



**Concerned Auto Recyclers of Wisconsin**

# CARS News

*Promoting industry excellence through education.*

*October/November 2019*

## Recognizing Years Of Service

We want to recognize Dean Bellin for serving the Concerned Auto Recyclers of Wisconsin as a director and Vice President for over 20 years. CARS of WI is celebrating our 60th year anniversary. There have not been many people that have served 20 or more years to this organization and we felt it was time to honor them.

**Sending a grateful “Thank You” to you, Dean!**



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## CARS of WI Board of Directors

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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>	*Dowd
<b>Insurance</b>	*Joas
<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*

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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

*July 8, 2019*

Conference call meeting was called to order by President Dowd at 5:34.

**Board members present:** Krumenauer, Jandrain, Dowd, and Secretary Dumke.

**All other board members absent.**

Treasures report was reviewed. Motion to accept by Jandrain, seconded by Krumenauer

**Convention committee:** Dumke reported that they were still waiting for a few bills to be finalized.

**Education committee:** Dumke reported that Dave Kendorski asked if hybrid training was needed. Michigan was asking for it so he thought we may need to have more staff trained on it. Dumke will check with Michigan to see how they were able to get more participation at their training.

There were no other committee reports.

**Old business:** Nordstrom’s tour trip was discussed,still waiting to see for membership to sign up.

**New business:** None

Motion to ajourn at 6:04 by Krumenauer

Acting secretary Peter Krumenauer

# CARS of WI Board Meetings

*August 12, 2019*

Meeting called to order by Tom at 5:34 p.m.

**Board members present:** Dumke, Jenny, Randy, Jandrain, Krumenauer, and Hermann.

**Board members absent:** Rowe, Koepp, Tisler, Goetsch, Ross, Joes, Dowd, and Bellin.

Meeting notes from July were read by Pete: approved by Tom and seconded by Jarad.

**Legislative report:** Nothing new to report.

**Treasurer’s report:** The treasure’s report looked good motion to accept was made by Jenny and seconded by Pete.

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

**Convention Committee:** All the information is sent into Ryan, we should have a report finalized by next months meeting.

**Education Committee:** Nothing new to report

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

**Membership Committee:** A new member Playground PAR joined.

*“When you get to the end of your rope, tie a knot and hang on.”  
Franklin D. Roosevelt*

**Newsletter Committee:** We NEED content. Reminder that news articles are due at the 1st of the month! Even articles that aren't completely work related

**Recycling Committee:** Nothing new to report

**Scholarship Committee:** Applications were due and winners have been chosen. Letters are going to be sent out to all winners and the winners will be printed in the newsletter.

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

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

**Warranty Committee:** Nothing new to report until the last warranty period is over.

**Old business:** Letters are sent out for the Nordstroms trip with a due date of August 15. We have little to no interest so far. People need to get their registration in or we may have to call it off.

**New business:** Hoot and holler line. Ralphs would like to try and get a few others hooked up to see if this works in our area. The gentleman in charge aren't very forthcoming with pricing. The technology seems like a rebranded hot line and might not work any better than what we are currently doing.

A motion to adjourn was made at 5:54 p.m. by Jenny and seconded by Pete.

**CARS of WI Welcomes  
NEW Members**

**NEW DIRECT MEMBER**

**Playground PAR LLC.**  
810 Maritime Drive  
Port Washington, WI 53074  
www.playgroundpar.com.  
262-261-5029  
*Owner is Justin Fisk.*

*Please reach out and welcome the new members to Concerned Auto Recyclers of WI*

## From the Secretary's Desk

*By Sandy Dumke*

The leaves are turning and soon it will be fall. That means getting the yard ready for the winter to come. I don't know about the rest of the state, but we have had some of the rainiest weather I can remember. My river is still flooded. There are so many trees down and the water is so high the tubers and kayaks can not even use the river.

In the last newsletter we had a signup flyer to go to see Nordstrom's in South Dakota. I am sorry to say we had to cancel the trip to see their yard due to the low number of people signed up. It's a shame there was not more interest from our members. Not having 20 people interested in taking 2 days to travel and see one of the best and

most advanced yards in the country and learn how to improve their bottom line is disappointing.

I have been asked **"WHAT DOES CARS DO FOR ME?" WELL!!!** The old saying that you can't lead a horse to water, is true. We do everything we can to give you programs, educational seminars, and chances to help improve your yard and nobody is interested.

