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1. Reserve Your Room 2. Register For The Convention

We are elated to learn from the Hotel that the second room block is selling out! One caveat when making your room reservation: When you call the Westin Hotel at (866) 837-4148, ask for the "inhotel reservations agent".

In order to take advantage of the room rate that ARA was able to procure for attendees, you will need to be a **registered attendee**. All the more reason, once you've reserved your room, to please complete and return the [Convention Registration Form](#). This will ensure you a seat at top-notch educational sessions and provide entrance to first-class social and networking events, as well as first-rate vendors at the trade show.

As previously noted, tickets for the planned events are on a first-come, first-served basis. Once they're gone, the tickets and/or discounted pricing might not be available, so it pays to be early.

Here is a recap of the several extra options/functions available to attendees:

1. Wednesday: Golf or NASCAR Garage Tour
2. Thursday: Charlotte Historical Tour & Lunch at the Duke Mansion,
3. Friday: Shopping at Gibson Mill Depot, Addams Family the Musical
Nationwide Series Race
4. Saturday: Sprint Cup Series Race

To ensure you don't miss out, register today and enter the **Winner's Circle!**



MVDA & ATF Professional: Your U.K. Counterparts

The U.K.'s Motor Vehicle Dismantlers' Association (MVDA) is asking that ARA members take a look at the recently launched U.K. web-based news service and monthly [e-Newsletter](#). All U.K. vehicle dismantlers are licensed as authorized treatment facilities, thus the name: ATF.

ATF's Editor/Publisher, Chris Floate, is interested in developing staff swaps, similar to the employee exchange program that was done through the ARA Educational Foundation. This would be not just with ARA members, but also other European Associations. Chris would like to have ARA members have a better understanding of what is happening around the world in this shared industry.



Recent AAA Survey Highlights Opportunities for Auto Recyclers

A recent AAA phone survey found that one in four American drivers could not pay for a car repair of \$2,000. The survey also found one in eight would be unable to pay for a repair bill of \$1,000.

Survey respondents also said that they are holding onto their older vehicles because they do not want the financial burden of a new one. And, a quarter of the respondents admitted to neglecting repairs and maintenance.

According to the survey, 38 percent of American drivers could pay for a \$2,000 repair bill with funds in a savings account, while 20 percent would pay with their credit card. Eleven percent said they would have to borrow money from their friends, family, retirement or home equity in order to pay for a \$2,000 repair.

Slightly more Americans reported being able to pay for a \$1,000 repair bill, with 46 percent saying they could use savings and 22 percent using a credit card. Fourteen percent would look to borrow from their friends, family, retirement or home equity.

For decades ARA members have developed innovative systems to carefully harvest and recycle original equipment parts from vehicles. They have developed special processes to remove the parts, quality inspect them and perfectly match them up with a consumers exact need. Reusable parts available to repair garages, collision repair shops, and individuals include items such as engines, transmissions, sheet metal parts, side door mirrors, tires, wheels, and many other components. "By using *Green Recycled Parts* consumers can significantly reduce vehicle repair costs without sacrificing quality," said Michael Wilson, ARA CEO.

"We have a unique opportunity here to highlight the benefits of automobile recycling," said Wilson.



Calling All Race Fans and Fanatics . . .

Education is so important to our members and the automotive recycling industry. We have an opportunity every other year to show our support for the continued efforts of the ARA Educational Foundation by participating in the fund raising efforts at the ARA Convention and Exposition. This year we have several ways you can show your support and have fun doing it.

On Wednesday night at the NASCAR Hall of Fame Museum you can participate in the ARA Simulator Racing. You will be able to sign up to participate during racing heats. There will be 10 pre-qualifying heats of 14 cars each, where the top 3 finishers will advance to the next qualifying round. The buy-in will be \$150. If you do not qualify you have the option to buy back in for another heat in the **Outlaw Division** for \$100, but only 36 will be allowed this option. The top 2 from each race will then proceed to the **Final Qualifying Races**. Those qualifying will participate in final qualifying races to proceed to the **Championship Race**. The top three finishers will earn bragging rights and trophies. All money raised will benefit the ARA Educational Foundation.

