

OARA Member Update #56

2009 OARA Employee Scholarship Program

Applications can be made online for post-secondary scholarships for the children of OARA Direct Member employees at <http://oara.com/foundation.php>. Last year we handed out three \$1,000 scholarships to very worthy candidates. The deadline for applications is March 31, 2009.

Used Tire Stewardship Plan

A draft plan has been posted on the Ontario Tire Stewardship website (<http://www.ontariotirestewardship.org/PROGRAM.html>) to manage used tires in the province - potentially bringing the last and largest province up to par with other areas. The draft plan, which is undergoing its second public revision, is to be submitted to the Minister of Environment by the end of February for approval. The plan would see manufacturers and first importers pay in to a fund that would have Collectors be paid 60¢ per tire plus free removal by licenced Haulers (for minimum loads of 70 tires). Auto recyclers would be encouraged to register as Collectors and would need to store tires in compliance with the Fire Code. OARA has supplied comments supporting the plan and encouraging a speedy introduction. Further industry and public consultations are planned, but we remain hopeful that a program will finally be introduced in Ontario.

Cardinal Couriers/Lynx Rate Increase

Effective January 19, 2009, OARA Member rates with Cardinal/Lynx will increase 0.75%. The revised rate card is posted in the Member Only section of our website. The Transportation Committee is scheduled to meet with Cardinal for its regular quarterly meeting on January 28, 2009 at 1:00 pm in Mississauga should any Member want to attend. If you have any input for the Committee or have any questions, please let myself or the Committee Chair (Don Fraser from AACCO) know in advance.

RM Recovery Core Buyer

It has been reported by a Member that RM Recovery, a core/converter buyer out of the Brantford/Paris area may no longer be in active business. These are uncertain times in the specialty scrap business and, as always, Members are strongly encouraged to know their suppliers and feel confident that they are working with a viable and legitimate business.

Switch Out Letters and New Poster Resource

Late in 2008, the Switch Out Program mailed a new educational resource - laminated posters to help identify switches, and to highlight what NOT to put in the Switch Out bucket. Several Members have reported that the cover letter indicated that they have not been submitting switches, when in fact they have. This was a mix up on the Clean Air Foundation's behalf, that has since been corrected - the letters were inadvertently switched between those who have submitted and those who have not. CAF apologies for this error and any confusion that may have arisen.

Car Heaven Update

The Car Heaven website is temporarily down as the references to the GM incentive are removed. The site has been pledged to be up and running early next week. In the meantime we are still capable of processing donations, both for charities and for the \$300 cash incentive on a manual basis. The Car Heaven program will continue to live beyond the new national program, mainly working with our charitable partners, but we are also investigating other incentives and promotions.

National Vehicle Scrapage Program Update

The new national program was scheduled to be up and running for January 5, 2009. Final program adjustments and relationships are still in progress, and the Clean Air Foundation is waiting for Environment Canada to schedule a launch day. This massive program has been quite a challenge to put in place (although Ontario has been ready and waiting) and once in place will generate a significant flow of vehicles AND positive industry coverage and awareness. Stay tuned.

CCIF Reminder

The Canadian Collision Industry Forum (CCIF) returns to Ontario on January 24, 2009 at the Toronto Airport Marriott Hotel. Find out what is affecting the collision repair economy with information from Insurers, Repairers and Suppliers. For more information or to register - <http://www.ccif.net/meeting.asp>.

March Convention News

We are very busy putting together the March Convention speaker and seminar lineup and will have further details out shortly. Thank you to all the Members who have submitted ideas about "What keeps them up at night" and we look forward to more input.

We are pleased to announce that we have confirmed our Keynote Speaker for the event - Ron Sturgeon, a well known industry consultant.

Ron Sturgeon has always been an entrepreneur. He started a VW repair shop just out of high school. When Ron learned how much people paid for parts off his junked cars, he entered the auto salvage business. When he needed to grow, Ron did his first oversubscribed private stock offering. In 1999, Ford/GreenLeaf bought Ron's 140-employee Texas salvage operation - AAA Small Car World. Ron was also a founding URG Partner and Co-Founder of Actual Systems of America, the developer of the Pinnacle computer system.

In 2001, Ron founded a salvage auction in Texas. A second oversubscribed stock offering funded the venture. Ron sold to Copart a year later. Drawing on his experiences, Ron wrote How to Salvage Millions from Your Small Business. In 2003, Ron and two partners purchased Ford's salvage division. GreenLeaf had 26 locations in 15 states. Ron was in charge of legal, environmental, licenses insurance and permits. As a board member, Ron led efforts to grow sales, sharpen marketing, and lower costs in purchasing. After turnaround, Ron and his partners sold. Ron published Green Weenies and Due Diligence, an insider's guide to the lexicon of the boardroom. A follow up to How to Salvage Millions from Your Small Business is planned for March 2009, and all registered delegates at the event will receive a copy.

Ron manages his real estate holdings, and consults and speaks on topics related to auto salvage and entrepreneurship.

We have retained the services of KCI Management to help implement a comprehensive marketing and event planning approach to this years event. Our Associate Members, Sponsors and interested Exhibitors will be seeing the sign up materials for the exhibit hall early next week. This information will also be uploaded to our website for any Direct Member that is interested.

O-CAR Renewal Update

We continue to receive information packages from Directs for their renewals - thanks to all for jumping on this important project. Keep the questions coming - OARA aims to help its Members to understand the application process at every turn. We continue to post resources on the Member Only section of the website, but please do not hesitate to call if you require further clarification. I have attached the checklist for those who have misplaced their copy, and we have clarified a few items even further. The deadline is January 31, 2009, but we are committed to helping renew every Member who wants to be involved.

Happy New Year!

