

From: Steve Fletcher - OARA <steve@oara.com>
Date: January 16, 2008 8:04:25 AM EST (CA)
Subject: OARA Member Update #33

OARA Member Update #33

Auto Recycler For Sale

<http://link.mlxchange.com/Pub/EmailView.asp?r=1998431399&s=RHB&t=RHB>

For more information, contact Zelko at 905 574-4600

or info@zelkorealestate.com

Member Name Change

Lorne & Dave's Auto Parts is now known as LAD's Auto Recyclers. David Lang is now the sole owner, and all contact information stays the same (111 Industrial Park Road, Pembroke, ON K8A 6W3, 613-638-8733, 1-877-938-8733, Fax: 613-638-8735, ladspartparts@bellnet.ca)

Welcome New Associate Members

1. Eagle Towing Equipment

2435 Eagle Street North, Cambridge ON N3H 4R7

(519) 653-8441

1 (877) 653-8080

paul@eagletow.com

Victor Poladian or Paul Hay

Eagle Towing Equipment provides new and used towing equipment sales and service of car carriers, quick swaps and large wreckers. NRC Ontario Dealer. See you at the OARA Trade Show.

2. SL Marketing

25 Peter Street North, Orillia ON L3V 6K8

(705) 330-9599

Stewart Lehman

stewartlehman@yahoo.ca

SL Marketing provides scrap metal crushing, freight and marketing for the auto recycling industry.

3. Actual Systems of America, Inc.

3131 S. Vaughn Way, #134, Aurora, CO USA 80018

(303) 361-2700

chris@actual-america.com

Chris Atencio and Don Davis

Actual Systems of America provides an advanced Yard Management System solution for modern automotive recyclers in the US, Canada, the UK and Australia. We service our clients from our offices in Denver, Colorado (USA) and Edinburgh, Scotland. And, we're proud to announce the general release of our

next-generation product, Pinnacle Professional. Pinnacle was developed to assist recyclers with managing their businesses—any Yard Management System can write an invoice and keep track of inventory; Pinnacle however, was designed by some of the most progressive Recyclers in the United States and Canada, specifically for Recyclers to help them run more profitable and efficient businesses. Our product takes the work out of decision-making, while it gives you more control than ever before. By practically (and easily) applying the tools found in Pinnacle Professional, you become much more effective at turning your inventory and making better buying decisions, which equals greater profitability. We take our development input from advanced dismantlers within the automotive recycling industry...because who understands the needs of the industry better than you?

Copart Auto Auction Initiative

OARA Associate Member Copart Auto Auctions is testing a new service with its insurance partners. Starting in February, on a weekly basis, they will be emailing to their insurers a spreadsheet that consists of purchases by OARA Members from Copart in the past 60 days with VIN, year, make, model and damage location, along with contact information for that OARA Member.

"The intent is not to replace existing methods of locating parts, but to provide another search tool, says Mike Labanovich from Copart. "We are doing this only with OARA Members, as we want to highlight the recyclers who are doing it right. If we can help make their phones ring by providing this extra piece of information - then that's great."

In addition to this new test service, Copart has agreed to waive all registration fees for OARA Members. For more information, please contact Mike at (905) 925-6666 or michael.labanovich@copart.com.

OARA March Convention Specials

To ensure we have as many delegates as possible at the upcoming March 27-29 Convention, I wanted to remind you of the the following special registration categories we have created for this event:

- Discounted weekend registrations are \$95
- Friday or Saturday only registration at \$75
- New Direct Member attendees who did not attend a Meeting in 2007 can attend for free - no shows will be billed however - we want and need you to come out to Meetings and learn.
- Non-Member registration are \$195, but if they come as a Guest of a Direct Member they are free (applies only to auto recyclers, not suppliers)
- Direct Members who bring a Non-Member Guest (applies only to auto recyclers, not suppliers) are free

- Spouses who do not work in the industry are free

All prices are per person in Canadian dollars and exclude GST. In all cases pre-registration is required, otherwise the full registration fees are applicable. The pre-registration cutoff for these specials is March 22, 2008. The registration forms for Exhibitors and Attendees for the March OARA Convention & Trade Show are online as downloadable resources from the OARA website. Just mark the appropriate category and fax your registration in today!

OARA Trade Show Update

We have had a great response to our March Trade Show - as of today, 25 of the 32 exhibit booths are now filled. If you plan on exhibiting, please get your application in asap. The registration form is available on the OARA website under the Breaking News section.

CCIF tackles change: changing relationships, changing regulations

Coping with changing business conditions will be the theme of the upcoming Canadian Collision Industry Forum in Toronto on January 26. Greg Horn of Mitchell International will comment on trends that are changing the relationship between insurers and collision repairers, and a panel with representatives of both the insurance and repair sectors will discuss simplifying DRPs. An insurer's view on what's driving change in the industry will be presented by Rocco Neglia of The Economical Insurance Group.

The full-day CCIF meeting begins at 8:30 am, at the Marriott Toronto Airport hotel. This is usually the largest CCIF event of the year with close to 400 repairers, insurers, and suppliers expected. For more information - <http://www.ccif.net/meeting.asp>

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From: Steve Fletcher - OARA <steve@oara.com>

Date: January 29, 2008 9:23:56 AM EST (CA)

Subject: OARA Member Update #34

OARA Member Update #34

New Contact Information

Effective immediately, Manheim Canada is pleased to announce the opening of its Canadian Corporate headquarters in Mississauga, Ontario.

Manheim Canada Corporate Head Office

6733 Mississauga Road, Suite 604, Mississauga, ON L5N 6J5

T: (905) 817-6700 F: (905) 817-6749

Cheryl Munce or Dave McBride

Name Change

AADCO Automotive is now a private company and operating as AADCO Auto Parts. All contact information remains the same, and Don Fraser remains the industry contact person.

2008 Membership Renewals

Keep processing those 2008 Membership Renewals - if you do not have your renewal invoice or renewal package, please contact the OARA Office immediately.

Congratulations

Our congratulations go out to Trevor and Marta Generoux from Parkway Auto Wreckers on the birth of their daughters Sophie and Sendren.

Condolences

Our condolences go out to Lori and Bob VanValkengoed from Advanced Auto Parts on the loss of their son Ryan.

2008 CAR Magazine Launched

The 2008 version of the wildly successful Canadian Auto Recyclers Magazine, published by Collision Repair Magazine and the Auto Recyclers of Canada, was unveiled at the CCIF Meeting on the weekend. The publication even beats last years inaugural issue. OARA Members will receive their copies directly from Collision Repair Magazine. If you do not receive one in 2 to 3 weeks, please call and we will mail one out. Advertisers will get extra copies and those will come from ARC.

Convention Exhibitor List - 6 spots left

Actual Systems of America - Pinnacle; Automotive Recyclers Association; Canadian Recycler Health Benefits; Canadian Towing Equipment; Cardinal Couriers; Car-Part.com; Clean Air Foundation; Copart Auto Auctions; Cowan Insurance Brokers; Cross Canada Auto Body Supply; Eagle Towing Equipment; Gerdau Ameristeel; Hollander, A Solera Company; Hotsy Cleaning Systems; HR Runciman; Impact Auto Auctions; JMW Automotive; Manheim Auto Auctions; Monidex Distribution International; Ontario Tire Recovery; Salvage Supply & Technology (SST); Waste Care Services.

New OARA Foundation Initiative

The OARA Board has launched a new Foundation Committee aimed at helping its Members' employees and to recognize life milestones or events. The Committee picks up on the work started by Cathy Gullons and the OWL group.

The Committee work will be overseen by OARA Office Manager Sherry Baugh along with interested volunteers.

The children of employees of Members can apply online for a post-secondary scholarship - <http://oara.com/foundation.php>. The deadline is March 15, 2008. A flyer will be sent out to all Direct Members, but you can start directing your employees to the website.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: February 8, 2008 4:16:17 PM EST (CA)

Subject: OARA Member Update #35

OARA Member Update #35

OARA Convention Registrations Online

We can now process your convention registration online at <http://oara.com/2008Convention.php>. At this time we can't process your credit card online, but we can accept credit card payments by contacting the OARA Office. On the same web page we also have a draft convention agenda, hotel information - all the news you need to plan your participation in the biggest event of the year. Keep checking back for more details as the planning progresses.

Exhibitors

The following exhibitors have booked their space at the Trade Show in March: Actual Systems of America - Pinnacle, Automotive Recyclers Association (ARA), Canadian Recycler Health Benefits, Canadian Towing Equipment, Cardinal Couriers, Car-Part.com, Clean Air Foundation, Copart Auto Auctions, Cowan Insurance Brokers, Cross Canada Auto Body Supply, Eagle Towing Equipment, Gerdau Ameristeel, Hollander-A Solera Company, Hotsy Cleaning Systems, HR Runciman, Impact Auto Auctions, JMW Automotive, Manheim Auto Auctions, Monidex Distribution International, Ontario Service Safety Association (OSSA), Ontario Tire Recovery, Salvage Supply & Technology (SST), Waste Care Services, Wholesale Truck and Auto Parts.

Thanks to our Early Convention Sponsors

Bakermet, Bidmate by Car-Part.com, Cardinal Couriers, Car-Part.com, Checkmate by Car-Part.com, Copart Auto Auctions, Cowan Insurance Brokers, Gerdau Ameristeel, Hollander-A Solera Company, Impact Auto Auctions, K&K Recycling Services, Manheim Auto Auctions, Phauto-Pak, Waste Care Services.

Cardinal Claims MOU

The OARA Transportation Committee helped Cardinal Couriers to complete a summary of the claims process at Cardinal, and this file was emailed/faxed to Members late in 2007. The file is also available in the Member Only section of our website. I would encourage everyone to review this document, and if you have any questions please contact myself, Martha McGregor - our account rep at Cardinal, or John Logel as Chair of the Transport Committee. It is also highly advisable to make your key shipping personnel AND sales staff aware of the proper claims procedures.

The Transport Committee held a packaging and shipping best practice roundtable at Carcone's this week, and we are looking to create some packaging resources, strategies and guides for Members to better understand what good packaging for our industry is all about. This will be one of the focus of the Employee Meeting at the Convention (along with Jim Counts training, so please book those employees in) and Cardinal's exhibit booth at the Trade Show.

AARO Mailing

Next week our Members should be receiving a mailing from our partner association - the Automotive Aftermarket Retailers of Ontario (AARO) - which contains a copy of their Baywatch magazine along with a copy of the new Canadian Auto Recycler Magazine and a pocket size OARA Membership Directory. This mailing also went to the AARO membership - 950+ top quality mechanical repairers in Ontario. This is a good example of how OARA is working with a variety of other industry participants to further educate the trade sector on modern auto recycling and the green recycled parts cost and quality advantage. The Directory is also being mailed to the insurance industry and the collision repair industry.

Switch Out Participation

Some Members have received notice that OARA has not received confirmation that they are participating on the Switch Out mercury recovery program. As a mandatory program of the association, we have to take action. Car Heaven suspensions are in place, and non-compliant Members will have their overall status in OARA review by the membership at the March Members meeting. It is not too late to submit your switches, request another collection kit or explain why you have no switches. Please help us help you.

ARC Meeting

A reminder of the ARC Mega Meeting May 15-17, 2008 in Edmonton. Information is posted at http://oara.com/keydates_view.php. Please note that the "Member" pricing is available to OARA Members - you are a Member of ARC via your membership with OARA.

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From: Steve Fletcher - OARA <steve@oara.com>
Date: February 18, 2008 3:15:39 PM EST (CA)
Subject: OARA Member Update #36

OARA Member Update #36

Welcome New Associate Member

Recycalytics, a Division of The TotalCat Group
2-20 East Peddie Street, Newark NJ 07114 USA
1-800 786-5051 x135 Fax 973 273-0869

Bruce Rogove

www.recycalytics.com

Catalytic converter processor and buyer. Presenter at the OARA Convention;
Exhibitor at the Trade Show.

