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PUBLICATION





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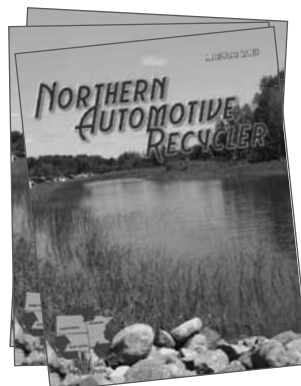
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Sept/Oct 2013	July 24, 2013
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May/June 2013	Mar. 24, 2014



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**On the Cover**  
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St Cloud, MN

## **The Northern Automotive Recycler**

is an independent publication for  
the automotive Recycling  
Industry in Minnesota,  
North Dakota and South Dakota.  
Published six times per year.  
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Published by:  
**R.J. McClellan, Inc.**  
445 Broadway Avenue #5  
St. Paul Park, MN 55071

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Toll Free 1-877-525-4589

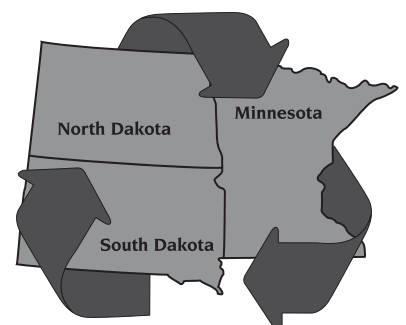
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Publisher ..... R. J. McClellan, Inc.  
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Marketing ..... Ron McClellan  
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Managing Editor ..... Sheila Cain  
Layout & Design ..... Ryan McClellan

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# NORTHERN AUTOMOTIVE RECYCLER



# A Note From the Publisher

**By Sheila Cain**

Here we are with our second issue of the Northern Automotive Recycler. While the first issue was somewhat introductory this issue starts to get more involved in the content of the articles.

We are very lucky to have contributing authors to our publication that have long-time experience in the automotive recycling industry. We have planned regular articles from authors who are recyclers the same as you. They will be discussing the challenges that are dealt with every day. We thank them for their desire to make and keep this industry a strong, respectable one by sharing their experience. We couldn't be more honored to have their support.

Our publication, the Northern Automotive Recycler, is mailed to nearly 700 automotive recyclers and supporting industry members in Minnesota, North Dakota, and South Dakota. In those states there are recycling associations that represent the automotive recyclers in their state. We applaud the work these associations do for the recyclers in environmental issues, compliance support, legislative representation, etc.; the list goes on and on about what they do for the automotive recycler and salvage yard.

It was our pleasure to support these associations in the past in the form of a professionally published newsletter for a number of years in Minnesota and a short time in North Dakota. Association news, membership information, and industry news was gathered by the association then submitted to RJ McClellan to be formatted into a professionally produced newsletter. This service was done at no cost to the association and was paid for by the advertising in contained. Sometimes the newsletter even generated enough revenue to pay for itself. It was a service we were happy to provide as it fit well with our other publications,

The Auto Body Journal and The Auto Repair Journal, and which utilized resources that would have otherwise sat idle. Most of all it allowed us to work with wonderful people in an industry that we believe in. Soon word of our services spread and we expanded our newsletter service to other states throughout the country.

When the Automotive Recyclers of Minnesota decided to discontinue the use of the newsletter as the tool to keep membership informed about association events we decided to see if there was still a demand for a newsletter. We were overwhelmed with the support we received. Readers, ARM members, and advertisers alike were emphatic about their desire for us to continue a newsletter on our own. Thus, the Northern Automotive Recycler was formed as an R.J. McClellan, Inc. publication. This independent publication is dedicated to bringing articles of interest, profiles, and industry news to our readers. The advertisers represent services, trading partners, and products relevant to the recyclers. We have also invited the associations to continue providing news so that those who don't have time to look at a computer can also stay up to date in the break room.

Moving forward, we encourage your input on subjects you wish to see addressed in future issues. We welcome your comments and article ideas or submissions. Thank you for your support of the Northern Automotive Recycler. It has been our pleasure to bring you newsletters supporting the automotive recycling industry for the last eleven years and we look forward to many more to come.