OARA Member Update #57

Retire Your Ride National Vehicle Recycling Program Gets Set to Launch

Retire Your Ride, the new national scrapage program, is inching towards its public launch. The Environment Minister publicly announced the program late in January, albeit with only 1/10th of the details, but that has allowed a flurry of work to finalize the program. We expect the official introduction by the Clean Air Foundation (CAF) to take place some time later this month or in early March. The Recycler Sign Up Sheet was sent to all OARA Members and ARC Members across Canada today. The program will operate very similar to Car Heaven, but will be supported by a larger advertising and media campaign, and a wider variety of incentives. For the launch, the \$300 cash incentive will provide the core incentive. We are not sure of the other incentives at this time or whether dealerships or an auto manufacturer will be involved.

Please take the time to review the sign up sheet, sign and return the form to the CAF - I would imagine everyone on Car Heaven or the Tacoma program would be interested. There are no costs to join, but there are future steps to take (signing an agreement with the CAF, participating in training to the Code of Practice, and passing at least one audit to the Code during the program). Vehicles are going to be valued at \$55 for Recyclers in Ontario and this will remain an important funding source for OARA. We are also working on a marketing plan to obtain the best possible media coverage for participants and for the industry.

Until RYR is launched to the public, Car Heaven still has access to the \$300 cash incentive and the charity donation side. After the launch, Car Heaven will remain a solid charity vehicle donation program.

Welcome New Direct Members:

Ray Cranley Auto Wreckers Ltd.
RR #1 258 Country Road #8
Douro, ON K0L 1S0
705 652-3338
1 800 375-8001
Fax 705 652-1133
Ray Cranley

Andy's Auto Wreckers
1760 Pension Lane
London, ON N5W 6C1
519-451-1454
Fax: 519-451-5978
info@andysautowreckers.com
www.andysautowreckers.com
Kenneth Nixon, President
Glenn Topping, Vice President
Derek Nixon, Manager

Welcome New Associate Members:

H&H International Distributors - SEDA
1109 Hall Mines Road
Nelson, BC V1L 1G5
250-505-5274
Fax: 250-505-5274
michaelhoeher@shaw.ca
www.seda-environmental.com
Michael Hoeher

H&H is Canada's distributor of high-efficiency, top quality recycling tools aimed at improving a recycler's bottom line, performance and operational safety. They offer SEDA Environmental's cutting-edge stationary or mobile ELV drainage solutions, ideal for every fill service dismantler, self service facilities and car recyclers. More than 3,000 customers worldwide serve as testimonial for the reliability, speed, safety, and unmatched return on investment in SEDA's tools and systems.

Ontario Service Safety Alliance (OSSA)
5110 Creekbank Road, Suite 500
Mississauga ON L4W 0A1
www.ossa.com
John Aird, Manager, Strategic Partnerships & Special Projects 905 614-3001, jaird@ossa.com
Gerald Robinson, Consultant, 1 877 282-1282, grobinson@ossa.com

OSSA is the designated safe workplace safety association for the Service Sector in Ontario. Working with businesses across the province, OSSA provides Health and Safety consulting services, education, assistance and training to a wide range of companies.

Armor Security Automation
60 Craig Drive
Kitchener ON N2B 2J3
www.armorsecurity.ca
jfabac@armorsecurity.ca
519 894-2700
John Fabac

Armor Security Automation provides full sales and service for all types security products including burglar, fire alarm, surveillance camera systems, phone and paging systems, alarm and video monitoring.

OARA Convention Online Booking

You can register for the OARA March Conference online and be kept up to date on our agenda, speaker topics, exhibitors, sponsors and hotel information at <http://www.oara.com/March2009Meeting.php>

OARA Scholarship Program

Do you have employees interested in the OARA Scholarship Program? You can use the attached flyer to post or distribute to your employees and let them know they are part of an industry that cares. They can fill in an application online at <http://oara.com/foundation.php>. The application deadline is March 15, and scholarships will be handed out in June. Last year we had three applicants receive \$1,000 each.

OARA Member Update #58

Retire Your Ride Begins

The new national vehicle recycling program - Retire Your Ride (RYR) is up and running. The website is active and we are beginning to process a few vehicles - so if you have signed up for the program you will begin to see invoices/pickup request from OARA for RYR vehicles. OARA has just signed the contract with the Clean Air Foundation to manage the call centre in Ontario for this program, in addition to Car Heaven and the Toyota Tacoma Recovery Program. Operationally it is very similar to Car Heaven and you should be able to operate the same way on this program. As we work out the bugs it is very important that we get feedback from Members to improve the Program.

Presently, we have about 35 OARA Members signed up on RYR - an application was emailed/faxed to all Members last week. Please let me know if you require a backup copy or if you have any questions.

Board Nominations Sought

Elections for three (3) Board positions will be held during the March Annual General Meeting. Barb Sembay has announced that she is stepping down after five years on the Board. Incumbents Lisa Sticca from Thunder Bay Auto Parts and Dean Hellyer from Dave's Truck & Auto Parts have announced that they will be seeking second terms. Any Direct Member can be nominated for the Board elections if they: 1) obtain 2 written nominations from Direct Members and written acceptance 48 hours before the meeting, and these are faxed or mailed to OARA; or 2) obtain 2 oral nominations from Direct Members and provide oral acceptance at the meeting. If you have any questions or require any further information, please let me know, or anyone on the Board or the Nominating Committee.

Welcome New Direct Members:

Port Sydney Auto Recyclers
211 Muskoka Road 10
Port Sydney ON P0B 1L0
705 385-1754
Fax 705 385-0596
garnetjg@hotmail.com
Garnett Johnson

Welcome New Associate Members:

APU Solutions
8400 W. 110th Street Suite 130
Overland Park, KS USA 66210
913-599-1600
1-866-599-1600 x300
Fax: 913-599-2084
dfernandez@apusolutions.com
www.apusolutions.com

Dan Fernandez

APU Solutions "real time" web-based parts search engine gives insurance appraisers and collision repair centres an automated process for searching for and purchasing alternative parts. That includes recycled, aftermarket and recovered OEM parts.

