, battery storage, mercury switch container, and propane tanks
  - Safety Data Sheets (SDS)
  - Job Safety and Health Poster (equal opportunity, non-discrimination, minimum wage, etc.)
  - Injury and illness record keeping and posting (OSHA 300A log) – if 10 or more employees

# Swift Update

## Good Morning Fellow Auto Recyclers

*By Mike Swift, ARA Past President*

As I get to work today, I am so glad that hopeful winter is in the rear-view mirror. Subzero temperatures the last few weeks get on all of our nerves. When you step outside and can't feel your face and your fingers, it is cold. I once pulled parts in the yard and I can tell you I appreciate all that you do today.

Auto Recycling has been our family business since the 1940's and I think of all the hard work our forefather did for this industry. Before the time of power tools, these people carved the way for the future of our industry

I think back of Roger Hollander mailing out letters to get information to come up with an Interchange. I think of the hours he spent working with recyclers mailing back and forth. In today's world how much easier he and his team would have had it.

So today I think about the future of Auto Recycling. Where are we going and what is going to happen in 5, 10, or 20 years. The future looks like more battery-operated vehicles. I don't know about you but the fear has set in for me. With engines and transmissions being our number 1 and number 2 selling items, what will happen when this is not the case. I know it is off in the future, but it is coming. I am glad that the average age of the cars on the roads in the US

is almost 12 years. That is always great news to hear, but how much will this number change, I just don't know. I know that hybrid vehicles are coming at us more and more. Today battery operated vehicles are few and far between, there will be a time that these vehicles will be 20 to 50 percent of the market. So much about the future and the fear let's talk about today.

In today's world we know that OEM controls the market. We know that the automotive world speaks OEM and we in the auto recycling industry speak Hollander Interchange. We as auto recyclers can make the Interchange better, today and also for the future. Only we can help make it better for not only us but also our YMS. Today's interchange on engines and transmissions is not good, in my opinion, and I have read where other feel the same way. That it is not good. It needs to be made better. If you ever read the professional salvage yard information forum, you will see dozens of these questions asked a day. It seems like there will be a recycler to come back with an answer. We need to harness this information and make it available to all automotive recyclers. We know some recyclers like to keep this information close to home, and we understand that, but today is the day. We have to make Interchange better for our Number 1 and number 2 sales product.

We can start by submitting our finds and our interchange to a website that we all can have access to.

With better information on how parts interchange, and if there are steps necessary to make it work, not only would the recycler have that information posted, but we could call or message that recycler if we have questions.

We think this Wikipedia type of information will make each recycler another 20 percent in sales on their own inventory. We think that the more and more contribute, just how much more information we have to sell our own parts, so keep sharing this information.

Please let me know what you think, so I can relay this information to the committee. Think of just how much more information we would have to sell our own parts if more and more contribute, so keep sharing this information. Help us make more sales today and also the future.

### ***Living the dream in Automotive Recycling***

Mike Swift  
mike@trailsendauto.com

## **Let's Talk Recalls . . . Back to Basics – Defective Takata Airbags 101**

*By Katie Stark and Paul D'Adamo*

It looks like we are turning the corner from Winter and the Pandemic. How do I know? Airbag shipments have been increasing. However, I have been getting calls from Recyclers saying that someone new has taken over the airbag program. In many cases, the new folks are not getting the full training experience.

### **Our Software Platform is Flexible**

Luckily, we did a major upgrade on our Recall software last Fall, and it is streamlined and easy to follow. Every page has numbered steps, and our Web/Desktop software works seamlessly with our Mobile platform. Our goal is to keep things simple. We understand that this is not your full-time job, so we have made it easy for when you put your Recalled Airbag hat on.

### **Some of the Basics**

- Not every vehicle represented on our Make and Model Checklist have defective Takata airbags
  - o Every vehicle must be VIN validated using the RAS Web/Desktop or Mobile platforms
- Recalls provide a way to squeeze extra income from your vehicles

- At current Vehicle Scrap prices, each airbag is valued at under \$2. It's time to #yankthatbag!
- You can only process deployed airbags on the Mobile App
- For all you App Lovers, you can run your whole airbag program on the Mobile App
- Both Deployed and Non-Deployed airbags go in the same Cart for EZ invoicing
- Shipping – only one airbag per hazmat box
- RAS will send you the hazmat kits at no charge as part of the Federal Safety Recall
- RAS creates the Hazmat BOL for you based on your invoice and sends it directly to your email
- RAS will arrange freight pick up at no charge

Google search #yankthatbag for a ton of easy links to videos and more regarding the Takata Recall. In fact, we just released a new "Defective Takata Airbag Packing and Shipping" video. Go to our Rebuilders Automotive Supply YouTube channel to watch.