We are forever thankful for our advertising support. This publication is brought to you by the advertisers in it, so please allow them the opportunity to earn your business.

Lastly, support your local recycling association through membership and participation in the association. One voice joined with others becomes a chorus that cannot be put aside. Join your voice with others and work towards a common goal.

Sincerely,  
Sheila Cain  
RJ McClellan, Inc.





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# Your Role as an Auto Recycler Bidder

BY BOB HOFFMAN

In the introduction article I indicated that I would provide information in future articles regarding useful options available to auto recyclers. These options are provided through the website [www.qrpvms.com](http://www.qrpvms.com). You are free to look at the site at any time and use the contact button to get added information, or simply save these articles and decide if any of the services described interest you.

The site offers quite a few different, but related, programs. Participation is provided to auto recyclers at no charge. There are a few small fees that apply following vehicle bid acceptance etc.

and they will be explained as we proceed through these articles.

This article will provide an overview of your role as an auto recycler bidding salvage. New bidders are registered by QRP after completing a bidder application form and agreeing to the bidder policies and procedures for using the site. While bidding on auto and truck salvage is primarily restricted to professional auto recyclers, it does allow insurance salvage sellers to invite certain buyers of their choice to also be able to bid on their salvage. Those buyers see only salvage bid requests that are generated by the insurers

who select them as bidders. As qualified auto recyclers you will see all salvage bid requests generated with the salvage located in your state, plus one neighboring state if you request it. There is an option for you to see all salvage bid requests, regardless of salvage location, if you wish too. That option involves a small annual fee. Auto recycler qualification includes mandatory membership in your state auto recyclers association. Or, in the absence of a state association, membership in ARA. You can get complete details by contacting QRP direct. In addition to auto and truck salvage the site generates salvage bid requests for various categories of salvage



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QRP of Wisconsin offers Salvage Solutions to insurers and financial institutions in a large geographic territory concentrated on the upper Midwest. If you are a professional auto recycler and belong to a state recyclers association or the ARA, you are qualified to gain free access to bidding on inventory vehicles for your business right in your home state. No registration fee, no participation fee and if you want to have purchasing opportunities beyond your state or local area we can make that happen for you as well. QRP Salvage Solutions build for auto recyclers by auto recyclers to connect them directly with insurers and other sellers of salvage vehicles. Avoid the high cost of salvage acquisition from traditional pools and auctions. Call us today for details.



including heavy duty trucks and equipment, campers and RVs, marine salvage, snowmobiles, motorcycles, ATVs, and anything else an insurer may need to sell as salvage. As auto recyclers you will see all of these listings as well. When bidding non automotive salvage you will be bidding against salvors who specialize in the given salvage category. These specialty bidders do not have access to bid auto and truck salvage.



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This is not an auction site. All bidding is through a blind bid process.

When a new salvage bid request is listed you will be notified via email. As a bidder you will see pertinent vehicle information and pictures along with an insurance seller's description of the salvage. Bidders are also provided with salvage location so that they can calculate transportation costs prior to bidding. (A special discounted transportation program that is integrated into the site will be reviewed in a future article). Bidders also see when the bidding period began and when it closes. You will not see any other bid amounts, but you will see bid activity, showing how many bids have been placed. This is helpful in determining the overall desirability of the salvage amongst the bidders, which certainly affects the salvage value.