All Ontario Recycling
24 Stephenson Road #12
Huntsville, ON P1H 2K8
705-787-0933
Fax: 705-787-0934
allonrec@bellnet.ca

Tim O'Connell

Kevin Primer

Pressing cars, baling, materials hauling, marketing materials, shearing demolition.

Draft Convention Speaker Lineup

Friday March 27, 2009

- Keynote Address: The Future of Auto Recycling - Ron Sturgeon will discuss where the auto recycling industry has been, where we are, and where we are going, and what he believes we can expect here. This will include consolidation and competitive factors sure to affect us all.
- Keynote Address: Strategic Planning Groups Using Big and Easy Analysis - Ron Sturgeon will help evaluate the initiatives you're planning to undertake for the coming year. With a small group of other business owners and managers, you will share your top initiatives. Using Big and Easy analysis, your strategic business plans will be evaluated, prioritized, and refined. It's amazing how often someone has done what you are considering. Their insights often save you time and money and improve the probability of success. Business owners leave these groups with their initiatives vetted and prioritized. Even in the toughest economy, some businesses prosper.
- Retire Your Ride, Canada's New Vehicle Recycling Program, Cara Sweeny, Clean Air Foundation
- The Future of Scrap Markets, Michael Hlacar, Director of Ferrous Trading, Triple M Metal LP
- Securing Revenue Streams and Expanding Opportunities for Recyclers, Scott Westbrook VP Sales and Marketing, APU Solutions
- Ontario's Used Tire Stewardship Program, Glenn Maidment, Chairman, Ontario Tire Stewardship
- Health & Safety Planning - How to Get Started and What to Expect, Lisa Sticca, Thunder Bay Auto Parts, Roy Ford, Ministry of Labour, John Aird, Ontario Service Safety Association

Saturday March 28, 2009

- Annual General Meeting and Elections
- Auto Recycling in the USA - Michael Wilson, Executive Vice President, Automotive Recyclers Association (ARA)
- Politics in Ontario and How OARA is Fairing, Tyler Fleming, OARA Consultant, Navigator
- Mercury Switch Out Program Update, Krista Friesen, Clean Air Foundation
- Car Heaven and Retire Your Ride Program Updates, Cara Sweeny, Clean Air Foundation
- Green Parts Marketing and the OARA Member, John Couper, Couper Marketing Services
- Recycler Roundtables: Dealing with the Ministry of Environment; Employee Compensation Best Practices
- Retire Your Ride Code of Practice Online Training, Colin McKean, BC Auto Recyclers Environmental Association

Saturday March 28, 2009 - Employee Meeting

- Best Packaging Practices - Implementation Success Stories, Martha McGregor, Cardinal Couriers
- ABS Mercury Switch Removal, Krista Friesen, Clean Air Foundation
- Powerlink/HYMS training - Whether you're on Powerlink or the Hollander Yard Management System (HYMS), we will show you the tips and tricks necessary to become more efficient in your processes, Laurie Woods and Micheal Angeli, Hollander
- How to Use Instant Messaging to Sell More Parts, Roger Schroder, Car-Part.com
- e-Commerce - Hollander will show you how to expose your parts to consumers and shops and increase your sales without adding personnel, by automating the processing of sales orders through your yard management system - Katherine Hedges, Hollander
- Car-Part eCommerce Solutions, Roger Schroder, Car-Part.com
- Retire Your Ride Code of Practice Online Training, Colin McKean, BC Auto Recyclers Environmental Association

Trade Show Exhibitors:

- Actual Systems / Pinnacle
- Al-Jon Manufacturing LLC
- All Ontario Recycling
- APU Solutions
- Armor Security Automation
- Automotive Recyclers Association (ARA)
- Buddy Automotive Innovations
- Canadian Auto Recycler Magazine
- Canadian Towing Equipment
- Car Heaven Vehicle Retirement Program
- Cardinal Couriers Ltd.
- Car-Part.com
- Clean Air Foundation
- Copart Inc
- Cowan Insurance Group Ltd
- Cross Canada Auto Body Supply
- Crow Environmental
- Eagle Towing Equipment
- Federal Autocat Recycling
- Gerdau Ameristeel Recycling
- H&H Intl.Distributors - SEDA
- H.R. Runciman Co. Ltd.
- Hollander, A Solera Company
- Impact Auto Auctions
- JustParts.com
- Manheim Auto Auctions
- Monidex Distributors
- Ontario Service Safety Alliance (OSSA)
- Ontario Tire Recovery

- Phauto-Pak
- Retire Your Ride Vehicle Retirement Program
- Salvage Supply & Technology (SST)
- SL Marketing
- Switch Out Mercury Recovery Program
- Wholesale Auto Parts Warehouses

Convention Sponsors:

- Gerdau Ameristeel Recycling (PLATINUM)
- Car-Part.com (GOLD)
- Cardinal Couriers Ltd. (SILVER)
- Collision Repair Magazine (SILVER)
- Cowan Insurance Group Ltd (SILVER)
- Impact Auto Auctions (SILVER)
- Triple M Metals (SILVER)
- Ontario Tire Recovery (BRONZE)
- Hollander, A Solera Company (SILVER - Bag Sponsor)

You can sign up for the Convention online at <http://www.oara.com/March2009Meeting.php>. Still all this for \$95 per person including all seminars, trade show, reception, two lunches...

OARA Member Update #59

Renaissance Hotel Deadline - March 5, 2009

A reminder that the deadline for booking space in the OARA room block at the Toronto Airport Renaissance Hotel for the OARA Convention is **Thursday March 5, 2009**. Rates at \$129 per night and includes complimentary parking. Reservations can be made by calling 1.800.630.2594.