## Myth vs Reality

Some folks don't participate in the Recall Program. Several reasons for not removing these lethal airbags;

1. Labor – "It takes too long to pull the airbags" This is a complete Myth
  - a. Driver Airbag – Reality - Average time to pull is 5 minutes, with most under 2 minutes. Hmmm \$55 for 5 minutes work??
  - b. Passenger Airbag – Reality - Average time to pull is 15 min, with most under 10 minutes. Hmmm . . . \$60 for 10 minutes work. How can we pass that up?
  - c. Packing a box? Really? Reality - Fold bottom flaps and run one strip of tape 30 seconds. Put airbag into anti-static bag, zip tie, and stick in box with some bubble wrap and tape top flaps of box = under a minute.

## Here to Help You be Successful!

RAS has an incredible support system for all newbies. First, we have Account Managers and Recall Specialists.

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You can also contact me, Paul the "Recall Guy" pdadamo@coresupply.com or 401-458-9080

# Flying Cars Are Not Here Yet, BUT...

*By Chris Daglis*

**Technology is evolving so quickly that it is probably surprising that we have not seen a flying car yet.**

After all, the electric vehicle, passenger and commercial, seems a little old school now - it's becoming a little boring hearing about the same thing every day...

Now I've said a bit on **electric vehicles** and the opportunity changes in **vehicle-technology** will bring to the table for the industry.

But today I want to talk about how the use of technology will change and the effect it will have on the supply chain. While reading this, think about your business and how it sits within this ecosystem, if at all.

So, come for a ride with me down this path of events for a minute.

*Imagine this:*

1. A vehicle is involved in an accident.
2. Instantly, a claim is raised by the insurer (because the on-board computer tells them within seconds), and...

- They know where you are so the taxi/uber is already on the way to pick you up.

- They know how big the accident is and which parts are damaged.
- They know which parts need to be replaced and which need to be repaired.
- They know what parts are available for the repair of the vehicle.
  - OE dealer
  - Recycled OE
  - Aftermarket
  - OE parallel...
- They know when they can receive these part options and each of their prices.
- They know which repairer has capacity to complete the repair and what their rate for the repair is.
- The tow truck is on its way to collect the vehicle to take it to that repairer.
- The **optimum parts mix** is on the way to meet the damaged vehicle at the repair facility.
- The vehicle is repaired and returned to the owner within a few days.

## Whoa!! What just happened?

Not sure if you even noticed, but your phone didn't ring, nor did you receive a

request for a part. No chance to talk to the repairer, to see what they need to pay for the part or if you could upsell a warranty.

The question is, what role will the auto recycler play in this ecosystem of a Touchless Supply Chain (TSC)?

The answer is, VERY LITTLE if the auto recycler doesn't keep up with the minimum requirements demanded of him/her in order to play.

Now just like the flying car, it's not here yet, but nor was the electric car so relevant 5 years ago. As insurers and vehicle manufacturers work towards such TSC's, the auto recycling industry must also begin the journey towards such an end state. This is not a quick fix type of deal. It will take years of action, but more importantly, years of cooperation by all the key stakeholders in the auto recycling industry to build the infrastructure required just so it can put on the shirt to go out and compete, to play in this game.

**We must also start thinking about challenging what we know and start looking further ahead into what we do not know.** Some may need to let go of some of the business models they have invested so much time, effort and money into and reinvent themselves. As I said in my last article, this is not easy. We will need to change the lens through which we view the world as we know it, the box within which we think.

It is not good enough to think outside the square anymore, that is too flat (*diagram 2*). We have moved from one dimensional thinking (*diagram 1*) to two dimensional, but even there our thinking is still too narrow. The danger is, and I am guilty of this too, that we now think that by thinking a little outside the square, we are being different. This is no longer good enough.

We are not considering our relationship with the other parts of the market and as a result, those forces move while we stay still.

It is time that we now, and very quickly, start to think through a multi-dimensional lens, to think and act in and out of the three-dimensional box. **This means that we need to think more strategically about our role and place in the new Touchless Supply Chain that will emerge.**

In upcoming blogs, I plan to expand on this. I will dig deeper into each segment of the supply chain that will play a role in the TSC and the interconnectedness of the auto recycler with this brave new world.

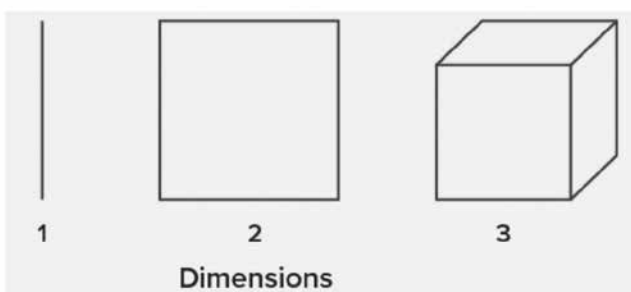
*About Chris Daglis*

*Along with being the leading independent advisor to major Australian insurers he maintains close working relationships with all the key industry stakeholders: insurers, collision repairers, OE dealers and alternative parts suppliers with an unrivalled understanding of the varied needs of the supply chain.*

*Through Auto PARTnered Solutions Chris serves his beloved automotive recycling industry by inventing and implementing effective solutions to produce sustained revenue growth while driving change in the market.*

*Always on the move and keen for a conversation about the industry he loves, Chris welcomes you to get in touch.*

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