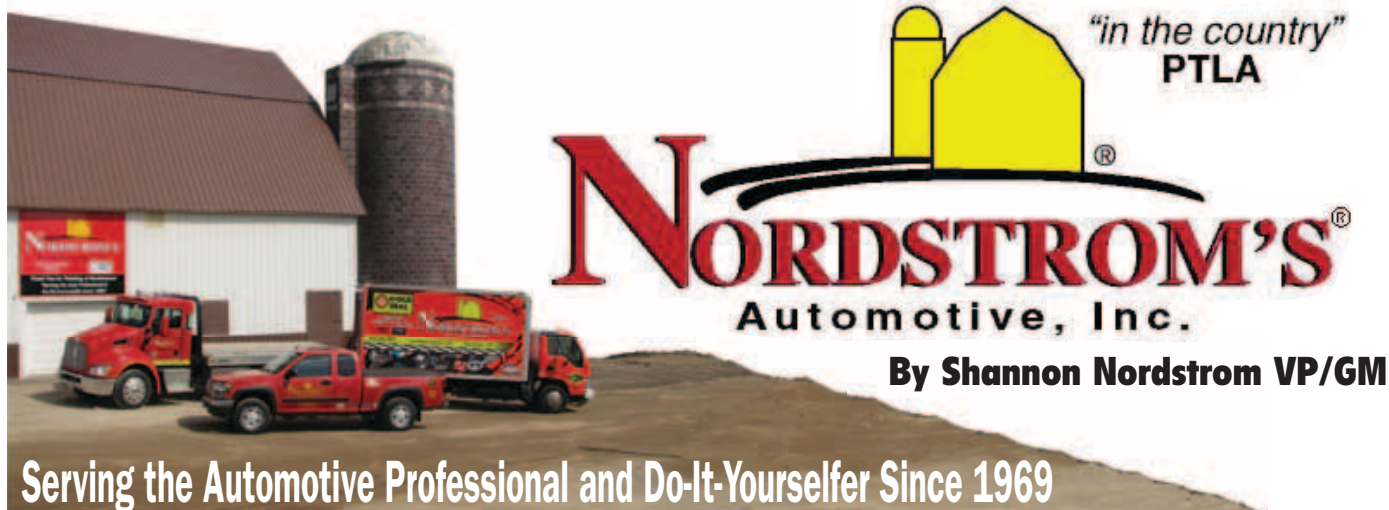
At the closing of the bid period the seller sees the three high bids. Sellers are not required to accept any bid, but the majority of listings result in a sale. When the seller decides to accept a bid it is done electronically through the site. The buyer whose bid is accepted is notified via email, and there are also additional indicators on the site itself to inform winning bidders of an award as well. Buyers must arrange timely pick up of the salvage. Buyers pay any existing fees at the time of pick up and that amount is deducted from the bid. (Occasionally this can amount to the buyer invoicing the seller due to pre-existing fees paid that were higher than the bid amount). Buyers hold the salvage until the seller notifies them that the title and all necessary paperwork is available. At that time the salvage payment is made and the buyer processes the salvage. (The site provides a salvage payment form for the buyer to complete and send to the seller along with the payment. It will be reviewed in a future article.)

Buyers are charged the appropriate award fee by QRP Salvage Solutions. There are only three different award fees. Based on bid amount they are \$30.00, \$125.00, and \$150.00.

Buyers agree to assume ongoing storage charges if the salvage is not picked up within the time frame agreed to when registering to bid. Buyers also agree to provide salvage payment within a predetermined time frame agreed to when registering to bid. Details are available prior to registering by using the contact information on the homepage at [www.qrpvms.com](http://www.qrpvms.com)

Additional functions included on this site will be reviewed in future articles of YOUR Northern Automotive Recycler. Please feel free to provide copies of this information to any of your auto recycler friends around the country.

**Till next time...Buy some cars...Sell some parts...and...  
HAVE SOME FUN!**



**NORDSTROM'S<sup>®</sup>**  
Automotive, Inc.

By Shannon Nordstrom VP/GM

Serving the Automotive Professional and Do-It-Yourselfer Since 1969

Art and Marie Nordstrom have worked hard, leaned on faith as a foundation and found ways to make things happen their entire adult lives. That is the mentality that they raised their family with and the influence that they have instilled into Nordstrom's Automotive Inc. as it has grown from the original dairy farm roots to the modern bustling "Parts Farm" it is today. As the business has evolved, many events have influenced the path taken by the business. Art's dad died young, just a few years after Art and Marie's marriage. This event forced their hand to quickly learn how to make the most of a bad situation and figure out how to establish their own credit when they needed a pickup for the farm and could not buy one conventionally. Art knew he could use the mechanical skills he had learned from being a motor-head in high school and bought a wrecked Ford pickup from his friend Marv at Arndt's Wreck-King in Sioux Falls. This Ford truck would be the first of many Art, Marie and family would buy and sell that launched the new-found side line. It was not long after this, that a new found commitment to faith in Jesus guided them to focus on their priorities and not allow selfishness to affect their budding possibilities. Another event was when their son and the youngest of three (older sisters are Auctioneer/Broker Yvette Vanderbrink and Suzette Hoven in