New Trade Show Exhibitors in 2009

All Ontario Recycling
 APU Solutions
 Armor Security Automation
 Crow Environmental
 Eagle Towing Equipment
 Ferrous Processing & Trading/Zalev Brothers Company
 H&H International Distributors - SEDA
 JustParts.com
 Manheim Auto Auctions
 Northern Lights
 SL Marketing
 Retire Your Ride

Thanks to our Convention Sponsors So Far

- Platinum**
 Gerdau Ameristeel Recycling
- Gold**
 Car-Part.com/Checkmate
- Silver**
 Cardinal Couriers Ltd.
 Collision Repair Magazine
 Cowan Insurance Group Ltd
 Impact Auto Auctions
 Triple M Metals
- Bronze**
 Ontario Tire Recovery
- Conference Bag**
 Hollander, A Solera Company

Latest Convention Agenda Posted Online

You can keep up with all the additions to the Convention lineup or register online at <http://www.oara.com/March2009Meeting.php>

Welcome New Associate Members:

Action Auto Parts
 Box 33, Group 525, RR #5, 2955 Day Street
 Winnipeg, MB R2C 2Z2
 204 224-5678
 1 800 665-6651
 Fax: 204-222-2062
willis.t@action-parts.com
www.action-parts.com

Willis Thys

Action Auto Parts is a large, very progressive auto recycler based out of Winnipeg MB. They are CAR and Gold Seal certified with ARA. Willis was profiled on the cover of the 2008 Canadian Auto Recycler magazine, and he is the Regional Director for Western Canada for ARA.

Omega Lift Manufacturing, Inc
 87 Simpson Road
 Bolton, ON L7E 3R6
 905-857-6456
 Fax: 905-857-9498
acocellan@omegalift.net
www.omegalift.net

Nick Acocella

Located in Bolton, Ontario, Omega Lift Manufacturing is a premier manufacturer of Rough Terrain certified forklifts specializing in the Automotive Recycling Industry. Omega Lift has been a manufacturer for over 25 years and has been supplying the auto recycling industry for over a decade. Omega Lift All Terrain Forklifts are symbols of dependability and strength. They were developed with the intent to achieve superiority, breaking industry standards with every move.

Recent Additions to the OARA Member Only Section of the Website

- Safe Work Guides - Misc Parts
- Safe Work Guidelines - AC Parts
- OSSA Safe Work Guidelines - Batteries

- Safe Work Guides - Engines
- Safe Work Guides - Fuel Tanks
- Safe Work Guides - Torches
- OSSA Safe Work Guidelines - Transmissions
- OSSA Checklists - Understanding Legal Requirements a checklist to understanding your legal requirements as an owner/manager
- OSSA Article - Planning is Prevention - recognizing, assessing and controlling workplace hazards
- OSSA Checklists - Selecting a Health and Safety Representative
- OARA H&S Manual Program for Workwell Audit Compliance
- Spotlight on OARA article as seen in the OSSA Safety Mosaic Magazine, Fall 2008
- OSSA Checklists - H&S Self Evaluation

Impact Quebec Sale Flyer Attached

Impact Auto Auctions is a supplier of salvage vehicles across Canada. Their Montreal location is now running 250+ vehicles per week with a premium mix of salvage, and attractive shipping rates to Ontario! For more information please contact Troy Edwards at tedwards@impactauto.ca or 416-843-1281.

O-CAR Renewals

We still have a few Members non-compliant with their O-CAR renewals for 2009. A letter is going out today to those Members requesting action within 7 days. If you receive this letter I would urge you to act upon it. If you have no plans to renew your membership - no hard feelings, just let us know so we don't continue to seek compliance.

OARA Member Update #60

Cardinal Couriers/Lynx Cubing Policy

Effective March 1, 2009, OARA Members shipping with either Cardinal or Lynx will NOT be subject to their cubing policies. As you may know, cubing is the policy of re-pricing shipments based on the cubic volume of a package rather than the actual weight. For bulky but light packages, this reduces a shippers revenues as a vehicle is filled by volume before it is filled by weight. With the move to best practice shipping to properly protect a product, more parts were being re-priced at a higher amount because of cubing. This decision by Cardinal/Lynx will allow more Members to adopt effective packaging without paying for it through higher rates.

This change was brought about through consultation with OARA Transportation Committee, headed by Don Fraser. We applaud the efforts of the Committee and Cardinal/Lynx for being a responsive logistics partner for OARA and its Members.

Lynx have also added some categories of flat rate shipments that have been captured on a revised Member Price List republished to the Member Only section of the OARA website (in the Programs section).

MVDA Regulation Delayed

The Ministry of Small Business and Consumer Services has announced that implementation of the new Motor Vehicle Dealers Act, 2002 (MVDA 2002) has been delayed until January 2010. The new Act was originally expected to launch April 1, 2009. The extended implementation period comes in response to concerns expressed by industry.

Welcome New Associate Member:

Moffatt Scrap Iron & Metal Inc.
RR#1, Moffat, ON L0P 1J0
905 854-2792
Fax: 905 854-1225

kirk@moffattscrapiron.ca
www.moffattscrapiron.ca

Kirk Kaplansky

Moffatt Scrap Iron & Metal is a locally-owned company specialized in the recycling and processing of all grades of ferrous and non-ferrous scrap metal. With an experienced staff and first class equipment they are able to provide customers with the services they require. Large enough to handle big jobs and small enough to care.