If anybody has an idea, they think is of interest please let us know.

Respectfully yours,

Sandy Dumke  
CARS of WI Secretary

## Sincere Condolences

*CARS of WI Association extend our sincere condolences to the families of our member.*

### William "Bill" Cousineau

William "Bill" Cousineau Sr. of Antigo, died unexpectedly on Thursday, August 8, 2019. He was 77 years old.

Bill was born on June 8, 1942 in Antigo to the late John "Jack" and Evelyn (Kasson) Cousineau.

He graduated from Antigo High School in 1960 and the University of WI Eau Claire in 1966. On November 2, 1963 Bill married Judy Arendt in Eau Claire and she survives. He was a lifelong resident of Antigo and owned and operated Cousineau Auto.

In addition to his wife, survivors include two children, Jinny (Andy) Waldvogel of Antigo and Bill (Christine) Cousineau of Kaukauna; a sister, Jaclyn Schroeder of Antigo; a brother, John Cousineau of Appleton; and 5 grandchildren, Grace and Leo Waldvogel, Megan, Alissa, and Sam Cousineau.

In addition to his parents, Bill was preceded in death by a sister, Jeanine Rosenberg.

A memorial will be established in Bill's name.

*Source: StrasserRollerFuneralHome.com*

Let's Talk Recalls . . .

## Labor on Steroids

### Airbag Removal Causes Revenue Shortage in Auto Recycling

*By Katie Stark and Paul D'Adamo*

Throughout Paul's amazing 29 years in the automotive recycling industry, he has never seen issues concerning labor become as prominent as today. During our travels, we are constantly hearing the same mantra "It's hard to attract and retain good employees." This shortage of labor not only affects larger recyclers, but also the Mom & Pop operations.

An article, published in the Harvard Business Review in 2012 and written by David Williams and Mary Michelle Scott provides five ways to retain employees forever. These five strategies are paraphrased below:

1. **Responsibility** – Employees thrive in environments where they are given responsibility, and we would add, accountability. Hire from within for positions and offer generous promotions at appropriate times.
2. **Respect** – Employees may forget what you said but they won't forget how you made them feel. If you are an Owner who speaks and acts disrespectfully to employees, you are only causing a greater rift in your workforce. Disrespected employees will soon search for another position at a company where their voice and work are respected and valued.
3. **Revenue-sharing or Incentive Pay** – Sharing revenue and having incentives based on performance can inspire employees to be competitive and work harder within the company. Who has ever refused extra pay?
4. **Reward** – Rewarding employees can be done in a variety of ways. Cookouts, lunches, logo clothing, trade shows, and recognition for performance or certifications are just the tip of the iceberg. You never know what emotional needs each employee has but if you are generous with monetary rewards, the company will benefit.
5. **Relaxation Time** – Though there are some employees who will abuse any time off program, it is a misconception that employees taking time off will cause business owners to lose control. Employees earn their benefits and owners lose respect when questioning loyalty and begrudgingly responding to time off requests.

In addition, Paul offers his own four additional strategies to foster a positive culture at your business.

1. **Gratitude** – Though respect is crucial in any workplace or team, Owners/Managers must also show gratitude when their employees exhibit exemplary behavior. A simple hand shake or smile can communicate gratitude in even the smallest of instances.
2. **Work Assignments** – We must all take responsibility for assigning employees multiple tasks, not giving enough time for the jobs to be fully completed, and then complaining because "No one ever does anything right around here." Complaining that a difficult task is not completed in a rushed manner is just going to discourage employees.
3. **Culture of Change** – Foster an environment where complacency and static thinking is minimized, ie "we have always done it this way". Inspire employees to be innovative and attract like minded people who wish to improve the business. It's the Law of Attraction at its best!
4. **Actions Speak Louder Than Words.** Period, "Nuff Said."

It has been 6 years since Paul sold Bill's Auto Parts to Pick-n-Pull but his team still gathers twice a year for the annual Spring Cook Out, as well as a Christmas Party. Though most



of the team is younger than Paul, his wife Lynn, and Manager Jim, the culture of respect, gratitude, change, and trust has only gotten better and evolved with time both in and out of the work environment!