Sales with Monrovia) Shannon Nordstrom joined the team full time in July of 1988 after a short stint in technical school. He had decided there might be more fulfilling opportunities to make something bigger happen at the family business than complete his degree in telecommunications. He also knew that he needed to find a way to scratch

his automotive itch. Shannon remained involved throughout school selling cars weekends and had been traveling to salvage auctions in Minneapolis buying cars solo since he was just out of high school. At that time, Nordstrom's was primarily a repairable dealer, dabbling in the auto parts business. In 1988 the Nordstrom's were



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actively operating a 400 plus acre dairy farm and at the same time wheeling and dealing on vehicles and selling parts from extra vehicles they had acquired along the way. They were getting involved in Association political work and starting to see the pent up demand for an auto recycler that would work hard with strong ethics to treat their new-found and growing customer base with fairness and respect. The trio had begun to travel to events such as "Locator on Location" and the local conventions for the Auto Recyclers of Minnesota. Shannon and his wife Tamie, whom he met as a customer

at the sales counter, attended their first ARA National Convention in Denver. It was here that they heard about the CAR(Certified Auto Recycler) program and began to make relationships with recycling facility owners and managers that would become friends for life. Many of these friends were also great teachers and mentors, helping to influence the decisions and goals set at the business. Shannon has not missed a National Convention since! Together the Nordstrom's worked countless hours to transform the farm into the modern CAR and Gold Seal Certified facility it

is today. Nordstrom's became one of the first CAR Gold Seal Facilities in the upper Midwest and was on its way to a growth cycle they could have never imagined. At the time Shannon started, there were 5 other employees, no computerization and no organized Inventory system. Ask them today, and none of them could have imagined what that seed has grown into.

As you see it today, Nordstrom's is able to service customers across the upper Midwest with a great staff of 75 employees. Nordstrom's also has a very

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large reach across the country and around the world on the Internet with a very active eBay® store and nordstromsauto.com. Nordstrom's have always worked hard to service all spectrums of customers. Nordstrom's has worked hard to have a very large and diverse inventory, which matches the vehicle population found on the road today.

Nordstrom's technology and buildings have grown over the years to match the growth of the company. Currently Nordstrom's facility consists of over 80,000 square feet of buildings on a 65 acre campus. Nordstrom's keeps over 7500 vehicles on hand with most of them pre-dismantled awaiting your parts purchase needs. Our technology team has kept us on track to stay ahead of the game when it comes to staying connected. With EROS Data center just up the road, the local telecom, Alliance Communications has been able to provide Nordstrom's with technology such as Fiber Optic connectivity long before it was available in the surrounding areas. Nordstrom's has customized its Hollander Powerlink Yard Management System with hundreds of thousands of unique inventory items including Green Recycled Used remanufactured and new parts ready for your automotive repair needs. Nordstrom's professional shipping department has grown also and can make you a customer wherever you may be located. Because of Nordstrom's location, neatly tucked in the country just north east of Sioux Falls, South Dakota, Nordstrom's has the ability to offer next day service to a large portion of the Upper Midwest. We utilize our own state of the art delivery trucks and customized shipping containers and systems to assure GOLD SEAL delivery to customers that give us the privilege of servicing their parts needs. Nordstrom's growth has happened because of a true team effort. The owners have worked with a great team of employees who have helped develop numerous unique processes to make Nordstrom's what it is today.