OARA Foundation Processing Scholarship Applications

We are beginning to receive applications for post-secondary scholarships for the children of OARA employees. Please help get the word out by directing your staff to <http://www.oara.com/foundation.php>. The deadline for applications is March 15th.

Welcome New Convention Sponsors

Thanks to Ajax Auto Wreckers and the Southern Ontario Auto Recyclers (SOAR).

Join the Convention Online

We can now process your convention registration online at <http://oara.com/2008Convention.php>. Check for the latest Convention news, exhibitors, sponsors, agenda, and hotel information there too.

OARA Teams Up with OSSA

OARA is working with the OSSA (Ontario Service Safety Alliance) to bring you timely and relevant information about Health & Safety issues relevant to our industry. The OSSA is health and safety association devoted to supporting your workplace prevention needs. Partially funded by your WSIB payments, OSSA works for you. <http://www.ossa.com>

The first project is a series of full colour brochures outlining 7 Safe Work Guidelines for auto recycling:

Removing Misc Parts Removing A/C Parts Working with
Batteries
Removing Parts with an Oxyacetylene Torch Removing Engines
Removing and Storing Fuel Tanks Removing Transmissions

These complimentary brochures, suitable for posting in your facility, were mailed last week to our Direct Members. Downloadable digital versions will be available in the Member Only section of our website. Take a few moments to review the points on each sheet with your current work practices and identify any risks and opportunities for improvement. Contact OARA or OSSA if you have any questions or would like assistance with these issues.

Over the next few months, we will be releasing further information on the various projects we are working on with OSSA - all aimed at giving you valuable and relevant tools and information to build safe and profitable businesses. They will also be one of our feature speakers at the upcoming Convention.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: March 5, 2008 5:15:58 PM EST (CA)

Subject: OARA Membership Update #37

OARA Membership Update #37

Join Jim Counts at the OARA Convention

Come and hear industry leading consultant Jim Counts at the upcoming OARA Convention:

Friday March 28 at 11:00 am - *The ever changing marketplace and how to deal with it*, Jim Counts

Saturday March 29 9:00 am - *Employee Meeting: There's more to selling than answering the phone*, Jim Counts

Saturday March 29 3:15 pm - *The 48 things which appear to be true, but won't stand up to the facts*, Jim Counts

Wanted: HYMS High Speed Modem

Looking for a HYMS High Speed Modem from my HYMS - Digi - Port Server. Anyone have a surplus modem they want to sell - contact Wally Dingman at Caughill Auto 905 934-1941

Upcoming Board Elections

In the past OARA has had revolving elections so that we have the potential for three new Board Members one year and four the next. We got off of the schedule

a few years ago, and it can put a burden on the Board and the association to have the potential for seven new Board Members every two years. To get back on schedule and to ensure continuity between Boards, three members of the current Board have agreed to step down and immediately re-run at the upcoming meeting. Those Board Members are:

- Wally Dingman from Caughill Auto Wreckers, who is the current Chair
- Mary Poirier from Valley Automotive, who is the current Treasurer
- Trevor Generoux from Parkway Auto Wreckers, who was appointed by the Board to fulfill the vacancy created earlier this year.

The rest of the Board consists of Lisa Sticca Thunder Bay Auto Parts, Barb Sembay North Queen Auto Parts, Benjy Katz LKQ Dominion Auto Parts, Dean Hellyer Dave's Truck & Auto Parts.

In keeping with our bylaws, nominations from interested Direct Members can occur two ways: 1) nominated in writing by two other Direct Members at least five business days before the annual general meeting (ie, by Monday March 24) and the nominee must confirm the nomination in writing; or 2) orally nominated by two other Direct Members, and the nominee must be present to orally confirm the nomination.

If you are interested in running for the Board, please contact the OARA Office for more details.

Stay for Some Murder Mystery Fun

Join our Saturday evening Reception and Murder Mystery Dinner - Murder in Paradise. Last years event was a blast - come join the fun. A bargain at \$50 per person - guests welcome.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: March 18, 2008 11:51:29 AM EDT (CA)

Subject: OARA Member Update #38

OARA Member Update #38

Board of Director Resignation

The Board of Directors has reluctantly accepted the resignation of Benjy Katz from the Board. Citing increased work demands with the purchase of Dominion by LKQ, Benjy has stepped down to allow for another Member to step in who can be more active. "I have thoroughly enjoyed being a a member of the OARA Board as it provides an invaluable service to every OARA member, including myself. It has also been an opportunity to work with fellow recyclers in a non-

competitive yet rewarding and effective forum. I hope I can be of service to the Board in the future." On behalf of the Board and membership - "Thank you Benjy."

Nominations for eligible Direct Members can be made in writing before the meeting, or in person at the meeting itself. Interesting Members can talk to anyone on the Nominating Committee, Board or myself.

74th Hollander Wheel/Wheel Cover Manuals

We are now taking orders for the 74th Edition of the Hollander Wheel and Wheel Cover manuals. The order form can be downloaded from the www.oara.com website under the Breaking News section. Costs are \$85 for the Wheel/Wheel Cover with binder, \$55 for the Wheel manual, and \$45 for the Wheel Cover manual, plus applicable taxes and shipping. OARA Members are saving 25% by participating in the group purchase. The manuals will be available to ship the first week of May.

OARA Core and Converter Survey

The first confidential OARA Member Core and Converter Survey has been completed and the results are back in the hands of the participants. The survey provided some very interesting and useful information. We had a total of 28 Members participate. Future surveys will be conducted and you are encouraged to send your information in and get the information your fellow Members now have.

Mow Down Pollution

The Mow Down Pollution event with the Clean Air Foundation will be happening April 17-27, 2008 with lawnmower/trimmer pick ups on Monday April 21st and Monday April 28th from their assigned Home Depot locations. Last week the agreements and information Members need were mailed out by the CAF. If you could please sign and return the agreement to the CAF by fax (416) 922-1028 or email mbennett@cleanairfoundation.org as soon as possible, that would be great! If you have any questions, you can contact Megan Bennett directly at 416-922-9038 ext 258.

From Jim & Robert Counts:

Good morning from Texas. We just wanted to let you know that we have done a lot of work to build a recyclers expert website so that recyclers looking for information on how to do something or whether or not to do something can reduce mistakes, improve implementation or decide not to take a course of action without having to hire an expert to get the information. We believe this will be especially useful for the smaller recyclers who would never believe they could afford to hire an expert. The website is www.countsconsulting.com. We invite you to visit this website and see if the available articles, videos and manuals would

be something your members would want access to. We cover such things as should I hire another salesperson, sell brokered parts at a profit, sell extended warranties, cut down on the payroll needed to handle parts, etc. Also, articles and free videos are provided and updated on specific issues.

Jim Counts at the Convention

11:00 am on Friday - *The ever changing marketplace and how to deal with it.*

9:00 am on Saturday - *Employee Meeting: There's more to selling than answering the phone.*

3:15 pm on Saturday - *The 48 things which appear to be true, but won't stand up to the facts.*

Convention Luncheons

The Friday Luncheon takes place in the Trade Show area and provides an early glimpse at the networking and information opportunities that abound. The Saturday Luncheon features the Director of the movie *Garbage: The Revolution Starts At Home*. The movie featured a segment on auto recycling and continues to generate wider distribution and awareness. Some nice door prizes will be available at the Saturday Luncheon - available to those Members who pre-register AND are present. Tickets are required for both luncheons and they are part of your convention registration. If you cannot attend either meal - please let us know so we are keeping costs down and not waste food. Thanks.

Saturday Murder Mystery

Tickets for the Saturday Evening Murder Mystery Dinner - *Murder In Paradise* - are still available. A perfect way to round out the Convention weekend - loads of laughs and great food with your friends. Let's see everyone there!

Convention Seminar Highlight - Converter Trends & Opportunities, Recycalytics

Catalytic converters have become an increasingly important revenue stream for salvage yards and core collectors throughout the US and Canada.

Bruce Rogove, Director of Purchasing at the Totalcat Group, and Andy Cohen, Purchasing Manager at Recycalytics, Inc --- both authorities on catalytic converter recycling --- will lead a seminar discussing methods by which optimizing profits can be achieved through consolidated collecting at local and regional levels. In addition, attendees will learn where this industry has been, where it is currently, and where it is headed (given the value of precious metals found in today's catalytic converters), and what to look for in the field. Friday afternoon at 3:00 pm.

Thank you to our Convention Sponsors:

Gold Sponsor

Gerdau Ameristeel Recycling

Silver Sponsor
Ajax Auto Wreckers
Cardinal Couriers
Car-Part.com
Hollander, A Solera Company

Bronze Sponsor
Bakermet Inc.
Copart Auto Auctions
Cowan Insurance Brokers
Impact Auto Auctions
K&K Recycling Services
Manheim Auto Auction
Phauto-Pak
Southern Ontario Auto Recyclers (SOAR)
Waste Care Services

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From: Steve Fletcher - OARA <steve@oara.com>
Date: March 31, 2008 3:14:18 PM EDT (CA)
Subject: OARA Member Update #39

OARA Member Update #39

Welcome New OARA Board Member

Ken Edwards was elected to the OARA Board of Directors, replacing Benjy Katz who had stepped down. Welcome Ken! Wally Dingman, Mary Poirier and Trevor Generoux were all re-elected to the Board.

Thanks for Kind Words

A full convention update will be forthcoming, but thanks for the kind words from Members, Vendors and Guests regarding the OARA Convention. These events are a lot of work, but rewarding when people find value in their attendance. Here is a sample that seems to capture the spirit *"Just writing to say that the meeting this weekend was one of the most informative and well put together meetings I have been to during my membership in OARA. The murder mystery dinner was fun and entertaining, and the trade show had some interesting displays and products. Anyone who neglected to come to this meeting missed out on a lot of good ideas and excellent information."* For those who didn't attend, we have only two words "Toyota Tacoma."

Welcome New Direct Member

Tripps Auto Recyclers
2110 Burnham Line, Peterborough, ON K9J 6X9

705-742-6444

info@trippsautorecyclers.com

Melanie Hale

Ontario To Develop a Used Tire Recycling Program

Environment Minister John Gerretsen has announced that the government will finally be re-looking the lack of a tire stewardship program in Ontario. "It's unacceptable that Ontario is the only jurisdiction in Canada that doesn't have a tire recycling program right now and that's why we want to get one going as quickly as possible," Gerretsen said in an interview. He has already talked to Waste Diversion Ontario, which creates recycling programs, and Gerretsen said he expects the government will approve a tire program this year. "We as a government want to get much more aggressive in the whole recycling field. Whether we're talking about blue box, hazardous waste, electronic waste or the tire program, we can do so much more," he said. There will be controversy, too. Whether the fee is upfront for consumers, as was suggested the last time, or is charged to manufacturers who pass it on through a higher priced tire, consumers pay more. While environmentally positive, this is politically challenging for the Liberals because opposition parties will try to label it as a broken promise not to raise taxes. "The current minister has said something is coming back, we'll have to wait and see, but I don't anticipate it will be much different" than the \$4 fee system proposed in 2005, Ontario's Environmental Commissioner Gord Miller said.

Welcome New Associate Member

Wholesale Auto Parts Warehouses
5770 Highway 31, Greely, ON K4P 1B9
613 821-3131
kingsbury@rogers.com
Trevor Kingsbury

Associate Member Name Change

Poscor Mill Services is now know as Triple M Metals LP, following their acquisition by Triple M Metals. Contact information remains the same: 670 Strathearne Ave. N., Hamilton, ON L8L 7N7, 905-547-8888, 1-866-794-8625, Fax: 905-5479994, Mike Marshall).