### How Can RAS Help With The Labor Shortage For Airbag Removal? Labor on Steroids

RAS has built a squad of Independent Suppliers for the RAS Airbag Recovery Program. They currently supply the labor at Auto Recycling Facilities across the US and Canada. They are not employees of RAS but utilize our Mobile App to remove and process airbags from your business. It is **Labor on STEROIDS**. No Training. No Supervision. No Payroll. They are Quick! They are Eager! They work on a margin worked out between you and them.

Call Paul the Recall Guy at 401-458-9080 or email pdada-mo@coresupply.com for more information.

## 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.



# Sales Basics 101

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*By Marty Hollingshead*

- **Proper Phone Etiquette and Call Management are a Must!** Speak and conduct yourself always in a professional manner. Be businesslike but also be polite and personable. Always ask and address your customer by name. i.e.: "How can I help you, Joe?" not "What do you need, man?"
- **Manage your time on phone calls:** In most cases, a normal part request call should not exceed 3 minutes. If you are on the phone with a customer, do not lay the phone down to talk to someone else. If necessary, put the customer on hold or simply ask them if you can call them back. The same rule applies if the customer does not have all the information you need to properly quote their request.
- **Respect your customer's time:** try to keep calls brief and to the point.
- **Answering the phone:** Give Company name, then your name and ask "How can I help you?"
- **Identify your customer:** Ask, "Who is calling?"
- **Ask what they need.** Also have a pen and notepad at hand and jot down year, make, and model so you don't have to ask them to repeat it while you're looking up the order.
- After they have told you what they need, **look up request and check previous quotes.**
- **If this is a shop, ask them if they have the job or if they are writing an estimate?** If they say they have the job, you can now assume that they are ready to purchase the part and they probably have a price to work with. Now you can ask how soon do they need it, then you can ask, "What do you have to work with for a price?"
- If they say they are writing it (estimate), after looking up the request, still ask them when they would need it. **Then give them availability, price, and delivery time.**
- **Control the Conversation:** Try to get as much information from the customer as you can. Do not be just an "information desk."
- When you are finished with the request, whether this is just a quote or an order, **repeat the request to the customer.** Do not use, "right" or "left." Use, "Driver side" or "Passenger side."
- **When you are finished with the request, ask for the sale.** Always give your customer a quote number and tell them to use this number if they call back so that it will be easier to help them.
- At the point of order, **always get the VIN number for the vehicle** and decode it to verify correct year, make, and model.
- As for giving a quote and requesting a VIN number, explain to the customer the reason for this is **to give them the right part the first time** and to make it easier for them should they have to call back to order it or if you need more information from them.
- **When you have idle time, check your previous quotes.** Contact some of these customers to see if they still need the part; or if you find out they purchased it elsewhere, this will at least give you information (if the customer is willing to share), as to why you did not get the order.
- **Lastly, make follow-up calls on previous purchases.** Ask the customer if all was okay, if they were happy, and if the purchase met their expectations. Also ask, "Is there something we could've done better?" Ask them

if there is anything else that they need while you have them on the phone. Thank them for their business.

- **Remember, the salespeople that quote the most and do these fundamentals consistently are always the best performers.** Also remember, doing this will keep customers coming back, and make for a better day with less drama, all which equals increased sales and future opportunities for the company.

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## 2019 Scholarship Winners

---

This year we had 4 applicants, significantly lower than last year, so every person who applied will receive a scholarship.

### Cheryl A. Rastia--\$500 (4 winners)

- **Elizabeth Affolter of Colfax, WI**  
Elizabeth will be attending UW-Stevens Point in the fall. There she will be studying to become a special education teacher.
- **Kennedy Matuschka, Sheboygan, WI**  
Kennedy is heading to UW-Madison and concentrating on economics. Kennedy then plans to attend grad school with the end goal of becoming an actuary.
- **Chasten Vruwink, Wisconsin Rapids, WI**  
Chasten is accepted to UW-Lacrosse where he will pursue a degree in finance and marketing. He is going to use this knowledge to better help him in running the family business, TJ's Auto Collision.
- **Lizzy Novak, of Green Bay, WI**  
Lizzy is attending UW-Stevens Point and majoring in philosophy and religious studies. She would like to be a youth minister following graduation.

## Sales 101 Cheat Sheet

**Proper Phone Etiquette and Time Management:**

*Be professional and courteous.*

*Keep calls brief and to the point.* Normal calls shouldn't be more than 3 minutes.

Answer with the *company name*, then *your name*.

Identify your customer.

Ask, "*Who is calling?*"

Address customer by their name.