OARA Member Meeting Seminar List Grows:

We continue to add to our list of speakers and topics for the OARA Convention later this month:

Friday March 27, 2009

- Keynote Address: The Future of Auto Recycling. Ron Sturgeon will discuss where the auto recycling industry has been, where we are, and where we are going, and what he believes we can expect here. This will include consolidation and competitive factors sure to affect us all.
- Keynote Address: Strategic Planning Groups Using Big and Easy Analysis. Ron Sturgeon will help evaluate the initiatives you're planning to undertake for the coming year. With a small group of other business owners and managers, you will share your top initiatives. Using Big and Easy analysis, your strategic business plans will be evaluated, prioritized, and refined. It's amazing how often someone has done what you are considering. Their insights often save you time and money and improve the probability of success. Business owners leave these groups with their initiatives vetted and prioritized. Even in the toughest economy, some businesses prosper.
- Retire Your Ride, Canada's New Vehicle Recycling Program, Cara Sweeny, Clean Air Foundation
- The Future of Scrap Markets, Michael Hlacar, Director of Ferrous Trading, Triple M Metal LP
- The New MVDA Regulations, Warren Barnard, Used Car Dealers Association (UCDA)
- Ontario's Used Tire Stewardship Program, Glenn Maidment, Chairman, Ontario Tire Stewardship
- Health & Safety Planning - How to Get Started and What to Expect, Lisa Sticca, Thunder Bay Auto Parts, Roy Ford, Ministry of Labour, John Aird, Ontario Service Safety Association
- Securing Revenue Streams and Expanding Opportunities for Recyclers, Scott Westbrook VP Sales and Marketing, APU Solutions
- Repairer - Recycler - Insurer Roundtable

Saturday March 28, 2009

- OARA Annual General Meeting and Elections
- Politics in Ontario and How OARA is Fairing, Tyler Fleming, OARA Consultant, Navigator
- Program Update - Mercury Switch Out, Krista Friesen, Clean Air Foundation
- Program Updates - Car Heaven and Retire Your Ride, Cara Sweeny, Clean Air Foundation
- CARS Council - Sector Labour Market Update, Jennifer Steeves, CARS Council
- Auto Recycling in the USA - Michael Wilson, Executive Vice President, Automotive Recyclers Association (ARA)
- Green Parts Marketing and the OARA Member, John Couper, Couper Marketing Services
- Full Service Dismantlers with Multiple Dismantling Bays – a Case Study on Drainage Practices, Michael Hoehner, H&H International Distributors (SEDA)
- Recycler Roundtable: Dealing with the Ministry of Environment
- Selling More Parts with Parts Cars, Michael Racco, JustParts.com

Saturday March 28, 2009 - Employee Meeting

- Best Packaging Practices - Implementation Success Stories, Martha McGregor, Cardinal Couriers
- Powerlink/HYMS training - Whether you're on Powerlink or the Hollander Yard Management System (HYMS), we will show you the tips and tricks necessary to become more efficient in your processes, Laurie Woods and Micheal Angeli, Hollander
- How to Use Instant Messaging to Sell More Parts, Roger Schroder, Car-Part.com
- e-Commerce - Hollander will show you how to expose your parts to consumers and shops and increase your sales without adding personnel, by automating the processing of sales orders through your yard management system - Katherine Hedges, Hollander
- Car-Part eCommerce Solutions, Roger Schroder, Car-Part.com

Deadlines:

- Convention Hotel room rates - March 5, 2009 **1.800.630.2594**
- Employee Scholarship applications - March 15, 2009 <http://oara.com/foundation.php>
- O-CAR submissions - March 12, 2009 <http://www.oara.com/ocar.php>
- Convention pre-registrations - March 24, 2009 <http://www.oara.com/March2009Meeting.php>

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Steve Fletcher, Executive Director

Ontario Automotive Recyclers Association (OARA)

134 Langarth Street East
London, Ontario Canada N6C 1Z5
519-858-8761

Convention Sponsors

Platinum

Gerdau Ameristeel Recycling

Gold

Car-Part.com/Checkmate

Silver

Cardinal Couriers Ltd.
Collision Repair Magazine • Cowan Insurance Group Ltd
Impact Auto Auctions • Triple M Metals

Bronze

Bakermet • Copart • Ontario Tire Recovery

Conference Bag

Hollander, A Solera Company

--

Steve Fletcher, Executive Director

OARA Member Update #61

\$300 Incentive Dropped from Car Heaven

On Wednesday, the Clean Air Foundation finally removed the \$300 incentive from Car Heaven. This incentive was supposed to wrap up in December 2008, but we managed to hold on to it for a bit longer. The \$300 incentive is now available to donors through the new Retire Your Ride national scrappage program. Any Car Heaven forms that continue to come in will be entered in to Retire Your Ride and be processed in the same manner as Car Heaven. OARA continues to hold the call centre contracts for Ontario for both the Car Heaven and Retire Your Ride programs. Car Heaven returns to its roots and is now a basic charity car program. A new Car Heaven donor form is attached.

As of today, 63 OARA Members have signed up for the Retire Your Ride program. The new sign up form is attached and must be completed and faxed to the Clean Air Foundation before vehicles can be allocated through that program.

eSMP Meeting at the OARA Convention - 8:00 am on Saturday

Check out the launch of the new Phauto-Pak auction web site for recyclers! If you buy vehicles online, you need to be at the Saturday session or visit booth #113 in the Trade Show. At this presentation and training session, you will discover the many new features and tools that will transform your online bidding experience. With a totally new interface, you will now be able to more easily find, follow and bid on vehicles that suit your needs. Be sure not to miss it!

Welcome New Associate Member:

JustParts.com

520 Squire Street, Thunder Bay, ON P7B 4A8

807 343-9380

Fax: 807 343-9146

michael@justparts.com

www.justparts.com

Michael Racco

JustParts.com provides an online marketplace built exclusively for the buying and selling of auto parts, parts vehicles, tools and accessories. Built by auto recyclers for auto recyclers.