New Car Heaven Contract with GM

Starting April 1st, Car Heaven has a new contract with GM, that is being reflected in a new Home Office Letter (HOL) with all dealers. In addition to dropping the incentive to \$750 (which won't help the program), the incentive is now transferable within a household (which will help the program). Operationally, all recyclers will HAVE to take the dealer copy of the pick up slip with them to pick up the vehicle or the dealer will NOT release the vehicle. Please make sure your

drivers have this new information to avoid a dead call.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: April 28, 2008 9:17:26 PM EDT (CA)

Subject: OARA Member Update #40

OARA Member Update #40

Welcome New Associate Member:

Ontario Service Safety Alliance (OSSA)

5110 Creekbank Road, Suite 500

Mississauga ON L4W 0A1

www.ossa.com

Gerald Robinson

grobinson@ossa.com

1-800-471-2669

Client Service Line: 1-888-478-6772

Scrap Tires

Ontario Tire Recovery (OTR) is now paying for scrap tires - with rims on. Due to the high price of scrap, OTR is paying \$65 per ton which equates to about \$1.30 per tire. For more information, contact Mike Moffatt at 905 768-0999.

The government announced plans to have a Scrap Tire Stewardship program in place by the end of 2008. With such short timelines in place, the initial concept was to dust off the existing Stewardship Ontario plan and move forward, but alternate proposals have surfaced and there are loads of backroom discussion occurring to sort this hot political football out.

Car Heaven Suspensions

We have had to suspend two Members indefinitely and one Member temporarily for violation of the rules pertaining to successful participation on the Car Heaven program. We are conducting further audits on all Car Heaven participants. The Office has undergone a thorough review of who has not sent back signed agreements, and they have faxed these out for your review and signature. If you did not receive an agreement - great, then we already had your signature on file. If you received a fax requesting a review and fax back, please do so at your earliest convenience to stay active on the program. If you have any questions about policies, procedures, discipline, etc, please contact myself, Sherry or anyone on the Board. As Car Heaven and vehicle retirement programs become more high profile, we need to ensure all aspects of the various programs are working, and you can do your part by understanding and abiding by all rules.

74th Edition Hollander Wheel and Wheel Cover Manuals - last call

OARA will be placing its order next week for the newest Wheel and Wheel Cover manuals - after that you will have to order from Hollander and pay full price. The order form is attached.

ARC Meeting in Edmonton with B-CAR and AARDA

Tim Donovan and the AARDA Executive have been putting together a great lineup to celebrate AARDA's 25th Anniversary. May 18-20, 2008 will see the Fantasyland Hotel in the world famous West Edmonton Mall alive and kicking with auto recyclers from across Canada converging to learn, party, share, party and develop new business relationships. With yard tours, guest speakers, panel discussions, receptions, tappet cover race challenges, draws and prizes, trade show, and western hospitality - there will be something for everyone. I have attached an agenda and registration for your review, and would encourage all Members to attend ARC's first national meeting.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: May 4, 2008 4:33:43 PM EDT (CA)

Subject: OARA Member Update #41

OARA Member Update #41

Membership Termination

Please be advised that KL Auto & Recycling Centre in Kirkland Lake has voluntarily chosen to terminate their membership with OARA and thus are no longer a member in good-standing. They were not participating in the Switch Out program, and were having difficulty abiding by all of the Car Heaven program rules.

OARA Foundation Committee Scholarships

Congratulations to our 2008/2009 OARA scholarship recipients:

Victoria May Blom, daughter of Martin Blom from 400 Auto Wreckers
Cayla Ev Austin, daughter of Patricia Austin from Autoland of Delhi
Mirjam Sara Hug, who is an employee at Schneider's Auto Wrecking

Each recipient will receive a cheque for \$1,000 to start or further their post-secondary education. A special thank you to Cathy Gullons and the OWL group who started the scholarship process and have transferred their reserves to the OARA Foundation Committee. We will be starting our own fund-raising efforts at the Ottawa Member Meeting in September to help fund this important initiative. Stay tuned and please continue your generosity to support our employees and

their children.

A&L Expands

Congratulations to Jeff Lanoue at A&L Auto Recyclers for establishing a new self-serve division - U-Pull'em. From Jeff, "Many of you may be unaware that we now carry parts for older vehicles that aren't showing on our system for you to view. So we thought we'd drop you a line in case you ever have a hard time locating a part for an older vehicle. We now have a website you can visit where it lists the year, make, model, engine size, auto or standard, interior/exterior colours and primary damage if any. Keep in mind you will still have to call or email us to make sure the part is still there, that it's good and to get the price. For obvious labour and shipping reason's the prices listed on our site are only for our clientele that comes in and pull's their own parts. Please take the time and go to www.upullem.com or phone 1-519-687-2886 x74 when you can't find that hard to find expensive or obsolete older part".

eSMP Gets Kingsway Insurance

eSMP, which is the Ontario provider for the Phauto Pak salvage management system in Ontario has announced that they have secured the Kingsway General salvage contract, handling all cars and light trucks in the province of Ontario, estimated at between 2500 to 4000 units per year. A new Phauto Pak agreement is available which participants need to sign. You can obtain a copy by calling David at Phauto Pak 1-877-776-3198 or Dom Vetere or Pat Devincenzo.

Don't Mess With the Ministry of Labour...

From the OSSA: "Ion Cenuser, a plumbing contractor in Kitchener, was sentenced to seven days in jail and fined \$3,000 for pushing a Ministry of Labour health and safety inspector who was visiting a Toronto construction site. The inspector was inquiring why two workers were not wearing head protection, and why Ion Cenuser was not wearing protective footwear, when Cenuser shouted and swore at the inspector, and then grabbed and pushed him across the trailer. Cenuser was convicted on a count of hindering, obstructing, molesting or interfering with an inspector in the exercise of a power or the performance of duty under the Occupational Health and Safety Act.

The point is... Inspectors have more authority and power than that of a police officer, and even though they do not carry handcuffs or a firearm, can have people obstructing them forcibly removed and/or arrested. Furthermore, they do not require a warrant or other notice in order to inspect a workplace, remove evidence, or even immediately shut the workplace down due to failing to control unsafe work practices and hazards."

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From: Steve Fletcher - OARA <steve@oara.com>
Date: May 21, 2008 10:08:40 PM EDT (CA)
Subject: OARA Member Update #42

OARA Member Update #42

OARA Spring 2008 Newsletter Now Available

Due to the speed and efficiency of modern publishing the Spring 2008 OARA Newsletter can be downloaded and read at: http://oara.com/news_view.php

The print version, along with our new Information Binder stuffed with information (sorry - Direct Members only) will be sent out of the Hamilton office via Cardinal Couriers the week of June 2, 2008. Enjoy.

New Marketing Committee

OARA has a new Marketing Committee, chaired by Evan Miller from Miller's Auto Recycling. Tasked by the Board to "To identify and support OARA's various marketing, promotional and communication objectives" Evan is looking for volunteers to help steer this Committee. Love to communicate the benefits of OARA, the industry and "Green Parts?" Contact Evan at 905 871-4354.

Iowa DOT Puts Illegal Motor Vehicle Scrappers On Notice

The Iowa Department of Transportation's Office of Motor Vehicle Enforcement is currently cracking down on and stepping up investigations into the activities of illegal motor vehicle scrappers. High scrap metal prices have made illegal scrapping a lucrative money-maker for those who prey on Iowans anxious to get rid of their junk vehicles. It's not uncommon for these individuals to make false claims such as, "We are able to remove vehicles without titles."

According to Major Kerry A. Kirkpatrick with the Iowa DOT's motor vehicle enforcement investigative unit, "Legitimate entities that are properly licensed as authorized vehicle recyclers know the requirements for accepting vehicles to process as scrap metal and refuse to take vehicles from individuals that don't have the necessary paperwork to transfer ownership." The Iowa DOT's increased investigation and enforcement activities in response to complaints and recent cases concerning illegal metal scrapping by unlicensed persons and businesses. The stepped-up enforcement is intended to curtail these illegal activities, enforce Iowa laws, and discourage others from undertaking or participating in these activities, while supporting responsible recycling of end-of-life vehicles.

In addition to the enhanced enforcement effort, the Iowa DOT has also developed a section on its Web site devoted to informing motor vehicle owners, scrap metal recyclers, used vehicle dealers, nonprofit organizations, vehicle demolishers, and law enforcement agencies about proper, legal disposal of junk vehicles. To access the site, visit: www.iowadot.gov/endoflifevehicles. *Wouldn't it be nice if Ontario cared about and supported responsible recycling of end-of-life vehicles in this province?*

IRT Australia in November

Interested in seeing Australia? Learning from our international colleagues? Seeing how Australian auto recyclers tackle the same challenges we face? Then plan to attend the International Roundtable on Auto Recycling as part of the Australian association annual meeting - November 6-10, 2008. Flyer attached or go to http://www.apraa.com/national_events.html

CCIF Meeting in June

As a Silver Level Corporate Sponsor, OARA believes in the future of the Canadian Collision Industry Forum (CCIF). Come out and find out what is happening in the overall collision repair industry, network with your peers and customers, and show that auto recyclers are part of the solution. June 21, 2008 at the Delta Meadowvale Resort - <http://www.ccif.net/meeting.asp>

September Member Meeting

Mark September 18-20, 2008 for the OARA Mid-Year Meeting in Ottawa at the Sheraton Ottawa Hotel. Host Yard is Denis Desjardins from Sonshine Auto Parts, while Alvan Aumont is helping with the Friday Golf and BBQ back at Arnprior/Ottawa Auto Parts. We will have our online registration form and agenda posted soon.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: June 3, 2008 7:09:21 PM EDT (CA)

Subject: OARA Member Update #43

OARA Member Update #43

National Scrappage Program - Minister's Announcement

The long awaited program announcement on the National Scrappage Program as follow up to the March 2007 Budget announcement will take place Wednesday June 4, 2008 at Sonshine Auto Parts in Cumberland, Ontario. The announcement is expected to contain a few program details, most notably the appointment of the Clean Air Foundation as program managers to take Car Heaven to a truly national and diversified program. The program and incentive dollars have grown to \$76 million over three years. The Automotive Recyclers of Canada have been invited to say a few words at the event, and because it is being held at one of our member's facilities - our industry will get a real boost along with tremendous opportunities to talk about our industry now and in the future. The media should be out in force for this event and we will see what type of coverage we and the program generate. Part of the overall announcement will be the auto recycler Code of Practice project to support the national scrappage program. We are still working on the general content of the code along with the

critical implementation details.

Canadian Environmental Awards - Switch Out

Congratulations to the Clean Air Foundation for winning the Silver Award at the Canadian Environmental Awards last night for the Switch Out/Switch the Stat Programs. The CAF won in the Environmental Health category. Wally Dingman and I had the honour to attend the gala which helped to recognize the role auto recyclers played in the development and execution of an award-winning program.

National Vehicle Mercury Switch Recovery Program Launched - A Unique Collaboration

Canada's steel and auto industries, through their industry associations the Canadian Vehicle Manufacturers' Association (CVMA) and the Canadian Steel Producers Association (CSPA), are supporting and funding a national program designed to remove mercury-containing switches that were used in vehicles for convenience lights (under the hood or in the trunk) and anti-lock braking systems from end-of-life scrapped vehicles before they are flattened, shredded and recycled into new steel. This national program builds on the successful Switch Out initiative delivered by the Clean Air Foundation (CAF), a national not-for-profit organization. With this new funding, CAF will expand Switch Out to all provinces and territories in Canada, providing the infrastructure for the collection, removal and management of the mercury-containing switches as well as practical educational materials to recyclers across the country.