Nordstrom's processes over 300 vehicles per month to fuel the needs of the different business divisions. Vehicles purchased could be almost new vehicles, acquired through an exclusive VRG partnership; some are unique vehicles with as little as one mile. Nordstrom's purchase late model Insurance salvage of all makes and models and some older model vehicles that while nearing the end of life, have needed parts for a segment of the vehicle life cycle. Vehicles purchased are categorized to a particular use. A vehicles use could be for the Full Service Auto Recycling division where as many as 150 parts per vehicle are carefully inventoried and tracked using our state-of-the-art Powerlink Yard management, system utilizing the ARA Parts Grading Standards. These vehicles also have 25 plus pictures taken to provide the staff and customers the needed images of the vehicle. Many receive a video treatment further documenting exactly what is available from a particular unit. Others may be used for the "EWE PULLET" Self-Service operation which was opened in 2008. Here you can use "Your Tools, Your Labor for Your Savings"® to receive the

best prices anywhere on a Green Recycled Part. Another category of use is the vehicles which are resold as repairable or project vehicles to customers all over the country and world. Please take a moment to look at nordstromsrepairables.com for project vehicles of all makes and models. Nordstrom's also process some vehicles, with few useable parts, that they are deemed for immediate disposal. These vehicles receive an environmentally correct purging of fluids and contaminants followed by a trip to the auto crusher.

Nordstrom's communicates with customers through a very active and experienced customer support center that uses digital phones, e-mail, messaging, texting and any other forms of communication to match the needs of our customers. Some days do get a little hectic, but the customer service staff works hard to service the bread and butter; the customer.

Nordstrom's has been very involved in numerous Associations and organizations in the area and within the industry. We are an ARA CAR Certified, Gold Seal Auto Recycler and understand that we need to meet your expectations and to help you fix cars and maintain your profitability. Nordstrom's stays actively involved in Auto Body, Auto Recycling and Insurance Claims Associations in South Dakota, North Dakota, Minnesota, Iowa and Nebraska. Along with being a member of ARA, Shannon Nordstrom has served as a regional director and is currently the Chairperson for the Certified Auto Recycler Committee. Shannon also involved in the e-commerce and Gold Seal committees for the Association along with having the privilege to be frequent industry speaker and panelist. Nordstrom currently serves and has served on numerous inter-industry committees such as the Hollander Client Council. The Nordstrom family is also extremely active in many charitable and faith based causes in the Sioux Falls Metro area.

In the vast warehouses, Nordstrom's stocks inventory of many categories. There are Gold Seal Recycled used parts which are harvested from the diverse inventory of purchased vehicles. Nordstrom's has partnerships with many recyclers to bring in the unique used parts they may not have on hand and make your procurement worry free. Nordstrom's has been offering zero to



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3 mile used parts from lightly damaged vehicles since 1999. Nordstrom's has offered OEM Surplus Parts since early 2000. These parts may have minor flaws or just were not used and became surplus parts, but they still are extremely useable OEM pieces. There is also a strong lineup of new alternative parts ranging from Collision parts that have value options for all repair situations up to the highest quality CAPA certified pieces. Also part of the mix is alternative mechanical parts such as wheel hubs, AC compressors

and exhaust manifolds. Nordstrom's stocks a full line of remanufactured heavy driveline parts such as engines, automatic and manual transmissions, differentials, rear ends, and transfer cases. Nordstrom's offer some of the best warranties in the business from our standard 199 day warranty to "99 year" Limited Lifetime warranty and other options in-between. All of this vast inventory can be seen on systems such as Hollanderparts.com®, Car-Part®, Car Part Pro®, APU Solutions®, CCC®, Solera Real

steel® and of course at Nordstromsauto.com. Nordstrom's also have collaborations with many other providers; making sure their Gold Seal® inventory is made available to you. Nordstrom's ability to say yes is matched by very few.

Nordstrom's also operates a mechanical repair facility called "Nordstrom's Installation and Diagnostic center". It is here that local residents in the Garretson and surrounding area have high quality warranted repairs available. The service center offers the opportunity to save big with the available options of used and new parts. This facility is the "research and development" center which has housed the "Factory Performance" division in the past and is the home for manager Russ Evans. You may have heard Russ on the Radio with Shannon on a station in your market as part of the Nationally Syndicated car talk radio show called "Under the Hood®". The show has been on the air since 1990 and currently broadcast on over 100 stations nationwide and to tens of thousands each month on podcasts on I-Tunes®. Be sure and check out [underthehoodshow.com](http://underthehoodshow.com) for stations and times near you. You can stream the show from the website also.