Welcome New Direct Member:

Cathcart Auto Parts Limited

139 4th Concession, Burford, ON N0E 1A0

519-467-5355

Fax: 519-467-5034

jim@cathcartauto.com

www.cathcartauto.com

Chris Smith

Convention Registrations

Registrations for the Convention in two weeks are pouring in. As of today we have 43 Direct Member companies registered (plus 6 non-members or recyclers from outside Ontario). Please remember that all delegates must pre-register or register onsite. The cost is \$95 + gst per person, and all Direct Members have prepaid for one (1) registration as part of their 2009 renewal.

Are you a Direct Member and your name is not on this list? Then we haven't received your registration.

400 Auto Wreckers (Canada) Ltd.

Arnprior/Ottawa Auto Parts

B&D Auto Recycling

Beeton Truck & Auto Wreckers Ltd.

Bickell Auto Parts

Carcone's Auto Recycling

Car-go Auto Recyclers

Caughill Auto Wreckers Ltd.

Cindy Lou's Auto Rekker

Dave's Truck & Auto Parts Ltd.

Deer Lake Auto Recyclers Inc.

Dom's Auto Parts Company Ltd.

Doug's Auto Parts Ltd.

Earl's Auto Parts Ltd.

Fergus Auto Recyclers

Flesherton Auto Recyclers Inc.

Formula Auto Wreckers

Hank's Auto Wreckers

Hilltop Auto Wreckers Ltd.

Hollywood North Auto Parts Inc.

JMW Automotive Inc.

King's Auto Wreckers

Kingsville Auto & Metal Recyclers Inc.

LKQ Dominion Auto Recycling
LKQ Shaw Auto Recyclers
Logel's Auto Parts Ltd.
McGregor Auto Parts 2000 Ltd.
Miller's Auto Recycling (1992) Ltd.
Modern Auto Parts Ltd.
North Queen Auto Parts Ltd.
Original Auto Parts
Parkway Auto Recyclers
Peterboro Auto Recyclers
Plazek Auto Recyclers
Royal Auto Parts Recycling Inc.
Saunders Auto Service Ltd.
Schneider's Auto Wrecking Ltd.
Sonshine Auto Parts
Standard Auto Wreckers
Thunder Bay Auto Parts
Valley Automotive (Pembroke) Limited
Woodbeck Auto Parts (Stirling) Ltd.
Woodstock Auto Recyclers Ltd.

Register online at <http://www.oara.com/March2009Meeting.php>

Scholarship Deadline

Remember that the deadline for submitting materials for the OARA Employee Scholarship is March 15, 2009. Last year ALL applicants received a cheque for \$1,000. This is not a one-time program - you need not be graduating from high school to apply. Any student in a recognized post-secondary learning environment is eligible. If you need an extension to apply, please let us know. It would be a shame to have this money sitting idle in a bank account when students need all the help they can get to obtain an education.

--

Steve Fletcher, Executive Director

OARA Member Update #62

New H&S Resources Posted

Posted to the OARA Member Only section is a good summary from the Ministry of Labour entitled "*Guideline for the Safe Operation and Maintenance of Powered Lift Trucks.*"

NEW - OSSA Launches Safework Service

SafeWork, OSSA's new subscription-based web site for medium and small businesses, is now available for purchase. SafeWork guides businesses through a logical and simple six-step process that covers topics like:

- Understanding your legal requirements
- Developing a workplace health & safety policy
- Establishing a health & safety committee or representative
- Providing employees with hazard training
- Planning for and preventing hazards
- Maintaining your health & safety system

Priced at \$349 for the first year's subscription, SafeWork includes more than 135 separate health and safety resource elements, structured around OSSA Six Steps for Health & Safety. Participants can easily access Safework's resources directly over the Internet, downloading a wide range of training materials, presentations and templates designed to help them build their own workplace health & safety program. Subscriptions to Safework include receipt of a physical copy of OSSA's Occupational Health and Safety Starter Kit, and included in the online resources are 14 OSSA Hazard Training Modules that meet all the Certification part II Hazard training requirements – a print value of more than \$500. The program includes a Recognition Program for participating firms that can help them progress through the Six Steps in improving their health & safety program.

Check out the OSSA booth at the OARA Trade Show for more information.

Two New Exhibitors

We have added two more Exhibitors - UToyota Auto Parts and Omega Lift Manufacturing, bringing our total exhibitor count to an amazing 39 booths.

Convention Agenda

The following is the Convention Agenda for speakers and seminars. Note - the convention kicks off with a Keynote Address by Ron Sturgeon, Mr. Mission Possible at 9:00 am on Friday morning. You won't want to miss that!

Friday March 27, 2009

9:00 - 10:00 am Keynote Address: The Future of Auto Recycling. Ron Sturgeon will discuss where the auto recycling industry has been, where we are, and where we are going, and what he believes we can expect here. This will include consolidation and competitive factors sure to affect us all.
10:00 - 10:30 am Retire Your Ride, Canada's New Vehicle Recycling Program, Cara Sweeny, Clean Air Foundation
10:30 - 10:45 am Coffee Break, sponsored by Cardinal Couriers Ltd., Collision Repair Magazine, Cowan Insurance Group Ltd, Impact Auto Auctions, Triple M Metals
10:45 - 11:15 am The Future of Scrap Markets, Michael Hlacar, Director of Ferrous Trading, Triple M Metal LP
11:15 - 11:30 am The New MVDA Regulations, Warren Barnard, Used Car Dealers Association (UCDA)
11:30 - 11:45 am Ontario's Used Tire Stewardship Program, Glenda Gies, Executive Director, Waste Diversion Ontario (WDO)
11:45 am - 1:15 pm Lunch sponsored by Car-Part.com/Checkmate and Trade Show Opening
1:15 - 2:30 pm Keynote Address: Strategic Planning Groups Using Big and Easy Analysis. Ron Sturgeon will help evaluate the initiatives you're planning to undertake for the coming year. With a small group of other business owners and managers, you will share your top initiatives. Using Big and Easy analysis, your strategic business plans will be evaluated, prioritized, and refined. It's amazing how often someone has done what you are considering. Their insights often save you time and money and improve the probability of success. Business owners leave these groups with their initiatives vetted and prioritized. Even in the toughest economy, some businesses prosper.
2:30 - 2:45 pm Coffee Break, sponsored by Cardinal Couriers Ltd., Collision Repair Magazine, Cowan Insurance Group Ltd, Impact Auto Auctions, Triple M Metals
2:45 - 3:30 pm Health & Safety Planning - How to Get Started and What to Expect, Lisa Sticca, Thunder Bay Auto Parts, Roy Ford, Ministry of Labour, John Aird, Ontario Service Safety Association
3:30 - 4:00 pm Securing Revenue Streams and Expanding Opportunities for Recyclers, Scott Westbrook VP Sales and Marketing, APU Solutions
4:00 - 5:00 pm Repairer - Recycler - Insurer Roundtable
5:00 - 10:00 pm Trade Show and Gerdaul Ameristeel Recycling Reception