This program partnership is supported by Canadian automotive recyclers and dismantlers and their respective associations - the Automotive Recyclers of Canada (ARC) and the Canadian Association of Recycling Industries (CARI). The collaborative effort among the steel, auto and recycling/dismantling industries is unprecedented and is essential to the success of the program, which will assist the steel and auto industries to meet the new federal pollution prevention requirements regarding mercury-containing switches.

Mark Nantais, President of the CVMA stated that "This program will ensure that the mercury-containing switches in end-of-life vehicles are properly removed and managed so mercury is captured and prevented from entering the environment. As of January 1, 2003 the use of mercury switches in new automobiles has been voluntarily and completely phased out."

Ron Watkins, President of the CSPA, added that "Removing mercury-containing switches from end-of-life vehicles represents the most effective way to reduce mercury releases to the environment. Canada's steel producers are committed to the continued success of the Switch Out program, and are pleased to be working with the auto industry and the Clean Air Foundation to expand it into a truly national program."

Steve Fletcher, Managing Director of the Automotive Recyclers of Canada (ARC), said "ARC supports the establishment of a national vehicle mercury switch recovery program. We are committed to working in good faith as we have done in the past and even more now to ensure that the mercury switches from all scrap vehicles are removed." Leonard Shaw, Executive Director of the Canadian Association of Recycling Industries (CARI), commented that "As stewards of our environment, CARI looks forward to applying our industry expertise to help develop the national Switch Out program."

Since 2001, Switch Out has engaged 448 auto recyclers to collect more than 160,000 mercury-containing convenience lighting switches across Canada. Ersilia Serafini, Executive Director of Clean Air Foundation, stated that "we are committed to delivering this national program and will build on our past success to ensure that the program achieves results. We look forward to working with the Canadian steel and auto industries, as well as engaging many more recyclers and dismantlers in this national program."

ARC, CARI, CSPA, CVMA and the CAF have formed an advisory group to implement the program and make recommendations to improve the program performance.

OSSA Health & Safety Manual Project Completed

OARA's project with the Ontario Service Safety Alliance to create a comprehensive Health & Safety Manual is complete. Announced at the OARA Convention in March, the binder includes an updated comprehensive H&S Program Manual customized to automotive recycling operations that meets all current Ministry of Labour requirements; a digital copy on CD for easy customization; all relevant information in one convenient place from the H&S experts; verification assessment of Hazard Issues for your specific location; and one half day H&S Coaching session for the Operator or Principal with an OSSA Health & Safety Consultant at your location.

Priced at \$3,500 and only available to OARA Members, the Manual and consulting will save you at least \$5,500 - more if you go to your own consultant. A flyer is attached for more information.

Congratulations to Dave Hodd from Modern Auto Parts

From Dave: I thought I would let you know after working for 52 years at Modern Auto Parts that I am retiring from the company on July 1 2008. I first started working for my dad in 1955 when we worked 6 days and 54 hours per week and then some. What a run I had through the years - I was on the road buying salvage for 25 years and I have seen the glory years: CAR, Voiceline, Roadrunner, and rebuilders. Back in 1990 I became a director with CAR along

with Tony Carcone, Bruce Woodbeck as President, Pam Schneider as Vice, Bob Tischler as Past President, Randy Roloson as Secretary, Alan Aumont as Treasurer - what a team that was. Back in 1991 I became President of Modern and enjoyed many many good years working - but it's time to go. I enjoy golfing & fishing, I miss talking to Ray Cranley, and I wish everyone at OARA all the very best. Your friend, David James Hodd.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: June 11, 2008 4:11:58 PM EDT (CA)

Subject: OARA Member Update #44

OARA Member Update #44

Ministry of Labour launches its 'New and Young Worker Blitz'

Like most service sector businesses, the onset of summer means the hiring of new workers at your establishment. Some of these new workers might be temporary while others continue to work beyond the season. Whatever the tenure, if most of your new workers are also young workers then you'd do well to know what might be coming by way of Ministry of Labour (MOL) enforcement.

The MOL will very soon be implementing a program it calls 'New and Young Worker Blitz'. The program that will commence as early as June 2008 has identified the service sector as one of the major priority areas because of the large numbers of young workers employed by the sector. MOL Inspectors will visit establishments known to employ young workers over the next month and will focus on ensuring that Health and Safety Representatives or Joint Health and Safety Committees are not only in place but also functioning effectively. Potential hazard areas like ergonomics, material handling, machinery, electrical contact, slips and falls, working along, violence and other workplace-specific hazards would be under special scrutiny.

Statistics on young workers released by the Workplace Safety & Insurance Board are quite stark – young workers are 24% more likely to be injured on the job than other groups, particularly during the first few days of employment. Young workers are a priority for the MOL because they: Are often unable to recognize hazards; Tend not to ask questions for fear of being considered "stupid"; Are easier to train and eager to work; and May not know about their workplace rights and responsibilities.

MOL inspectors made 24,356 field visits and issued 47,287 orders to service sector firms from April 2006 to March 2007. Your firm could very well be one of those that will be approached this year. Be aware that as an employer or

supervisor it is your legal responsibility to ensure that your workers perform their duties in accordance with the provisions of the Occupational Health & Safety Act. Failure to do so could subject you to a fine or even a jail term, both of which are entirely avoidable and definitely preventable.

As a service sector enterprise, you are a member of the Ontario Service Safety Alliance (OSSA), your designated health & safety association. Visit their web site www.ossa.com or call them at 1-800-478-6772 to find out how they can help you prepare for a possible MOL visit and protect your young workers. OARA has introduced the H&S Manual Program with OSSA to empower its Members with the latest information on Health & Safety.

Quebec recycler Lecavalier acquires third location

Lecavalier Auto Parts, a family-owned auto parts recycling business with sales of more than \$40 million, has purchased a recycling firm near the city of Quebec to boost its presence in that region. This acquisition of Camions Masse will allow the company to extend its territory to the Quebec City region and its outlying areas. The sale was concluded on June 6, for an undisclosed amount. "We have been trying, for a number of years, to buy a recycling company in the region of Quebec, virtually the only place left in the province where we are known to a lesser extent in the market," says Philippe Fugère, part-owner of Lecavalier.

Fugère notes that the acquisition was timed to coincide with the September 2008 launch of its new web site, which will incorporate an on-line catalogue of recycled parts. "Over the last 5 years, we have invested more than \$4 million in the technology that will permit us to meet head-on the ever-growing demand in our industry." With this acquisition, Lecavalier will boost its dismantling capacity to 10,000 automobiles per year.

Collision Repair Magazine's Re-Think Recycling Event

Collision Repair Magazine, the publishers of Canadian Auto Recycler, have set up an industry interaction day to follow up on their successful event held last year. On June 19th they have organized a tour that will consist of visits to two collision repairers and an auto-recycling facility. Invited guests, including insurers, auto recyclers and collision repairers, will observe and learn about the claims process and "Follow the Recycled Part!" The first destination will be CSN Bayview & Steeles Auto Collision in Thornhill, where the group will learn the first stages of the claims process while enjoying breakfast. Next, they will visit Carcone's Auto Recycling where they will be shown how a part is picked, packaged and shipped. The last stop of the day will be Assured Oaktown in Richmond Hill, where lunch will be served and everyone will view the receiving and processing procedure of the parts. At each stop along the way there will be an opportunity for all parties to ask questions and express their opinions about the process they are visiting.

Thanks to CRM for organizing this tour and getting more people to "Re-Think Recycling!" Thus far, 47 insurers, repairers and recyclers have confirmed their attendance. I have been invited to provide a summary of the day to the CCIF Meeting on the following Saturday, and you know there will be exceptional coverage in the next Collision Repair Magazine and Canadian Auto Recycler Magazine.

ArcelorMittal Agrees to Buy Canadian Metal Recycler

ArcelorMittal, the world's largest steelmaker, agreed to buy Canadian scrap-metal recycler Bakermet Inc. (and OARA Associate Member) to boost its supply of raw materials. Bakermet processed about 130,000 short tons of ferrous metals and 40 million pounds of non-ferrous metals last year, Luxembourg-based ArcelorMittal said today in a statement. No terms for the sale were disclosed. The Bakermet plant near Ottawa in Eastern Ontario will supply materials including "shredded metal" to ArcelorMittal's Contrecoeur mill, Jos Jacque, the steelmaker's chief executive officer of Long Carbon North America, said in the statement. ArcelorMittal, led by Chairman Lakshmi Mittal, has bought rival companies as well as coal and iron-ore mines to increase the supply of raw materials it needs to boost steel output.

Event Reminders:

Automechanika Canada, June 19-21, 2008 at the International Centre in Toronto - the only industry event in Canada dedicated to all elements of automotive aftermarket including parts, repair, accessories and service. Automechanika Canada will bring together key aftermarket suppliers with thousands of service and repair providers, shop owners, jobbers, technicians, wholesalers/distributors, sales agents and apprentices. Visit exhibitors such as Car.Part.com, Cardinal Couriers, Carcone's Auto Recycling and Standard Auto Wreckers. <http://www.automechanikacanada.com/>

CCIF, June 21, 2008 at the Delta Meadowvale in Mississauga - a forum for the collision repair industry to share information, best practices and a means to develop solutions to common national issues and challenges. The premiere networking event for all those involved in the collision repair economy. <http://www.ccif.net>

OARA Mid-Year Meeting, September 18-20, 2008 at the Sheraton Ottawa Hotel in Ottawa, Ontario - hosted by Sonshine Auto Parts. An online agenda, hotel information, and registration form can be seen at <http://oara.com/September2008Meeting.php>

New Transportation Chair

Congratulations to Don Fraser from Aadco Auto Parts for becoming the new

chair of the OARA Transportation Committee.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: June 24, 2008 8:33:10 AM GMT-04:00

Subject: OARA Member Update #45

OARA Member Update #45

ARC Launches the Toyota Recovery Program

The Auto Recyclers of Canada (ARC) have completed contract discussions with Toyota Canada and with OARA to manage the recovery of Toyota's 1995 to 2000 Tacoma's that do not pass their voluntary frame rust inspection program. A sign up sheet with all of the Program Rules & Regulations have been circulated to Direct Members. If you would like further information on his Program, please contact myself or the OARA Office.

Follow the Recycled Part!" Event Fosters Communication

Improved communication benefits repairers, recyclers and insurers, and on Thursday June 19, 2008, members of those groups gathered to do just that.
www.collisionrepairmag.com

Last year, Collision Repair Magazine hosted an event called "Re-Think Recycling". Essentially, members of the insurance industry were given tours of three different recycling facilities. The event was a huge success by any standard. This year it was time for Phase II – "Follow the Recycled Part!"

At 7:45 a.m. Thursday morning, a specially chartered bus left for CSN Bayview & Steeles Collision in Thornhill. Upon arrival, the group enjoyed a delicious breakfast while the facility's owner, Manuel Der Haroutiounian and his colleagues walked attendees through the claims process, providing a demonstration of how a typical estimate is done. At each stop along the way, there is opportunity for all parties to ask questions and express their opinions about the process they are visiting. Many valid questions were asked throughout the day, clarifying many misconceptions. The group is clearly looking forward to a morning of information and progress. "We are always trying to be cost conscious, and environmentally conscious as well," says Wilf Bedard of Manitoba Public Insurance. "I see this event as an exploratory adventure. There are always new and different processes to learn. Take advantage of the best practices, continuous improvement, maintaining efficiency and keeping costs low."

Next on the agenda was Carcone's Auto Recycling where the group is shown step-by-step, the typical process used by recycling facilities when an estimate is received. The presentation quickly moves from overhead visuals to a very

informative, productive discussion amongst the three different perspectives within the auto industry. We make our way outside and into the parts warehouse where we observe the process in which the requested parts are picked, packaged and shipped. "Historically, the [auto recyclers, insurers and collision repairers] never wanted to address these issues," admits Mary Poirier of Valley Automotive. "We, as a recycling facility, are accountable for the quality of what we ship."