We are also having a **Valve Cover Car Show**. We are only accepting 100 cars to be displayed in the exhibit hall. Every car owner entered will build their own car from a valve cover of their choice, as long as it meets specs. Make sure you print up a small information placard so that everyone will know who the car owner is and any information you would like to share about your vehicle. We will have a **BEST OF SHOW** competition where the cars will be on display and you and others can buy tickets to vote on your favorite car. The key here, and the winning edge, is to vote often and it is legal to buy as many votes as money will buy. The winner will receive 50% of the money

raised during voting and the other 50% will benefit the ARA Educational Foundation. The cars will be on display in the ARA Exposition Hall so the voting will continue until Noon on Saturday and the winner will be announced between 12:30pm and 1:00pm before the closing of the Exhibit Hall. [Click here](#) for the specs & entry form.



Don't forget to buy your raffle tickets for the 2011 Harley Sportster for only \$50 each or 5 for \$200. Please call the ARA office or 505-281-5418 to purchase your tickets. Again, all money raised will help to keep educational programs coming your way via the ARA University and other programs throughout the year. Let's not sell our educational programs short - help us continue bringing quality training programs 24/7, a true value to our industry and our employees.



Local Emphasis Programs Listed On OSHA Enforcement Web Page

OSHA's Enforcement Web page now contains a new section that lists all the [Local Emphasis Programs \(LEPs\)](#) currently active across the country. LEPs are enforcement strategies designed and implemented at the regional office and/or area office levels. These programs are intended to address hazards or industries that pose a particular risk to workers in the office's jurisdiction. These LEPs are often accompanied by outreach intended to make employers in the area aware of the program as well as the hazards that the programs are designed to reduce or eliminate. This outreach may be in the form of informational mailings, training at local tradeshow, or speeches at meetings of industry groups or labor organizations.

For example, in Philadelphia's Region III there is a LEP to reduce the hazards and exposures in the scrap metal processing industry. Specifically, this LEP targets NAICS 423930 and 423140 - Motor Vehicle Parts (Used) Merchant Wholesalers. In another LEP, industries using the code 5015 are being targeted in Region II - out of the Syracuse, NY office because according to OSHA, employees employed in the scrap metal recycling industry (5015 and 5093) are being exposed to serious safety and health hazards on a daily basis.

The new Web page lists more than 150 LEPs, divided by Region, with links to the directives establishing each one. Please see OSHA's [Enforcement Web page](#) for more information.



3rd Annual Industry Training Conference

ARA President Doug Reinert and First Vice President Randy Reitman both attended the recent Third Annual Car-Part.com Industry Conference that was held in Cincinnati, OH. As Doug put it, "there was something to be learned by everyone, no matter what size business they had," seconded by Randy and, judging by the enthusiasm exhibited by other attendees, including recyclers from Australia, all came away fired up about the improvements and changes unveiled over the three days.

The seminars and classes covered: Checkmate, Fast Parts, Web Products, Bidmate & Partmate and Executive & Management, with a keynote address by Car-Part.com's President, Jeff Schroder.

Also introduced was the upcoming new lookup that will display the level of certification of each auto recycler and make it visible to all customers. According to Schroder, this underscores the need for auto recyclers who have not already done so, "to align themselves with the ARA and/or URG certifications currently available."

Newly automated process improvements, designed to reduce search times, include, but are not limited to:

- Distribution networks linked to service delivery times
- Simplifying the warranty service sales process
- Showcase auto recycler certifications on Car-Part.com site
- Real time refresh of part availability status

Consistency among automotive recyclers in the use of the ARA Damage Codes, is another challenge faced by the industry. CrashLink, a new Car-Part.com program that will launch in the fourth quarter, includes a function that will search for inconsistencies in parts grading. It quickly became apparent that Car-Part.com has been listening to member's issues and responded with improvements in technological tools to drive the recycled parts sales growth.



New Members

Welcome to the following new ARA members! Please give them a warm welcome to the ARA family - send an e-mail or give them a call, introduce yourself and help familiarize them with all the great and new benefits of membership.

Auto Components

Gina Baier
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