Nordstrom's has worked as a team with customers and employees to continue to meet or exceed the repair world's expectations. As we all know from dismantling and selling vehicle parts; the rules and the market are constantly and rapidly changing. The Nordstrom's are thankful the success of the past and they look forward to working with their great customers for years to come. They will continue to educate themselves to match the ever changing vehicle repair market.

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# Technology

By Derek Freedlund, Kadinger's

Our industry has come a long way. It was not so long ago we were known as “junk yards”, and probably for good reason. For many years our companies were the local yards where our customer base was usually determined by if the call to us was long distance or not. We have progressed tremendously since those days. Now even the smallest Auto Recycling Companies can have customers around the globe with a simple click of the mouse. The auto recycling industry has benefited greatly from the progress of technology through the years and as an industry we need to embrace new technology to make our companies more efficient and to allow us to expand.

Being “old school” can bring respect, but not in the case of our industry. In our industry being “old school” equates

to inefficiency. And inefficiency destroys profit. Technology can be quite daunting. Implementing new technology and integrating existing technology is time consuming and can carry a high up front cost. But it is an investment in your company's future. And given the way our market has been changing in just the past ten years it's an investment that shouldn't be overlooked.

Technology improves efficiency. And efficiency is what we strive for. Essentially technology allows us to cut down the amount of man hours needed to complete a task. The fewer times we have to put a set of eyes on a part and the fewer times we have to handle a part the lower the associated costs we incur. Technology helps us minimize many of

the issues we've all spent needless time trying to solve.

The inventory software we have available to our industry has been vital in our industry's success. With software such as Pinnacle Pro not only can we see what we have in our inventory and exactly where it's at, but if we come across a part we don't currently have on hand we can easily broker one in from a trading partner allowing us to be a one stop company for our customers. Customer's like doing business with a company that they can rely on time after time to find parts. They're under the impression we are putting in a lot of leg work to track down a part we don't have in stock, but in reality it's as simple as looking at the screen to see who has what.

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to our industry for the sole purpose of selling our parts as well as online marketplaces that receive heavy traffic. Compare it to fishing. The more lines you have in the water, the greater the odds of hooking a fish. Get your inventory on as many of these sources as possible.

We need to keep an ear to the ground for new technology coming out that we can utilize that will help us become more efficient. Technology is ever

evolving. Anyone that has bought a computer knows this. You buy the best on the market and three months later it's considered outdated. Make sure you don't become outdated, especially in our competitive industry. If you don't make the investment I can guarantee you one of your competitors will and you'll realize pretty quickly it's something you should have done. Technology can be scary, but it has helped our industry to progress leaps and bounds. Technology is great!



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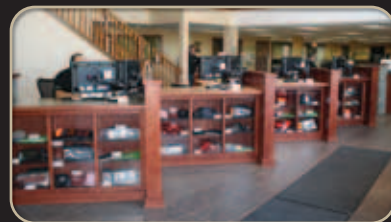
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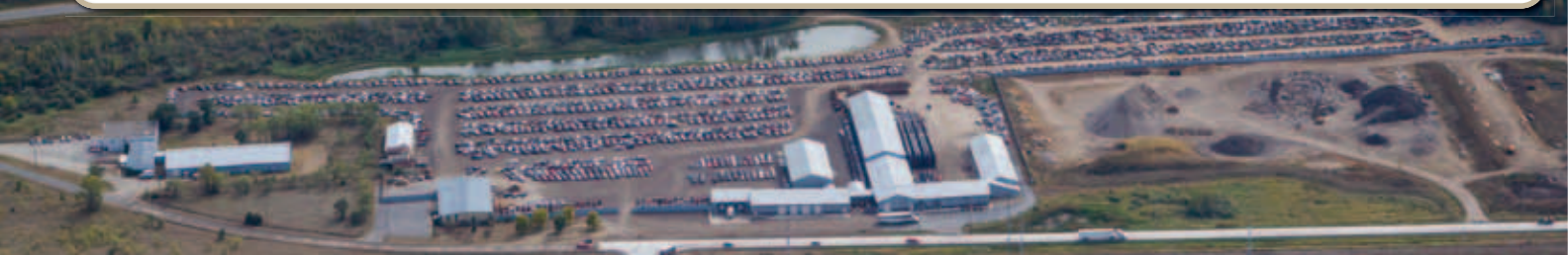