The last stop of the day is Assured Oaktown in Richmond Hill. Here the group is shown the method used when the recycled parts have arrived. The parts are thoroughly inspected before they are unloaded to confirm that they are the right make, model, year, and that the quality of the part is what was previously guaranteed. To bring this memorable event to an end, lunch was served, accompanied by a debriefing of the day as well as one last opportunity for any final questions and comments.

Throughout the morning, many informative discussions arose. One active topic was that the consumers need to be educated about recycled parts. They don't understand that these parts are of good quality, are safe and are worth buying.

At the CCIF Meeting the following Saturday morning, OARA briefed 250+ participants on the Re-Think Recycling day, and the desire to capture the energy and enthusiasm of the day and keep it alive as a Working Group of the CCIF.

Many thanks to Gloria Mann and Collision Repair Magazine for helping to make this a very successful day for recyclers, repairers and insurers.

September Golf Registration Posted

You can download the registration form for the OARA Golf Tournament on September 19, 2008 at the Arnprior Golf Club as part of the Ottawa September Meeting. Look at the Breaking News section of www.oara.com.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: July 29, 2008 1:55:52 PM EDT (CA)

Subject: OARA Member Update #46

OARA Member Update #46

Fun Casino Night at the September OARA Meeting

On Friday September 19, 2008 at the Ottawa Sheraton Hotel, during the Gerdau Ameristeel Recycling Reception, come enjoy some fun roulette, craps, blackjack or poker to raise money for the OARA Scholarship Fund. Sponsored by Hotch's Auto Parts, this will be a way to gamble without losing too much and all for a

great cause. To donate prizes or cash for the Casino Night, please contact Sherry at the OARA Office.

Ottawa Sheraton Reservations

The Ottawa Sheraton Hotel, site of the upcoming OARA Mid-Year Meeting, has created our own registration web page at <http://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=0807211757&key=C061C> or you can call 1-800-489-8333.

Golf at the Arnprior Golf Club

On Friday September 19, 2008, golfers and those trying to be golfers will be at the Arnprior Golf Club for a fun golf tournament to kick off the OARA Mid-Year Member Meeting. Buses will leave the Sheraton Hotel at 8:00 am and arrive at the course in time for a full breakfast buffet. We will select foursomes at that time (we want to mix up the golfers so everyone gets to play with someone new this year) and then off to a great course for a shotgun start at 10:00 am. We will be playing a scramble style tournament, so golfers of all levels are encouraged to come out. After the game, the buses will take us to Arnprior/Ottawa Auto Parts for a BBQ and to hand out the prizes. Sign up forms are on our website or you can reply to this email.

Early Meeting Sponsors

Thanks to our early Meeting sponsors - Gerdau Ameristeel Recycling, Cardinal Couriers, Hotch's Auto Part, Ontario Tire Recovery, and Cowan Insurance Brokers. A sponsorship request has gone out to our Associate Members, so if you know of anyone who should be sponsoring - give them a call and remind them of this great opportunity.

Switch Out Program Updates Coming

Big changes are coming in the Fall to the Clean Air Foundation's mercury switch recovery program - Switch Out. They have received sustained funding for a national program from the Canadian Vehicle Manufacturers Association and the Canadian Steel Producers Association. OARA Members have led the nation in collecting switches, and the new program will focus on ALL auto recyclers and scrap processors properly removing switches. New educational resources, a new website, and pressure by the steel producers to only buy mercury-free scrap will all help the program. By now you should have received a new collection bucket and the request to return your old bucket, whether full or not. Please ensure you submit your switches on a regular basis - OARA still receives copies of your submission, which the OARA Board uses as a guide to ensure compliance with the mandatory participation for Direct Members.

Car Heaven and Toyota Tacoma Cheques

If you are a participant on both the Car Heaven and Toyota Tacoma programs,

could you please try to pay for your vehicles for each program on separate cheques - it makes our internal accounting procedures that much more efficient. Many thanks from Sherry if you can manage this.

Power Source Online

Power Source, a US-based classified ad magazine for auto recyclers is now online at <http://www.rpowersource.com/onlinemagazine.cfm>. The publication is a good general source of information for suppliers to our industry, and also has timely articles from industry consultants such as DJ Harrington and Jim Counts.

How to prepare for the new MOL-WSIB health and safety campaign - from OSSA

In the next few months, 11,000 service sector workplaces with room for improvement in their health and safety performance, will be approached by one of Ontario's three prevention partners: the Ontario Service Safety Alliance (OSSA), Ministry of Labour (MOL), or Workplace Safety & Insurance Board (WSIB). The outreach program was launched in April 2008, and replaces the MOL High Risk and Last Chance initiatives with a single, combined program, using new criteria. It is a five-year program intended to help the WSIB and MOL meet an aggressive goal called the "Road to Zero": to reduce lost-time injuries by 35 per cent over the next five years.

Hope for the carrot -- If you're one of the 11,000 firms identified as "high opportunity," you want to hope you're one of the lucky ones whose letter comes from your designated health and safety association, the OSSA. This means you're being offered a "carrot"—an opportunity to work voluntarily and collaboratively with OSSA professionals to build on the positive things you may already be doing to drive down injury rates at your firm. Take advantage of this invitation to fine-tune your health and safety system, and avoid reappearing on the list next year.

Prepare for the stick -- If, however, your visit or letter comes from the MOL or WSIB, it means you could be facing MOL orders or a Workwell audit. If inspectors have already arrived at your door, the two most important things you can do are cooperate fully, and don't procrastinate. Orders often have short deadlines, so invest whatever time and money is required to implement your fix, fast. Contact OARA or OSSA if you need information.

Avoid surprises -- If you suspect you might be identified as high opportunity, but haven't yet been contacted, be prepared by being informed. Here's how the initiative works:

- The MOL and WSIB assessed all 200,000 of the active firms registered with the WSIB prior to 2006, comparing each firm's health and safety data with its

predominant rate group; 37,000 firms were selected to receive assistance with their health and safety program, 11,000 of them in the service sector.

- The criteria for selection uses WSIB data and rate groups that firms are already familiar with, so you can understand exactly how you are doing and why you have been approached; for example:
 - o Overall injury and illness performance (as per lost-time and no-lost-time injury rates; claim costs; and growth in insurable earnings) in 2006;
 - o A traumatic fatality in 2005 or 2006;
 - o A record of safety incidents that is higher than that of the firm's peer group;
 - o An escalation of safety incidents year over year;
 - o Claims associated with one or more of the four priority hazard areas.

Don't walk this road alone -- OSSA is your WSIB-approved provider of health and safety solutions. OSSA consultants have the experience and expertise you need to get out of trouble, and more important, help you build a durable health and safety culture in your organization. Ask for these OSSA interventions:

- o Compliance checklist: it will walk you through the regulations of the Occupational Health and Safety Act.
- o Professional review of your Joint Health & Safety Committee; health and safety policy and program; hazards; and orientation training. Find out what MOL inspectors typically look for.
- o Practice Workwell Audit: be prepared by voluntarily stepping through the process.
- o Customized recovery plan for your firm.
- o Health and safety compliance training.
- o Recall that OARA contracted OSSA to develop an industry specific Health & Safety Program at a huge discount.

Do it your way -- The best part about being proactive? You implement a health and safety program that prevents injuries, saves lives and reduces your costs—and you do it at your pace, on your terms, and bearing your brand. That's not all. By helping to drive down injury rates and costs across our industry, you'll be contributing to lower WSIB premiums and a happier, more productive workforce across the province.

If you have questions or need help, call the OSSA at 1-888-478-6772 or e-mail info@ossa.com.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: August 10, 2008 3:12:03 PM EDT (CA)

Subject: OARA Member Update #47

OARA Member Update #47

Used Oil Filter Subsidy

On July 1, 2008, the WDO (Waste Diversion Ontario) implemented a producer responsibility program for a wide variety of household hazardous wastes, which includes some wastes generated by auto recyclers. Specifically the program includes used oil filters. Licenced transporters who apply to the WDO can receive a transport subsidy to offset the cost of picking up and processing filters. Several Members are reporting that they are receiving free pickup now for their filters as the oil, metal and filters all have value. Please ensure you ask your transporter if they are registered with the WDO and that the marketplace is not considering the removal of filters as an expense.

The program also includes a subsidy for the collection of antifreeze from containers less than 30 litres in size. However, the WDO is not allowing a subsidy for our industry as they cannot determine where our antifreeze came from - that part of the program is truly directed towards households. So for those not reselling the antifreeze you collect, no subsidy is available.

Open House at Arnprior/Ottawa Auto Parts

On Friday September 19th, Arnprior/Ottawa Auto Parts is hosting an Open House to ALL visiting OARA Members as part of the Member Meeting. The golfers will gather back a A/O for a BBQ and tour, but all Members in the area are welcome to stop by anytime. For directions - <http://www.a-autoparts.com/en/location.html>

Saturday Night at the Member Meeting

Please make sure you book enough time in Ottawa to visit Sonshine Auto Parts, our host yard for the weekend, on Saturday afternoon AND evening. Denis and Josee Desjardin are once again opening up their facility for Members to visit and enjoy a Tex-Mex buffet BBQ plus entertainment from Canada's premier Comedy Hypnotist - Dave Hallett. Dave will entertain all with his hilarious skits of Hypnotic Phenomena. He will take his subjects, (your friends and colleagues) on an amazing journey into the recesses of their subconscious mind where they will experience every suggestion as if it were TOTALLY real. The result... side splitting laughter from the audience who can't believe what they are witnessing. A bus is available out to Cumberland and will be returning, via the Hull Casino, that evening back to the Sheraton. Stay for the fun and entertainment!

Thanks to our Member Meeting Sponsors thus far:

Gerdau Ameristeel Recycling

Hotch's Auto Parts • Sonshine Auto Parts • Arnprior/Ottawa Auto Parts

Cardinal Couriers • Hollander, A Solera Company

Impact Auto Auctions • Ontario Tire Recovery

Cowan Insurance Brokers Ltd • Phauto Pak

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From: Steve Fletcher - OARA <steve@oara.com>

Date: September 16, 2008 11:21:05 AM EDT (CA)

Subject: OARA Member Update #48

OARA Member Update #48

Final preparations for the OARA Member Meeting in Ottawa are underway. We have approximately 100 people registered for various parts of the weekend - still room for many more, whether its golf, the Arnprior/Ottawa Auto Parts BBQ and Open House, the Gerdau Ameristeel Reception and Fun Casino, the Direct Members Meeting or the Dinner and Entertainment at Sonshine Auto Parts, but please act soon so we ensure we have enough space and food for everyone.

The Direct Member Meeting on Saturday morning and early afternoon is loaded with information. Please join us for that critical meeting to ensure you know what is going on AND to help plan the future of the association. While I do my best to communicate what happens at these meetings after the fact, there is absolutely no substitute for being there and voicing your opinion. The issues are too important and complex NOT to be involved.

For those staying at the hotel, you should have a registration package at the front desk upon arrival. Otherwise I may have it at the bus for golf on Friday morning (leaves at 8:00 am sharp) or Sherry Baugh will have it at the registration desk on the second floor. As this is a downtown hotel, parking is valet at \$20 per 24 hours, so just pull up in front of the hotel.

The weather looks great, registration kits stuffed, the hotel and our sponsors are ready - I look forward to seeing everyone there.

Friday Evening at the Ottawa Reception

On Friday evening in Ottawa, OARA Members and there guests will experience a little bit of Las Vegas in Ottawa. As a fundraiser for the OARA Scholarship Fund, Hotch's Auto Parts are organizing a Fun Casino Night at the Sheraton complete with Las Vegas style cocktail waitresses, and plenty of gaming action - 1 craps table; 1 roulette table; 3 blackjack tables; 2 poker tables complete with dealers.