Get as much information as you can from the customer, i.e. "*Do you have the job?*"

**Control the conversation:**

*Don't be an information desk.*

*Always ask for the sale.*

Get and decode *VIN number* at point of order.

*Repeat the request to the customer.*

Use "*Driver Side*" and "*Passenger Side*" not "left" or "right."

**Always log a quote and give the customer the quote number.**

**Ask the question! Don't assume!**

**Don't blame the customer,  
YOU ARE THE PROFESSIONAL!**

*Focus on the basics,  
do it right the first time.*

**FOLLOW UP, FOLLOW UP,  
FOLLOW UP!!**

*Remember a satisfied customer is a steady customer.*

# The 4 P's of Converter Recycling Profitability

---

*By Becky Berube*

At our company, United Catalyst Corporation, we have a mantra, it is Getting the Most from Your Converters with A Process You Can Trust. For those of us that work at United Catalyst and for the recyclers we serve, it is as simple as four P's; a Process you can trust; a Program you can trust; a Partner you can trust; and the Power of education.

## A Process You Can Trust

How much money do you want from your converters? Your answer should be, all of it. Did you know there is only one way to get all the value from a converter and that is by destroying it: de-can, mill, sample, assay, smelt, and extract or refine the platinum, palladium, and rhodium out of the catalyst. The way to get all the value from the converter is to sell it on this Process called assay-based selling. An assay is a test result from a sample that, if done correctly, yields the highest result.

## A Program You Can Trust

An assay-based selling Program benefits you the recycler if: One, the results of the test are true and accurate of the converters you sent in; Two, if the recycling costs are reasonable and customary; Three, if the metals are sold at a fair market price. When you sell converters based on this Process and a fair Program you are getting the true value out of each scrap catalytic converter regardless of wear and tear on the unit or grading category. In this Program it doesn't matter what car the converter came from or how many miles the vehicle had; whatever precious metal contained in that converter will be recovered and paid on.

## A Partner You Can Trust

In an industry that has historically been rife with smoke and mirrors, as recyclers looking to get the most from your converters, you need a Process you can trust, a Program you can trust, and a Partner you can trust.

Trust /trust/ noun 1. firm belief in the reliability, truth, ability, or strength of someone or something.

You see you can do everything right. You can sell on assay instead of selling by the piece. You can have great terms and pricing. But if you do not have a reputable partner that you can trust, you could still be losing. President Ronald Reagan on multiple occasions used the Russian proverb, Trust but verify, in the context of nuclear disarmament. The same holds true in our part of the recycling industry.

Selling scrap catalytic converters has always been a risky business. Taking a price on something where the value is unknown screams "seller beware." Selling on assay or recovery helps to eliminate that problem because there is a test result that can be considered the basis for the sale. However, even with this method, several things can still go wrong for the recycler: settling on an inaccurate or manipulated sample and/or assay result; losing weight during processing and refining; having too much trash and/or moisture; paying exorbitant recycling costs; and selling metal that is too heavily discounted. For all these reasons, the importance of working with a Partner you can trust cannot be overstated. The bottom line is you need to be paid on a sample and assay that are official, accurate, and verifiable.

## The Power of Education

At United Catalyst Corporation we believe that an educated recycler is our best customer. In fact, we give recyclers an education in auto catalyst processing and precious metals refining. We take a complex process and try to make it understandable and easy to use. We know that once a recycler learns about their converters and their yard profile, they will increase their profits, and no one will ever be able to take advantage of them again.

To learn more about selling converters on assay or to read other articles in this series, please email me at Berube@unit-

edcatalystcorporation.com or call us at 864-590-1705.

DOOR PRIZES, FOOD, & TOURS OF THE EXPANDED FACILITY.  
BRING A NON PERISHABLE FOOD ITEM TO BE DONATED AND RECEIVE AN EXTRA DOOR PRIZE TICKET!



PLEASE JOIN US

**25<sup>TH</sup> ANNIVERSARY**

OPEN HOUSE

**CONRAD'S AUTO SALVAGE, INC**

E9889 10<sup>th</sup> Ave Mondovi, WI 54755

Friday Oct 25<sup>th</sup> 9-7 & Saturday Oct 26<sup>th</sup> 9-3

## HELP!

**Can you help to continue CARS of Wisconsin News?**

*If you have been thinking about advertising, NOW is the time!*

This newsletter is supported by the advertisers in it *and we thank them!!*

The advertising support for the newsletter is struggling to cover the costs of production and mailing. This newsletter is mailed to all the automotive recyclers in Wisconsin.