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## Industry Press & Product News

# Compliance Burden

**By Kelley Stoklosa**

**The scrap recycling industry continues to bear most of the weight of scrap theft compliance.**

Few demographics know how troublesome and far reaching metals theft is better than recyclers. Scrap yard managers know perhaps better than anyone that a couple hundred dollars worth of copper wire stripped from a building drains time, resources and money for far more people than just the victim of the theft. Thus, few would be surprised by the findings of a recent study by the U.S. Department of Energy, which shows the total value of damages

to industries affected by the theft of copper wire would likely exceed more than \$900 million each year. While scrap theft is not new, nor does the problem appear to be slowing down, the ways in which recyclers comply with state and local regulations pertaining to it are changing and gaining traction.

### Welcomed Additions

With a lack of federal legislation for scrap theft, the burden falls on states

and the recycling industry to ensure scrap sales are legal.

Forty-eight states have some form of scrap theft legislation, with North Dakota and Alaska remaining as the last two states without scrap-specific laws. As recently as 2009, five states had yet to adopt these types of laws.

Also of note, Ohio, Florida, Georgia, North Carolina and Alabama have

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passed additional laws in the past year. North Carolina recently enacted a requirement that scrap dealers must collect digital photographs or video of customers standing with the material they intend to sell. Effective Jan. 1, 2013, all scrap metal and bulk merchandise container dealers in Ohio must be registered with the Ohio Department of Safety and report all transactions through the newly created electronic reporting system. More information about Ohio's new electronic reporting and registration system may be found at [homelandsecurity.ohio.gov/scrap\\_metal.stm](http://homelandsecurity.ohio.gov/scrap_metal.stm).

Sellers of scrap metal in Alabama now must be photographed, provide an identification card and information about their vehicles. In Florida, the electronic registration applies to most businesses that sell secondhand goods, for example jewelry or household goods.

Scrap metal dealers in some states, such as Florida and Ohio, have expressed concern about how certain laws will or do affect their businesses. A scrap dealer in Florida says the new requirement that sellers must bring scrap in a vehicle may deter long-time customers who do not have access to cars. At a recent training session on Ohio Senate Bill 193, which amends and enacts various sections of the Ohio Revised Code to make changes to the 2008 law governing scrap metal dealers and bulk merchandise dealers in the state, hosted by the Ohio Department of Public safety, scrap dealers also voiced concern and confusion about parts of the laws. When put into practice, some wondered if portions of the law made sense, such as having to turn away customers with criminal records from 20 years ago or some customers who are having a difficult time proving ownership.

Bob Schlicher from Ohio Homeland Security stressed how important it is to work with local law enforcement in these situations, adding that there often is a solution.

### **Rapid Communication**

Also at the Ohio training session, Schlicher and other speakers repeatedly said the new law is designed to put those dealers who choose not to comply out of business. The best action scrap dealers could take, Schlicher said, was to report other dealers who were not following the law. Rapid communication, he added, has repeatedly proven to be the most effective way to slow crime.

ScrapTheftAlert.com is the vehicle scrap dealers are using to do just that. According to the website, developed by the Institute of Scrap Recycling Industries Inc. (ISRI), Washington, D.C., it

is a tool for law enforcement that allows scrap dealers to report stolen material. Reports are then emailed to all subscribers within 100 miles of where the incident took place.