For \$20 in real money you can buy \$500,000 in play money to gamble and win. At the end of the night we are having an auction for some great prizes, including the \$3,500 Health & Safety consulting package from OSSA. All proceeds go the the OARA Scholarship Fund, and you can buy as many \$500,000 money packages as you like.

For those donated prizes please bring them to the hotel and drop them off with

Sherry at the registration desk. Prizes of all sizes are required and desired - use your imagination. In addition to two complimentary drink tickets found in your registration packages (courtesy of our main sponsor Gerdau Ameristeel Recycling), we have plenty of food planned for the whole night. Get to the Reception early and enjoy the evening!

Welcome New Associate Member

Cushman & Wakefield LePage Inc
5770 Hurontario Street Suite 200
Mississauga ON L5R 3G5
Tel - 905 501-6485
D'Arcy Ronan

Cushman & Wakefield LePage provides real estate services to the automotive recycling industry.

Cycle for Life

Congratulations to Sheila Earl from Hotch's Auto Parts for her involvement with the Cycle for Life fundraiser. On October 14th, 2008, 72 riders in teams of six will cycle in relay style from Halifax, Nova Scotia to Austin, Texas (4,300km). Riders will join forces with Lance Armstrong and his LiveStrong Challenge on October 25-26, 2008. The LiveStrong Challenge is the Lance Armstrong Foundation's signature fundraising event, raising funds and awareness for the fight against cancer with over 3,000 participants - including many survivors.

<http://www.tonygriffinfoundation.com/cycleforlife.php.html>

OARA has sponsored Sheila and she is asking that other Members who have been touched by cancer to consider donating to her ride, by using the attached link -

<http://my.e2rm.com/personalPage.aspx?registrationID=493869&LangPref=en-CA>

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From: Steve Fletcher - OARA <steve@oara.com>
Date: September 26, 2008 3:30:52 PM EDT (CA)
Subject: OARA Member Update #49

OARA Member Update #49

Winners at the OARA Member Meeting

Golf Team Low Gross Contest was Michael Carcone, Dean Hellyer, Nancy Graves and Troy Edwards, with the prizes sponsored by OARA.

Arnprior/Ottawa Auto Parts' Women's Longest Drive Contest was Maxine Courivea, Arnprior/Ottawa Auto Parts

Ontario Tire Recovery's Closest to the Pin Contest was Troy Edwards from Impact Auto Auctions
Impact Auto Auctions' Longest Drive Contest was Ryan Monaghan from Beeton Truck & Auto Wreckers
Cowan Insurance Brokers' Closest to the Pin Contest was Kelly Wright from Miller's Auto Recycling
Wholesale Auto Parts Warehouses Door Prize winner was Katherine Hedges of Hollander
Top bidder for the OSSA Health & Safety Manual Package was Bruce Woodbeck from Woodbeck Auto Parts
Top bidder for the Total Resource Auction 32" LCD Television was Alexandra Poirier from Valley Auto
Top bidder for the Hotch's Auto Parts John Deere Clock was Cara Sweeny from the Clean Air Foundation

The OARA Scholarship Foundation was one of the big winners, raising almost \$3,000 for scholarships for the families of the OARA employees, thanks to our many sponsors, bidders and organizers. Thanks to Rosemary Browne from Hotch's Auto Parts for organizing the Fun Casino Night on Friday evening.

The biggest winners for the weekend, were the many Members who took time out to find out what is happening in their industry, and provide much needed guidance towards building a stronger association and industry.

MOE Tire Audits

As part of the provincial government's scrap tire program development, the MOE has hired consultants across Ontario to verify any tire stockpiles that may have existed in the province. Some Members are reporting receiving a letter from the MOE asking for cooperation, while others have advised that they have received visits. This should not be anything to be concerned about as they are updating their tire pile records with a view to pursuing a prioritized cleanup once the program is announced.

The Minister of Environment has tasked the Waste Diversion Ontario (WDO) organization with developing a plan to steward scrap tires in Ontario by December 31, 2008. The target implementation of a new system might be the Fall of 2009. OARA has been asked by the WDO to be a stakeholder to industry consultations which should begin next month. Using the Ministers letter as a guide, the program would be funded by the manufacturers or first importers, with proceeds going to R&D, cleaning up stockpiles, subsidizing the movement of tires by licenced haulers, and managing the new system (outside of the government coffers). Businesses are currently charging a tire "environmental fee" which they use as a profit centre and to pay for their tires to be hauled away. Of course, auto recyclers do not have the luxury of charging ELV owners a tire

disposal fee, due to the unlicensed, unregulated nature of our industry. A new system of subsidized haulers would be a benefit to auto recyclers, perhaps moving to a system of compensation for the value of the tire versus the cost to remove them as a waste stream.

Key Decisions and Information at the Members Meeting

Elimination of the September Member Meeting in favour of a larger March Convention & Trade Show.

Creation of an Affiliate or Apprentice Member with access to the educational components of the association.

Announcement of the \$768,000 contract with Environment Canada to fund the short term promotion of Car Heaven and the broadening of incentives.

The retention of Navigator as OARA's Government Relations consultant.

An overview of the complete OARA marketing campaign and implementation.

A heads up on Toyota Canada's audit of the Tacoma Recovery Program.

The Switch Out program resources and the October switch sweep.

The future of Car Heaven and an advance look at the National Scrappage Program and the Code of Practice to participate.

The adoption of the Ontario Certified Auto Recycler (O-CAR) Program as a requirement for the 2009 renewal for all Direct Members.

More to come in the next Update and printed newsletter.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: October 13, 2008 8:51:16 AM GMT-04:00

Subject: OARA Member Update #50

OARA Member Update #50

Welcome New Direct Member

Boston Auto Wreckers
113 McCormick Avenue
Toronto ON M6N 1X8
Mike Maio
416-769-1133
bostonautowreckers@bellnet.ca

Switch Out Switch Sweep - October 2008

A mercury switch sweep is underway with the Clean Air Foundation. On Friday, new collection buckets, new educational items, Purolator return labels, all shipped out of the OARA Office via Cardinal Couriers. We are seeking switch submissions from **ALL** OARA Direct Members. The new program is supported by an enhanced website that allows CAF and OARA to track submitted switches on

a daily basis. We will be monitoring participation very closely, and as in the past, the Board is prepared to suspend and initiate removal from the association for those Members who cannot demonstrate compliance with participation in Switch Out. **Regardless of how many switches you have in your bucket** - please send the bucket in during the month of October.

The new Switch Out Program is collecting switches from ABS units which are located in only a select number of vehicles. Information on which vehicles contain mercury, and where the switches are located will be in your new bucket and on the OARA website.

Green Parts Posters and Brochures

Also shipped via Cardinal on Friday you will find a quantity of the new OARA "Green Parts" brochures and posters. These are the first phase in a number of new OARA marketing initiatives that will be rolled out over the next several months. This program is part of a province-wide marketing strategy undertaken by OARA to create brand awareness of recycled parts and their benefits to both consumers and the automotive repair and insurance industries. As you will see when you read through the materials, we have branded recycled parts as "Green Parts" and positioned them as the environmentally conscious, less expensive alternative to OEM parts.

This positioning takes advantage of the significant societal shift toward environmental concerns and demonstrates the real personal and financial benefits of auto recycling. If we work together to promote the industry like this, there is great potential for growth for all of us. As the program evolves, you will be provided with various easy-to-execute marketing and media relations programs. They will help you to position yourself as the local "Green Parts partner" and voice of the industry. Over time, not only will you increase your own market for green parts, you will establish yourself as the "go-to" recycler of choice in your area.

As the first phase in the program, we encourage you to visit your customers and encourage them to use the enclosed posters and brochures in their repair shops. It is an opportunity for them to set themselves apart, offering consumers the choice of a Green Parts alternative... a choice their customers will appreciate and reward with loyal repeat business. Explain how using Green Parts can help them increase their volume of business by reducing the number of total loss vehicles. Think about other high profile, eco-friendly locations where you might be able to put up posters, like your local library, recycling depot, community center, etc.

Additional quantities of both the posters and the brochures are available at the OARA Office, should you require further quantities.

O-CAR Renewal Consultation

We mailed on the weekend a consultation document relating to OARA's Ontario Certified Auto Recycler program O-CAR. At the 2008 OARA Member Meeting in Ottawa, it was agreed that the criteria for the 2009 renewal for all OARA Direct Members would be brought in line with our current requirements for new members to join the association. The Board and the Membership Committee have been working on revamping the old OE-CAR program and have updated the criteria and process to come up with O-CAR - the Ontario Certified Auto Recycler program. The new criteria and process for demonstrating compliance with the proposed criteria (attached) will be in place for the 2009 renewal.

The purpose of this mailing is to obtain input from all Direct Members on the language used for the criteria. As most of the items on the O-CAR checklist are minimum compliance with existing laws, regulations and OARA bylaws or policies, the intent of the consultation is not to determine whether an item should be on the checklist, or whether the checklist should be used at all, but to ask if the information is appropriately stated. The intent of the process is not to prevent any legitimate business from joining OARA. On the contrary, we need more Members to continue our fight to licence, accredit and regulate our industry.

We need to find the right balance between educating our Members with regards to their regulatory compliance obligations and demonstrating to outside parties, government officials included, that OARA Members are part of the solution and not part of the program. And O-CAR is a high-profile way to show that. As a voluntary initiative of the association, we cannot solve all of the problems that abound in our industry, but O-CAR will help ensure we are doing what we can to clean up our industry, and prepare the government to step in where appropriate to go after those who persistently remain out of compliance with the fundamental laws of the province.

Could you please provide me or any Member of the OARA Board with any comments regarding the O-CAR program and criteria no later than **Friday October 24, 2008**. Thank you.

CoPart Auction Annual Fees

Some Members are reporting that CoPart is charging OARA Members their annual registration fee. I have been assured by CoPart that these fees are refundable for OARA Members by contacting the General Manager at either of our Canadian facilities for credits. Waiving the fee has been agreed as an OARA benefit, but they have no way of stopping the annual fee from billing and can only issue a credit once it has been charged.

\$300 Cash Incentive for Car Heaven

Starting this week, OARA will be offering potential vehicle donors a \$300 cash

incentive to donate their vehicle to Car Heaven. This option will run until the end of 2008, at which time the new National Scrappage Program will take over, offering a wider variety of incentives for people to donate their vehicle.

We received this short term funding from Environment Canada to offer this incentive for over 2,000 vehicles in the next few months. In addition, we received administrative funds to help put the new program in place, and advertising funds to help promote the program and the new incentive. We will be undertaking a variety of print, radio and public relations programs over the next few weeks to get the word out and generate some vehicles. We will also be generating an ad slick to send to all Members that you can tag with your company name and use in your local paper.

These cars will be considered regular Car Heaven vehicles and allocated to Members at \$55 per vehicle. They need to be in running condition, licenced and on the road for the previous six months, and will generally be available for pickup at the donor's home. Unfortunately, the incentive is only available to 1995 and older vehicles.

Thanks to the Clean Air Foundation for helping to pull this program together.

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From: Steve Fletcher - OARA <steve@oara.com>
Date: October 20, 2008 3:26:48 PM GMT-04:00
Subject: OARA Member Update #51

OARA Member Update #51

Car Heaven Pricing

Due to the extreme drop in scrap pricing, the OARA Board has authorized the reduction in pricing for ALL 1995 and older Car Heaven vehicles to \$55 effective later this week. Newer vehicles will still be bid on by Members who pick up in that area.

\$300 Car Heaven Cash Incentive

OARA has begun to offer the \$300 cash incentive for Car Heaven donors in Ontario - we had 27 vehicles in the first week. We are ramping up an extensive public relations and media advertising campaign to support the new incentive, as well as raising awareness of responsible vehicle recycling. If you have potential donors in your area, you can download and print the new donor form from the Member Only section of the website. Remember - 1995 and older, running and on the road, and a cheque is issued to the legal owner of the vehicle 4 weeks after receipt of the registration and proof of valid insurance coverage.