It carries the news from CARS of Wisconsin free of charge as a service to the association. It is a membership building tool and a resource for CARS as the newsletter gets the word out on CARS activities and information.

Your ad supports the newsletter and in turn supports CARS of Wisconsin.

**Can you support CARS of WI News?  
Call 877-525-4589**

# CONCERNED AUTO RECYCLERS OF WISCONSIN

(CARS OF WISCONSIN)

11374 Flynn Lane • Suring, WI 54174

715-853-6337 • sandy@carsofwi.com • Fax 920-842-2127

**C.A.R.S. of WISCONSIN is our state association for professionals in the automotive recycling industry.** It is the only state association specifically designed to increase the efficiency and profitability of businesses in the automotive dismantling and recycling industry, while continuing to preserve and protect our environment.

## Benefits of becoming a C.A.R.S. Member

- **LEGISLATIVE LOBBYING SERVICES** – C.A.R.S. has a hired lobbyist in Madison to ensure that our Association remains an active participant with the State Legislature. Providing access to crucial information for all our members from the Legislature and the various agencies.
- **C.A.R.S News** – Your bi-monthly newsletter full of information pertinent to the auto recycling industry.
- **C.A.R.S Warranty Program** – The ability to sell warranties on sold parts.
- **Buy vehicles with QRP One Source**
- **ANNUAL CONVENTION AND TRADE FAIR** – provides training seminars, workshops, educational networking opportunities and more. Exhibitors demonstrate a variety of products that can be beneficial to your company.
- **EDUCATIONAL FORUMS AND TRAINING PROGRAMS** – meetings and training opportunities for the advancement and new requirements specific to our industry. Includes open discussions and simulations demonstrating day-to-day situations we all face.
- **MONTHLY MEETINGS** – The opportunity for you to express your concerns to your Board Members. Meetings are convenient conference calls and held at different locations around the state. Open to all members.
- **SCHOLARSHIPS** – Annual college scholarships available for families of C.A.R.S. members and their employees.
- **WEBSITE** – Information available 24/7 at your convenience at [www.carsofwi.com](http://www.carsofwi.com).
- **EDUCATIONAL PROGRAMS, SAFETY PROGRAMS AND PUBLIC RELATIONS**

## C.A.R.S OF WISCONSIN MEMBERSHIP APPLICATION

FIRM NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ TOLL FREE: \_\_\_\_\_ FAX: \_\_\_\_\_

WEBSITE: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

COUNTY: \_\_\_\_\_

OWNER(S) NAME: \_\_\_\_\_

**Direct Member applicants must include all 3 permit numbers listed below**

SALVAGE LICENSE NUMBER: \_\_\_\_\_ STORM WATER PERMIT NUMBER: \_\_\_\_\_

FREON PERMIT NUMBER: \_\_\_\_\_

MEMBERSHIP  Direct Member (Salvage Dealer)

CATEGORY  Associate Member (Non-Salvage Dealer)

(check one)

DUES  \$100 – New Member

(check one)  \$325 – Annual Membership Renewal (Attend CARS Annual Meeting and get \$100 deduct on annual dues)

\$175 – Annual Associate Member

SIGNATURE: \_\_\_\_\_

## CARS of WI Direct Members

Member Company	City	Telephone #	Member Company	City	Telephone #
Al's Auto Salvage	Franklin	414-425-1890	Mount Horeb Truck	Mt Horeb	800-832-4831
Arrow Auto Inc	Green Bay	800-695-2776	Newville Auto Salvage	Edgerton	866-884-3115
Auto Parts & Recycling	Fredonia	800-680-2886	Niks Auto Parts	Neenah	800-242-4379
Awesome Auto Sales & Towing LLC	Mondovi	715-875-4200	Novak Ent/Norb's Salvage	Denmark	800-236-2524
Badger Motors	Wis Rapids	800-236-4395	Oak Leaf Auto Salvage	Rhineland	715-362-9445
Bay Auto Parts	Green Bay	800-229-2886	Playground PAR LLC	Port Washington	262-261-5029
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
Morrison Auto	Edgerton	800-866-2277			

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

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





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**CARS News**  
*RJ McClellan, Inc.*  
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