Saturday March 28, 2009

8:00 - 8:45 am eSMP Meeting (Direct Members only)
9:00 am - 12:15 pm OARA Annual General Meeting and Elections (Direct Members and invited Guests only)
12:15 - 1:30 pm Lunch sponsored by Car-Part.com/Checkmate. Special Guest Presentation: Michael Wilson, Executive Vice President, Automotive Recyclers Association (ARA) - Auto Recycling in the USA
1:30 - 2:00 pm Green Parts Marketing and the OARA Member, John Couper, Couper Marketing Services
2:00 - 2:30 Full Service Dismantlers with Multiple Dismantling Bays – a Case Study on Drainage Practices, Michael Hoehner, H&H International Distributors (SEDA)
2:30 - 2:45 pm Coffee Break sponsored by Cardinal Couriers Ltd., Collision Repair Magazine, Cowan Insurance Group Ltd, Impact Auto Auctions, Triple M Metals
2:45 - 3:10 pm Car-Part eCommerce Solutions, Roger Schroder, Car-Part.com
3:10 - 3:35 pm Hollander e-Commerce - Expose your parts to consumers and shops and increase your sales without adding personnel, Katherine Hedges, Hollander
3:35 - 4:00 pm Selling More Parts with Parts Cars, Michael Racco, JustParts.com

Saturday March 28, 2009 - Employee Meeting

9:00 - 10:00 am Best Packaging Practices - Implementation Success Stories, Martha McGregor, Cardinal Couriers
10:00 - 10:15 am Coffee Break sponsored by Cardinal Couriers Ltd., Collision Repair Magazine, Cowan Insurance Group Ltd, Impact Auto Auctions, Triple M Metals
10:15 - 11:15 am Powerlink/HYMS training - Whether you're on Powerlink or the Hollander Yard Management System (HYMS), we will show you the tips and tricks necessary to become more efficient in your processes, Laurie Woods and Micheal Angeli, Hollander. Hollander e-Commerce - Expose your parts to consumers and shops and increase your sales without adding personnel, Katherine Hedges, Hollander
11:15 - 12:15 pm Car-Part eCommerce Solutions and How to Use Instant Messaging to Sell More Parts. Roger Schroder, Car-Part.com
12:15 - 1:30 pm Lunch sponsored by Car-Part.com/Checkmate. Special Guest Presentation: Michael Wilson, Executive Vice President, Automotive Recyclers Association (ARA) - Auto Recycling in the USA

Registration Opens at 8:00 am Friday Morning

The Convention Registration Desk opens at 8:00 am on Friday to pickup your namebadge, lunch tickets, drink tickets (compliments of Gerdau Ameristeel Recycling) and convention bag (compliments of Hollander). Each company that pre-registers, gets one of these unique bags filled with goodies, including your Passport to the Trade Show to win some great prizes, and a hardcover copy of *Salvaging Millions* by our Keynote Speaker Ron Sturgeon.

If you have not *pre-registered* by *Tuesday at 5:00 pm*, please budget some extra time at the registration desk to get your namebadge, which is required for ALL events for ALL delegates. Thanks.

--

Steve Fletcher, Executive Director
Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East, London, Ontario Canada N6C 1Z5
519-858-8761

Convention Sponsors

Platinum: Gerdau Ameristeel Recycling

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Bronze: Bakermet • Copart • Ontario Tire Recovery

Conference Bag: Hollander, A Solera Company

2009 OARA Convention Summary

First, the overall details: 310 delegates representing 160 companies, 37 exhibitors in 40 booths, 39 speakers in 20 sessions, \$25,000+ in food and beverages (that we paid for), 12 Sponsors (see list below). And to paraphrase the credit card commercial: information, opportunities and contacts - priceless and incalculable.

The event kicked off Thursday with a Board dinner and meeting - every Member should thank the OARA Board for the tremendous time commitment they put in to this association, not only leading up to and at the event, but all year long.

Friday morning it was standing room only for Ron Sturgeon's first Keynote presentation on the big trends affecting our industry. Ron provoked the crowd to think about their place in this ever changing industry and not to rest for a moment, as your competitors within and outside the industry are constantly evolving. Ron has enough information in his head to write a few books - wait, he has written a few books, and attendees received a copy of *Salvaging More Millions* in their boodle bags from Hollander. For Members who did not attend, we have a few extra copies which we will be giving away to those who submit their completed Convention survey.

Cara Sweeny provided an overview of the Clean Air Foundation's Retire Your Ride program and the opportunities that exist for recyclers. This program has the potential to be larger than Car Heaven AND support our regulatory, educational and public engagement strategies. OARA, as the Ontario Call Centre, and ARC as the national voice of the industry, are very actively involved in crafting a program that works for recyclers.