Ottawa Meeting Web Gallery

Couldn't make the meeting? Wanted to re-live the moments? Check out our newest Web Gallery - <http://www.oara.com/gallery08.php>

MVDA Regulations Finally Pass - Become Law April 1, 2009

The regulations under the Motor Vehicle Dealers Act 2002 have finally been Gazetted and will become law April 1, 2009. The text of the regulations can be reviewed at: http://www.e-laws.gov.on.ca/html/regs/english/elaws_regs_080333_e.htm While the regulations have many new and interesting sections, some exist within the Exemptions area: *PART II General Exemptions from Act 2.* (1) The classes of persons described in each of the following paragraphs are exempt from the Act and the regulations in connection with carrying on the activities described in the paragraph: 2. A person who buys one or more motor vehicles for the purpose of wrecking or dismantling them if, after buying them, the person wrecks or dismantles the vehicles **in accordance with the Highway Traffic Act and the regulations made under it** and does not trade in the vehicles.

The old regulations had a similar exemption ("A person who purchases motor vehicles for the purpose of wrecking or dismantling them and not for resale" without references to the HTA and C Licence) but the extra details will be intriguing as to how OMVIC will enforce. For a long time OMVIC has looked the other way when businesses and individuals buy wrecks or ELVs for "parts only." The new regulations continue to allow this exemption from registering as a Dealer, but now that person needs to demonstrate they are operating under the HTA and its regulations. That means transferring ownerships and obtaining a C Licence, among other things. Let's see if OMVIC is interested in enforcing the new rules.

Green Parts Marketing Materials

We are taking orders for custom printed copies of the new Green Parts brochure. If you would like extra copies of the brochure with your logo and contact information imprinted on them, please let me know. The larger the order, the lower the unit price.

Best Practices Packaging CD

At the March OARA Convention, Cardinal Couriers held a packaging forum with the Employees, presenting the results of the Transportation Committee's work to identify industry best practices when it comes to packing our product to minimize damage. The highlights were also presented to the overall convention delegates that afternoon. Further minor enhancements were made to the presentation based on the input of the Members present. Cardinal prepared a CD of the presentation which OARA mailed in mid-June to all Direct Members as part of an

overall Information Binder mailing. Further to that, all delegates at the Ottawa Member Meeting received a second CD for their review and files.

The best practices identified on the CD are NOT required practices to ship with Cardinal. But they are required practices to file a claim with Cardinal. If Members choose to ignore the contents of the CD, they ship at their own risk.

Complimentary extra copies of the CD are available at the OARA Office upon request.

Message from A & L Auto Recyclers Inc & Ufullem Division

We would like to inform all of you that have ordered doors, tail gates or other heavy panels from us in the past that often would get damaged in shipping that we've now corrected the problem. All body panels being shipped out of our facility weighing over 50 lbs get crated. We implemented this about a month ago and have yet to have a panel damaged (see photos below). -- Jeff Lanoue

MOL Launches its November Blitz

If you've got electricity, you might be at risk. As part of its "Safe at Work Ontario" enforcement strategy, the Ministry of Labour (MOL) is launching a series of blitzes to reduce hazards common to Ontario workplaces. On the radar for November: electrical hazards. For more details and a fast checklist to get started, go to the Member Only section of the OARA website.

I'm going to Kansas City...

I am off to Kansas City on Wednesday to participate in the annual ARA Convention and will be back in the office on Monday.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: November 7, 2008 4:40:30 PM GMT-05:00

Subject: OARA Member Update #52

OARA Member Update #52

Welcome New Direct Member

Original Auto Parts

1351 Joinasse, Clarence Creek ON K0A 1N0

originalautoparts@videotron.ca

613 488-2036

Luc Tessier

Welcome New Associate Member

uToyota Auto Parts
2535 Blackwell Street, Suite 105, Ottawa ON K1B 4E4
613 746-2824
ottawa@utoyota.com
www.utoyota.com
Phong Lu

uToyota Auto Parts is a manufacturer, importer and distributor of aftermarket auto parts. They are offering OARA Members a 10% discount, as well as free shipping for orders over \$1,000.

OSSA Safety Group Opportunity

The OSSA is running a successful Safety Group for auto dealers in Toronto in 2008. Interest is being expressed by vehicles service businesses in Ottawa, Barrie, east Toronto to Oshawa and the Golden Horseshoe including some auto recyclers. OSSA would like to run safety group chapters for vehicle service businesses in these areas in 2009 if there is sufficient interest. OSSA requires 12-15 businesses in an area to run a chapter. The attached brochure and registration form describes what is involved, how it works and what is expected of you. The deadline for registrations is December 31, 2008.

This program enables auto recyclers and other vehicle service businesses to work together to develop sustainable health & safety programs, share best practices and reap savings in WSIB costs. Businesses have, in the past, received rebates on their annual WSIB premiums of up to 6%. They have also reduced their injury rate by over 20%, further reducing their annual premiums.

This is a great program and opportunity for your business' health & safety program and I encourage you to sign up. If you require further information, please call John Aird, OSSA at 905-614-3001.

New OARA Website

Check out the new OARA Website - www.oara.com or www.gogreenparts.ca. We have completely rebranded the site in keeping with our push to present OARA Members as the auto recyclers of first choice when considering Green Parts. We are still populating the Member Only section (your username/password should still work). Let me know what you think!

ARC Wins ARA Star Award

Congratulations to the Auto Recyclers of Canada association on winning the ARA's prestigious Star Award as Affiliate Chapter of the Year at the recent Kansas City convention. ARA recognized the tremendous achievements of ARC at its Saturday night gala.

Switch Out Sweep Reminder

Just a reminder that the switch sweep for Switch Out is still underway - all Directs should have submitted their collection buckets via the pre-paid Purolator waybill or contacted the OARA Office as to why they are not submitting this time. We will be getting your submission reports which will be going to the Board. Thanks to all who have their switches in on time - and keep collecting. The next sweep will be before the March Convention next year.

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From: Steve Fletcher - OARA <steve@oara.com>

Date: November 18, 2008 1:05:24 PM GMT-05:00

Subject: OARA Member Update #53

OARA Member Update #53

LKQ Corp Makes Third Canadian Investment

LKQ Corp has announced today that they have completed the acquisition of Shaw Auto Recyclers in London, Ontario, bring their Canadian facility count to three. Pat and Danny Devincenzo will be staying on with LKQ Shaw in a management capacity.

Congratulations to Gloria Mann

Congratulations to Gloria Mann on her award as one of AkzoNobel's Most Influential Women in the Collision Repair Industry. Gloria is the Vice President of Industry Relations for Media Matters, who publish Collision Repair and Canadian Auto Recycler magazines. The announcement noted that Gloria "has turned much of her attention to auto recycling, leading insurers on educational tours of recycling yards and launching a new magazine on the auto recycling industry, Canadian Auto Recycler, designed to increase awareness of the strides being made by the industry." With Gloria on our side, there is certainly a heightened awareness of our industry.

Green Parts Banner for Members

OARA has two double-sided Green Parts Banners, as seen at the OARA Meeting in Ottawa and in the attached photo, available for OARA Members to use at any local functions they may have. To reserve a banner for your local event, please contact the OARA Office.

Facing a Workwell Audit?

Did you receive a letter from the WSIB indicating you have been selected for a Workwell Evaluation? The WSIB identified almost 400 service sector firms and sent letters at the beginning of October. The "Workwell" program was introduced by the WSIB in 1989. The program targets particular employers for a Workwell

health and safety evaluation, (commonly referred to as a Workwell audit). The WSIB conducts this evaluation by touring employers' workplaces, examining health and safety programs, observing health and safety practices, and interviewing random workers on site. Evaluated employers receive a report on health and safety problems found in their workplace and recommendations for improvement. The failure of a Workwell audit can have serious financial implications, since the penalty for failure is the levying of an additional premium. Preparing for an audit consumes considerable attention and resources from your core business.

But there is help. OSSA can help you focus on the right things and provide expert resources so you can focus on what is most important. OARA's Workwell program produced in cooperation with OSSA is designed to assist auto recyclers in meeting their Workwell requirements and in improving their health and safety capabilities. The program includes hazard assessments, workplace health and safety training, practice Workwell audits, and Health & Safety System Manual development and implementation, if required. For more information on the Workwell Audit process, please visit www.wsib.on.ca. For more information on how OSSA can help with this and other workplace health and safety issues, please contact them at (888) 478-6772.

New Products from Wholesale Auto Parts Warehouses

Wiper Transmissions, Wiper Motors, Mass Air Flow Sensors, Complete Strut Assemblies, Ignition Distributors, Engine Mounts, Starters and Alternators, Fuel Filler Necks, Fuel Pump Modules, Fuel Tanks, Door Handles, Steering Knuckles (Joints), Window Regulators, Upper & Lower Control Arms, Window Switches, Windshield Washer Reservoirs, Sway Bars, Headlamps & Mirrors.

Contact Wholesale at 1-866-864-5800 to find out about their latest specials and promotions for OARA Members.

OARA \$300 Incentive Media Release

In addition to an extensive radio awareness campaign around the new \$300 Car Heaven incentive, and some print ads, OARA is sending out the following media release. We will be trying to connect local recyclers to their local media to capitalize on this news. Be ready.

Go Directly to Car Heaven - Collect Three Hundred Dollars

London, ON - Ontario vehicle owners are being encouraged to recycle their old cars and trucks properly and collect a new \$300 incentive in the process. The Car Heaven Ontario program is aimed at voluntarily getting older cars off the road by providing a suite of attractive incentives to vehicle owners. Vehicles built in 1995 or before produce, on average, 19 times more smog forming emissions than 2004 or newer model cars. But it's not just about reducing the number of

older vehicles still being driven on our roads. It's also about making sure cars are properly scrapped and recycled in a manner that is good for the environment.

"Not every auto recycling business takes the time to practice the proper procedures when disposing of an old vehicle," says Steve Fletcher, Executive Director of the Ontario Automotive Recyclers Association (OARA). "Ontario drivers need to be informed consumers and the new \$300 incentive has been designed to draw attention to the right way to dispose of your old clunker. The fact that car owners can receive a variety of incentives, including a \$300 cheque, along with a free tow of a donated vehicle, adds to the value of participating in Car Heaven Ontario."

The program is simple. The owner of the 1995 or older vehicle can start the process by visiting www.carheaven.ca or by calling the toll free number 1-866-535-7312. Proof of ownership for the past 6 consecutive months, as well as valid insurance must be provided, and the location details of the vehicle. Once the documents are received and eligibility is confirmed, the owner is contacted by an OARA member and arrangements are made for the car to be towed, free of charge, to an OARA member recycling yard.

The first step in the recycling process requires that hazardous waste products, such as fuel, oil, refrigerants, mercury switches, batteries and tires, are removed and disposed of safely, in accordance with provincial standards. OARA members also reclaim reusable parts that do not contribute to the vehicle's emissions. These parts are available to be resold with a full warranty, or they are refurbished and sold through a variety of retail channels. The rest of the car is then crushed and shredded into smaller pieces, with the metals recycled and used to make new products. This ability to reuse the clean metal reduces the need to mine raw materials and significantly reduces the amount of energy needed to create materials for manufacturing.

"The \$300 incentive is offered as part of a new national program funded by Environment Canada, announced in June 2008, offering Canadians rewards for retiring their older, high polluting vehicles to reduce air pollution. The National Vehicle Scrapage program will be fully operational across Canada in early 2009."

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From: Steve Fletcher - OARA <steve@oara.com>
Date: December 11, 2008 11:32:45 AM GMT-05:00
Subject: OARA Member Update #54

OARA Member Update #54

One Million Acts of Green?

