

# Membership That Pays

Check out **ALL** the *exclusive* programs that **ARA Members** enjoy!

They save you money, ensure your best-in-class status, promote your “green,” protect your assets – and more! But more than that, your voice will be heard as the Automotive Recyclers Association takes on the bigger challenges facing our industry as directed by the membership.

**Taking advantage of these benefits can earn your dues back 20 to 1!**

This is YOUR ARA. Dedicated to protecting the interests of the Automotive Recycling Industry, and quite frankly, *we can't do it alone!* Can we count you in?



## Why Join ARA?

As a member, you are joining the Voice of Automotive Recycling, helping to protect and advance your industry and, ultimately, your company's interests. Every member counts on Capitol Hill or wherever we must go to end the encroachment on your right to do business in a fair and level playing field!

With each voice, our presence becomes stronger and we are able to stand up against potentially harmful legislation and provide greater resources that will improve and promote your company. There is no greater return on your investment. The annual dues are priced affordably so that every recycler can benefit and the association can provide each member with the best protection, resources and training available.

### Resources

- Exclusive Membership Benefit Provider Discounts
- Members-Only Website Access
- *Automotive Recycling* Magazine Subscription
- Weekly Industry Insider E-Newsletter
- ARA Scholarship Foundation
- ARA Educational Foundation
- Environmental Compliance Center

### Promotion

- Green Recycled Parts™ Marketing Industry Image Campaign
- Online Membership Directory
- Individual Use of ARA Member Logo & Green Recycled Parts™ logo on all Company Website, Print and Electronic Materials, and TV and Audio Ad spots

**DON'T DELAY – MAXIMIZE YOUR BUSINESS THROUGH MEMBERSHIP!**

### Networking

- Annual Convention & Exposition
- Peer-to-Peer Connection
- Annual Hill Days & Mid-Year Business Development Conference
- Committee Workgroups

### Training & Best-In-Class Certifications

- ARA University
- Airbag Protocol and Hazmat Training
- Certified Automotive Recycler Certification
- Gold Seal Certification Program
- Specialized Educational Seminars & Conferences
- Industry Standards & Codes

### Interests

- Direct Legislative Alerts
- Online Legislative Action Center
- State and Federal Bill Tracking
- Representation on Capitol Hill



## Benefit Provider Programs



### Business Member Insurance Program

Wells Fargo Insurance Services specializes in creating affordable, customized insurance solutions for the automotive recycling, dismantling and salvage industry. With over 150 offices and 4,500 insurance professionals across the country, Wells Fargo represents many if not most of the carriers currently writing business in your industry.

### Credit Card Processing Program

TSYS allows members to get WHOLESALE rates for Visa, MasterCard and Discover credit and debit cards when processing their customers' transactions.

### Energy Buyers' Program\*

Provides an opportunity for auto recyclers to lower utility-related expenses. (\*Deregulation not yet available in all states).

### HazMat Shipping Program

This exclusive program allows members to utilize an Emergency Response Hotline for Airbag shipping – saving hundreds of dollars compared to similar programs.

### ARA Marketplace

ARA has teamed up with BizUnite to provide a simple, one-stop shop with over 30 cost saving programs guaranteed to put dollars back on your bottom line from vendors like ADP, OfficeMax, Sprint, UNUM, AutoDataDirect, Inc., UniFirst and NASCO-OP.

### Mitchell RepairMate™ Parts Look-Up System

Quickly and easily access the most comprehensive and reliable collision parts and labor information for validating costs, estimates, and cross-referencing part information in a user-friendly CD format for a special member rate.

### Personalized Safety Gloves & Other Products

This program allows members to promote their business by purchasing personalized safety gloves and other products at reduced prices from Top Hand Glove.



As an  
ARA Member,  
all these  
benefits  
are yours!

## Resources

### ARA Educational Foundation

Dedicated to the educational training of the Automotive Recycling Industry, the foundation researches and develops the curriculum of the ARA University and aids in the development of the content of ARA educational seminars and presentations.

### ARA Scholarship Foundation

Annually awards grants to employees' children of direct members of the ARA for all post-high school educational pursuits to qualifying eligible applicants, worldwide.

### Automotive Recycling Subscription

Bi-monthly, members receive *Automotive Recycling*, the official publication of ARA. Written exclusively for professional auto recyclers, this full-color magazine gives the latest industry trends, special reports, time-and-money saving tips, wealth-building ideas, technical updates and other industry-focused information needed to make informed decisions in today's competitive marketplace.

### Automotive Recycling Weekly E-Newsletter

Members receive up-to-date developments affecting the industry, international news, as well as instrumental association updates and promotional offers.

### Exclusive Members-Only Website

ARA's website is the industry's #1 resource for automotive recycling information — currently receiving more than 11,000 visitors a month from users worldwide. ARA members have access to an exclusive members-only section of the site.

### ECAR Center

ARA has developed [www.ECARcenter.org](http://www.ECARcenter.org), a compliance assistance center. This user-friendly resource centralizes relevant and current information to help professional automotive recyclers by outlining the federal EPA regulations and featuring a state-by-state synopsis of requirements associated with recycling motor vehicles.

## Networking & Promotion

### Annual Convention and Exposition

ARA annually sponsors the industry's premier event, which provides networking opportunities with industry peers and unsurpassed industry-specific educational programs and seminars, plus "one-stop shopping" at the industry's leading trade show. ARA members receive fantastic discounts on convention registration.