Schlicher recalled a recent instance where wire from a telecommunications tower went missing. A local scrap dealer reported that the missing material was believed to have shown up at the yard's gate. The dealer gave the information to law enforcement and posted it to ISRI's website. As a result, Schlicher said, the material was quickly located by police.

ISRI officials say they are working to make the website more available to the industry. For example, Ohio scrap dealers who register with the department of security will be registered for ScrapTheftAlert.com. The organization also maintains a list of best practices on its main website, [www.ISRI.org](http://www.ISRI.org), and routinely lobbies Congress on behalf of the scrap recycling industry.

Billy Johnson, ISRI director of political and public affairs, says, "We must constantly remind policymakers about how much the scrap recycling industry does for the local, state, national and international economies as well as how it protects the environment, conserves natural resources, creates jobs and

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generates tax revenue. If you aren't out there speaking for yourself, someone else will speak for you—and not necessarily with your best interests in mind.” As of yet, no federal legislation has been passed regulating scrap metals theft, though bills have been introduced in Congress.

### National Attention

The most recent bill has some industry insiders wondering how it could affect them. Recently, U.S. Sens. Charles E. Schumer from New York, Amy Klobuchar from Minnesota and Lindsey Graham from South Carolina announced legislation designed to make metals theft a federal offense and to make it more difficult to sell.

When announcing the bill, Schumer said, “It is time to put thieves who steal scrap metal from Long Island schools, streets and even gravesites behind ironclad bars. This practical plan will combat this rash of metal theft by requiring recyclers to keep detailed documentation of metal purchases, capping the amount of cash recyclers can pay for scrap metal, ensuring that those selling metal are authorized to do so and by making metal theft a federal crime.”

The Metal Theft Prevention Act, as the bill is called, incorporates many of the measures individual states adopt when implementing scrap theft laws. The proposed legislation would require recyclers to collect documentation from individuals interested in selling metal that shows ownership of the metal or that the person is authorized to sell it.

The proposed legislation also would “create a specific federal crime of stealing metal from critical infrastructure” and allow the U.S. Attorney General and state attorneys general to enforce the law.

Critics of the bill, including ISRI, have called it redundant and confusing. ISRI also has released a statement describing the legislation draconian and focused on recyclers rather than the actual criminals.

Congress could vote on the Metals Theft Prevention Act sometime in 2013.

As the states that have enacted legislation iron out related problems and logistics, only time will tell how such laws affect materials theft.

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## Association News

# News From Automotive Recyclers of Minnesota

## New Benefit for Automotive Recyclers of Minnesota (ARM) Members - Membership in the Minnesota Safety Council

The Automotive Recyclers of Minnesota has made the services of the Minnesota Safety Council available to all of the ARM member yards. This is a new benefit that ARM members receive as part of their ARM annual membership.

Some of the benefits that ARM members will receive through their ARM sponsored Minnesota Safety Council membership are:

- Weekly e-newsletters keep you up to date on safety news, regulatory changes and resources that will help support your safety program.
- Access to the "Member's Only" section of the MN Safety Council website. This section of their website includes features such as: the latest safety news information about new standards; background and resources to assist you with standards that are frequently violated; sample plans, policies and checklists in-depth articles about safety issues
- Member discounts on safety training and on-site consultation (First Aid, CPR, AED, Driver training, fleet safety, DOT compliance.
- Video Library – FREE to members – over 500 industry-specific videos and DVDs
- Online Training – over 100 comprehensive and effective online safety training courses in a convenient, discounted pay-per-view format. Members simply register for a class and start training instantly through the online training center.
- Free Phone/E-mail Consultation – MN Safety Council staff experts in workplace safety and health, traffic/fleet safety, first aid and off-the-job safety are available to answer your questions and help you find the resources you need.
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## Other ARM News

ARM has also been very busy at the state legislature this session working with legislators and stakeholders on pending legislation vital to Minnesota automotive recyclers.

For further information on becoming an ARM member, current legislation, and other automotive recycling industry information, please visit our website at [www.autorecyclersmn.net](http://www.autorecyclersmn.net) or contact the ARM office direct at [ARM123@centurylink.net](mailto:ARM123@centurylink.net)



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