This season, CBC and The Hour with George Stroumboulopoulos want to mobilize Canadians to do One Million Acts of Green - the idea behind the campaign is that one small act can make a big difference. CAF is one of the partners in the project, and Car Heaven is listed as one of the acts that people can do - great awareness building! <http://green.cbc.ca/Act.aspx?actID=44>

Act of Green: Send Your Old Car To Car Heaven - Is it time to get rid of your wheels? Are you taking it to the mechanic again? Do you avoid filling up because of high gas prices? Getting rid of your car is easier than you think. Selling it or trading it are easy options, but they're not the only ones. You can also donate your car to a local charity, or hand it down to your kids or relatives. Total Participants = 920; GHG Reduced: 2,636,000 kg.

Wanted: Tanburg External Tape Drive

Have an old Tanburg External Tape Drive for a DFI Computer System? You can help out an OARA Member - if you have one kicking around please contact Jim at Coyne's Auto Recyclers 705 897-3141.

Car Heaven - GM Incentive

We have received confirmation that the GM \$750 incentive as part of Car Heaven will cease at the end of 2008. New and more diversified incentives, including the \$300 cash incentive will be available through the new National Scrappage Program in January. There are still plans to keep Car Heaven alive, but without the incentive, it will turn in to a pure charity vehicle donation program.

Safety Groups

An opportunity still exists to get your business involved in a sector specific safety group. As announced last month, the OSSA is setting up safety groups in Ottawa, Barrie, the GTA and the Golden Horseshoe in 2009 if there is sufficient interest. The program enables auto recyclers and other vehicle service businesses to work together to develop sustainable health & safety programs, share best practices and reap savings in WSIB costs. Businesses have, in the past, received rebates on their annual WSIB premiums of up to 6%. They have also reduced their injury rate by over 20%, further reducing their annual premiums. If you require further information, please call John Aird, OSSA at 905-614-3001.

MPP Education Mailing

OARA has retained a government relations company - Navigator, to help navigate the various opportunities that confront OARA, but all leading to improved accreditation and licencing in the industry. An awareness/educational letter has gone out to all MPPs about the association and industry, using the

October Toronto Star profiles as a base. In the new year we will ratchet things up further, capturing the momentum around the new national scrappage program, code of practice and OARA accreditation efforts.

Green Parts Logo

The Green Parts logo and branding evident on the new OARA website, and in our posters, brochures and trade show display are resources that belong to every OARA Member. The logo is available to OARA Direct Members to use to promote their business as part of the green solution. You can download the logo in a variety of formats from the Member Only section of the website, and use it where you see fit. I have attached a photo of Nieson Auto Wreckers new parts deliver truck with a Green Parts decal. Use your imagination and it would be great if you could send me an example of the logo in action. Some Members are also including the logo on their website and linking it back to the www.gogreenparts.ca!

We still have extra copies of the Green Parts posters in the OARA Office. Many Members have had great success in getting the posters and brochures distributed through their repair facilities partners, and we are working with the insurance industry to get the information out even further. We have some brochures left too. Some Members are looking to reprint the brochures with their logo and contact information included - please contact me if you are interested in this option. For your logo and contact information in black, the cost for 1,000 is \$750; for a full colour logo, the cost is \$1,200.

\$300 Incentive through Car Heaven

Many OARA Members are actively promoting the incentive to encourage vehicles to come to their facility. That is great, but I need to caution everyone on some of the fundamental components of the program:

- . The vehicle must be 1995 and older;
- . The vehicle must be in running condition;
- . The vehicle must be insured for the previous six (6) months in the name of the donor, and that insurance must be current;
- . A valid registration and proof of insurance coverage (pink slip, policy summary) must be submitted to the OARA Office;
- . The incentive is only available for eligible vehicles until December 31, 2008 (we must receive the donor information by that date).

Failure to abide by the above could result in the refusal of the \$300 incentive to the donor (we will be audited by Environment Canada), and either a very angry donor or your responsibility to pay the \$300 or return the vehicle. While a great little program, we all need to operate by the rules in order to achieve success. If you have any questions, please let me know.

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From: Steve Fletcher - OARA <steve@oara.com>
Date: December 22, 2008 2:58:22 PM GMT-05:00
Subject: OARA Member Update #55

OARA Member Update #55

Welcome New Woodbeck

Congratulations to Greg Woodbeck and his wife Angela on the birth of their first child, a boy Rhys Dixon. Everyone is doing great, including Grandpa Bruce.

\$300 Car Heaven Incentive

The temporary \$300 incentive through Car Heaven expires December 31, 2008. If you know of potential candidates for the incentive, please ensure that they request a form or start their web upload by that date. We have a small extension from Environment Canada that allows OARA to process files received after December as long as the file is initiated by the deadline. We are date-coding all forms that go out before the 31st, so forms received after that date need the date code. Otherwise please make sure forms are faxed or emailed by the 31st. The \$300 incentive will be removed from the website on that date as well.

GM Incentive Finished

We had a great run with GM and their sales incentive through Car Heaven, but we will lose this incentive as well on December 31st. Citing the poor economic forecast for the company and the uncertainty over the National Scrappage Program, GM has had to bow out.

National Scrappage Program

The Clean Air Foundation hopes to release the details of the new program early in 2009, with a soft launch of mid-month for the national program. OARA has a draft contract with CAF to manage the call centre in Ontario, very similar to the existing Car Heaven program. ARC has a contract with CAF to help deliver the training and educational components of the Code of Practice to support the Scrappage Program, along with the engagement activity to recruit recyclers to participate. Much more information will be available as the program continues to formalize.

What Happens to Car Heaven Now?

You might be asking, with the \$300 incentive gone, the GM incentive gone, and the National Scrappage Program looming - what happens to Car Heaven and beyond? The Clean Air Foundation has confirmed that Car Heaven will live on. In Ontario, Car Heaven has, and will continue to be, a charity car donation vehicle. We have ongoing relationships with 14 charities that we need to re-engage in promoting the opportunity to donate vehicles. As the GM program has slid, the charity volumes have been fairly consistent at 3,000 per year. We need to drive

those volumes, look at fresh ways to promote, and keep the Car Heaven brand and all of its heritage and awareness alive.

Tacoma Program

The Toyota Tacoma Program continues, albeit at a slower pace. We are receiving about 40 vehicles per week across Canada, and Ontario represents 25% of those vehicles. We expect the program to continue at the same pace well in to 2009. Please make sure that vehicle transfers to Irreparable are completed in a timely fashion AND the transfer is documented with the OARA Office. A few Members have called wondering why they only received one vehicle - when we don't receive proof of the transfer we don't allocate any further vehicles. And remember they cannot go back on the road in any way, shape or form - we have passed every physical audit from Toyota so far, let's keep it that way.

Draft Scrap Tire Stewardship Plan

Waste Diversion Ontario and Ontario Tire Stewardship published an early draft of a potential scrap tire program in Ontario on December 12th (www.ontariotirestewardship.org) and held a stakeholders meeting last week to review the plan. If implemented as it is, auto recyclers could register as official scrap/used tire Collectors, and receive 60¢ per tire for every tire they ship with a registered Hauler. They would also not be charged for the removal of their tires. OARA is supportive of this system and is working to ensure its swift passage. The plan is not without its detractors, and we have been close before to finally getting on par with the rest of Canada and have a tire stewardship plan. A final program is required to be submitted to the Minister of Environment by February 28th, with the program operational this Summer.

Fork Lift Blitz Slated for February 2009

OSSA has been offering a timely heads-up on what the MOL is calling its “zero tolerance” Inspection blitzes, which in the past have included slips, trips and falls, and electrical hazards. Next in the MOL’s crosshairs: fork lift safety, slated for February 2009. Here’s a primer on what to expect, and how to avoid a common pitfall.

First, let’s define the scope: “Fork lifts” and “lift trucks” are the most common terms used for powered industrial trucks used to lift and move material. Included in this group are everything from low lift powered pallet trucks to walkie stackers, reach trucks, order pickers and indoor and outdoor counter-balanced equipment – all of which can injure or kill. Indeed, each year, too many employees die and almost 900 workers are seriously injured by mobile equipment (WSIB), with each injury resulting in an average of 29 lost workdays. No wonder the MOL has fork lift safety in its sights.

At the time of writing, the MOL guidelines for the upcoming fork lift blitz had not

been published; however, MOL's 400 inspectors typically follow: 1) The MOL Guideline for the Safe Operation and Maintenance of Powered Lift Trucks - <http://www.labour.gov.on.ca/english/hs/guidelines/lifttrucks/index.html>; 2) The Canadian Standards Association Safety Standard for Lift Trucks B335-04 (\$75 for a pdf copy, or View-only here - <http://ohsviewaccess.csa.ca/>).

Inspectors will likely be looking for evidence that:

- Workers that operate lift trucks are adequately trained on the specific class of equipment they are operating;
- Supervisors are trained and competent to supervise fork lift operations;
- Temp workers are being held to the same strict standards as permanent employees;
- Appropriate personal protective equipment is being used for changing and charging batteries, exchanging propane cylinders, refueling lift trucks, etc.;
- Safety equipment, such as seat belts are in use and in good working order;
- Correct fire extinguishers are in place, given the recent changes in the Ontario Fire Code

(<http://www.safetechtraining.com/safetechtraining/Bulletins.aspx?B=39>);

- Pre-shift inspection and recording procedures are in place;
- The manufacturer's maintenance and inspection procedures are rigorously followed for all models of fork lift trucks (any lifting mechanism has to be inspected every year at a minimum, more often if you're running back-to-back shifts);
- Pedestrian safety guidelines are in place and implemented (<http://www.safetechtraining.com/Training.aspx?T=13>).

Beware the training certificate pitfall - MOL inspectors will be looking for proof of adequate training. Here's the rub: just because a new hire presents a certificate, doesn't mean that person has had adequate training. Unfortunately, many trainers offer programs that consist of nothing more than a light touch; e.g. a quickie seminar, a video, and no operating tests. What inspectors may require is evidence of thorough training, including program content and copies of written and operating exams. Also, in the event you do have an incident, they'll expect immediate access to your complete set of records.

Direct Member Renewals

The 2009 renewals for Direct Members mailed out of the Hamilton Office this week. Included with the package is a renewal invoice (we have kept the fees at \$250 + gst again), and an accreditation checklist. As you all should know, the OARA Membership has adopted the O-CAR (Ontario Certified Auto Recycler) program as a requirement for membership. The criteria has been applicable to all new Direct Members for roughly the last 18 months. The decision was made to make the criteria mandatory for all Directs upon renewal this year.

The Checklist breaks down the requirements in to 4 sections: General Business Standards (minimum 3 photos required); Licencing and Regulatory Standards (approximately 8 copies required); Environmental Standards (approximately 19

photos or copies required); and Safety Standards (no documents required to be submitted). A Notes section is included to help explain some of the requirements in more detail. Many Members have already submitted their materials based on the consultation held earlier this Fall.

The O-CAR Program is **NOT** intended to remove any Member from the Association. On the contrary, we need as many Members as possible - the benefits that we produce are in direct relation to the number of active and engaged Members that we have. The document attempts to mirror the general regulatory requirements that exist to operate in the province. We all know that there are a myriad of rules and regulations out there, and just as many interpretations as to what is right and what is wrong. The document, and its supporting materials, should help Members of all sizes ensure their business is in compliance. The program is only applicable to Members, but we have numerous plans and tactics to point out the deficiencies to government(s) that voluntary self-regulation entails. But without taking this step, our voice is diluted. Should you have any questions, please continue to check the OARA website, and do not hesitate to contact myself or anyone on the Board

Too all - have a great holiday season and see you in 2009!

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Steve Fletcher, Executive Director
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