### NEW! Green Recycled Parts™ Marketing Program

A professionally designed marketing initiative, built around the Ontario Automotive Recyclers Association's Green Parts™ program. Members can leverage ARA marketing for Green Recycled Parts™ and get exclusive access to important marketing support such as professional radio spots, online ads, print ads and video commercials — all fully customizable for each automotive recycler to brand their individual facility.



### Member's Online Directory

Increase your exposure to the parts buying public and promote trade. This directory is an excellent reason for someone becoming a member of ARA. If you are not a member of ARA, you are going to be losing business. People who are looking for recycled parts can find his or her nearest ARA member very easily.

## Best-in-Class

### Certified Automotive Recycler (CAR) Program

Designed exclusively for ARA members to advance their general business practices, waste & hazardous material handling, and safety practices.

This prestigious industry credential is being recognized globally as the professional standard for automotive recyclers.

### Gold Seal Certified Automotive Recycler Program

Endorsed by the Automotive Service Association (ASA), this program allows members to join forces to take a proactive stance to improve quality and increase customer satisfaction.

## Training

### ARAUniversity.org

Launched by the ARA Educational Foundation, this online training and information platform offers members important certifications, sales training, seminars, and vehicle compliance 24-hours a day, seven days a week.

### Airbag Protocol

Offers members protocol training and instruction in the handling, maintenance, packing, and shipping of OEM non-deployed airbag modules and the certification of airbag technicians. Airbag resources contain two software applications, one focusing on Airbag Training and the other on Airbag Inspection.

### HazMat Training CD Program

Certifies and provides members with the proper training for HazMat shipping at a substantially lower cost than most programs.



# Membership Application



9113 Church Street  
Manassas, Virginia  
20110-5456 U.S.A.  
(571) 208-0428  
(888) 385-1005  
(571) 208-0430 fax  
www.a-r-a.org

Fax Application To (571) 208-0430 or Mail to ARA

## ARA Membership Dues New/Renewal

### United States

\$375 1-4 Employees  
\$500 5-9 Employees  
\$750 10-15 Employees  
\$1,000 16-up Employees

\$375 Branch/Central Office  
Owned Locations

\$625 Associate Members  
\$625 Affiliate Chapters  
\$2,500 Central Office

### Canada (NAFTA Non-US)

\$375 All Member Types

### International (Non-NAFTA)

\$250 All Member Types

**Direct Membership:** Any individual, firm, partnership or corporation engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts. (Voting; Full Benefits)

**Branch:** Any firm, partnership or corporation engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts which is owned by the same individuals(s), firm, partnership or corporation as the current and direct Automotive Recyclers Association member in good standing. The largest operation must pay full membership dues (based on the number of employees) in order for the branch(s) to be eligible. (Voting; Full Benefits)

**Central Office Membership:** Any business entity having a central office or control facility which is not principally engaged in the business of dismantling and/or salvaging recycled automotive parts, but which entity owns, franchises, or otherwise controls a group of separate business locations which are directly engaged in the business of dismantling and/or salvaging recycled automotive parts. (Voting; one vote per central office.)

**Affiliate Chapter Membership:** Any association of at least 10 individuals, firms, partnerships or corporations engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts. (Voting; one vote per group. Group benefits to a central office.)

**Associate Membership:** Any individual firm, partnership, or corporation engaged in the business of selling new motor vehicle parts, manufacturers of equipment, supplies or services to the recycled automotive parts industry. (Non-voting)

Application Valid through December 31, 2011

Please Print

National Motor Vehicle Titling Information System (NMVTIS) number:

Company Name

Primary Contact Name

Title

Officers of Firm (may list up to three w/titles)

Mailing Address

Shipping Address (if applicable)

City/State/Province

Zip/Postal Code

Country

Phone

Fax

National Toll Free Phone

E-Mail

Website

### MEMBERSHIP CATEGORY - Check only ONE:

Direct (Recycler)

Branch:

List Direct Member Company name

Please check all that apply:  Domestic Auto Parts  Foreign Auto Parts  Truck Parts (Light)

Truck Parts (Mid-weight)  Truck Parts (Heavy)  U-Pull-It

Total number of employees, including owners & officers: \_\_\_\_\_

Associate (Product Line Description: \_\_\_\_\_)

Affiliate Chapter

Central Office

Dues Amount: \$

### Make a Gift to the Automotive Recyclers Defense Fund (Optional)

Yes, I would like to make an Automotive Recyclers Defense Fund contribution of:

Payment Method:

Check Enclosed

Visa / MasterCard / AmEx

(Payable in U.S. Dollars)

Acct # \_\_\_\_\_

Security Code \_\_\_\_\_

Billing Zip Code \_\_\_\_\_

Expiration Date \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

\$
\$
<b>Total</b>
\$

**Code of Ethics:** If accepted for membership, we agree to abide by the Automotive Recyclers Association Bylaws and Code of Ethics, and understand that failure to do so may render this membership subject to cancellation.

Date \_\_\_\_\_

Authorized Signature \_\_\_\_\_

ARA Tax ID/EIN # 94-6102974 • Contributions or gifts to the automotive recyclers association are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses. In accordance with the "Omnibus Budget Reconciliation Act of 1993" (HR 269) 10% of ARA dues have been allocated to lobbying efforts. Accordingly, 10% of your dues payment is no longer deductible for U.S. federal income tax purpose. Canadian and International members, please consult your local tax laws.

Sponsor or Chapter Name (if applicable): \_\_\_\_\_

Installment payment plan available with credit card, please inquire.

Expires 12-31-11. WB2011