Triple M provided a bleak review of the scrap markets (hopefully not a surprise for Members) and an uncertain forecast. This was an important step though for auto recyclers to interact with the scrap industry, both on an association and business level, and we have invited them back next year.

Warren Barnard from the UCDA talked about the upcoming new regulations under the Motor Vehicle Dealers Act. Disclosure of all kinds damage to a vehicle will become much more important.

Finally, Glenda Gies from the WDO provided an overview of the soon to be launched Used Tire Stewardship Program. Once in place, auto recyclers can register as Collectors to receive free tire pickup plus 88¢ per passenger tire as a collector fee. The realistic target date is January 1, 2010, but we are still looking for ministerial approval and many more implementation details. Good news indeed.

The Trade Show kicked off to a full house. I can't thank our Exhibitors enough for the little extras they all had to build traffic and generate some excitement. Special thanks to Wholesale Auto Parts Warehouses for the tunes and videos, and SL Marketing for their, aheem, special booth guests. Both had well attended after hours parties to boot. Everyone seemed to ratchet things up a notch and the professionalism was evident. The Trade Show has morphed from an add on to the social reception to become a major part of the overall Convention. The complete sellout certainly has helped.

Ron Sturgeon brought us back to the seminar room (with more chairs and room this time) with his newest seminar on strategic planning for auto recyclers. Again, enough information for a few books, and then some.

Our Health & Safety panel ran a little over (too much information - too little time?) but there was plenty to talk afterwards and follow up in the Trade Show and Direct Meeting. Thanks to Lisa Sticca and OSSA for pulling all this information together.

Scott Westbrook APU provided an overview of a "real steel" product that is coming to Canada that will help get real-world recycler information in to repairers hands earlier in the estimating process.

The day wrapped up with a very entertaining Repairer-Recycler-Insurer Roundtable, moderated by Darryl Simmons from Collision Repair and Canadian Recycler magazines. The panel featured Keith Hudd from Economical, Gary McKnight from Cooperators, Dominic Maurini formerly with ING, Tony Canade from Assured Auto, Sam Piercy from Budds Collision, David Gold from Standard, Dom Vetere from Dom's and Don Fraser from AADCO. Anytime these three sectors can get in the same room and talk towards common goals, it is a good thing for our industry. OARA's Green Parts initiative and resources seemed to be the highlight of the meeting, and Darryl was masterful at crafting an action plan to keep the group together and working after the event is over. OARA has created a new Committee chaired by David Gold to work with insurers and repairers to adopt the Green Parts communication strategy and expand our influence. Great work and a great result.

The Gerdau Ameristeel Recycling Reception continued among the trade show booths. It was crowded, there was lots of food, and many exhibitors reported outstanding traffic, business and opportunities. The Passport contest seemed to be a big success, getting people moving throughout and talking. Plenty of draws and contests kept things very busy all night.

On Saturday morning a significant group heard about and saw some of the changes coming to eSMP in Ontario with Phauto Pak.

The Direct Member Meeting was the largest we have every had, with 54 Directs signing in. The auditor reported that OARA remains on very sound financial footing, showing a very small surplus for 2008. The audited statements are available to any Direct Member that wants to review them in the Hamilton Office.

Elections were held and the new Board Members are Don Fraser from AADCO Auto Parts and Bob Vanleeuwen from Fergus Auto Recyclers. Lisa Sticca from Thunder Bay

Auto Parts was elected as a returning Board Member. Chairman Wally Dingman thanked outgoing Board Members Barb Sembay from North Queen Auto Parts and Dean Hellyer from Dave's Truck & Auto Parts for their years of service on the Board, and provided a commemorative plaque and Keg dinner vouchers.

Committee reports were heard from Membership (Trevor Generoux), Scholarship (Mary Poirier), Health & Safety (Lisa Sticca), Transportation (Don Fraser) and Government Affairs (Wally Dingman). Tyler Fleming and Will Steward from Navigator also supplied information to round out Wally's Government Affairs report, summarizing OARA's extensive government affairs activities. Krista Friessen provided updates on Retire Your Ride, Car Heaven and Switch Out. I provided reports on Marketing, Tacoma Recovery, Retire Your Ride and the Code of Practice, O-CAR renewals and internal communication opportunities (ie, the 2009 Member Roster, and the Member Updates).

The Employee Meeting was well attended and heard from Cardinal Couriers, Car-part.com and Hollander. We will be looking to expand and diversify the educational opportunities for employees for upcoming events.

At the Luncheon we heard from Linda Pitman, ARA President, and Michael Wilson, ARA Executive Vice President. ARA remains an active, vibrant association that is establishing great grassroots connections to affiliates such as OARA and ARC. Their Convention in Lexington KY this October is roughly 3X the size of the OARA event (but we are gaining on them) and is a great value. We will be sending out more information on special pricing to join ARA and to attend the Convention. Jeff Sack from Sullivan Salvage won the complimentary pass to the ARA Convention at the end of the Luncheon.

During the Luncheon the new OARA Board met and elected Wally Dingman from Caughill Auto Wreckers to another term as Board Chair; Mary Poirier from Valley Automotive as Treasurer; and Lisa Sticca from Thunder Bay Auto Parts as Secretary. Committee Chairs were also ratified. A monthly conference call agenda was established, plus a strategic planning retreat for May (nothing fancy - its in Hamilton) for the Board to plan, plot and strategize.

John Couper from Couper Marketing, OARA's communication consultant, kicked off the afternoon with an overview of our Green Parts strategy and execution. The vast majority (and more) of John's content is now in the Member Only section of the website under Marketing Resources.

Michael Hoehner from H&H International Distributing, provided a case study and research on various SEDA drainage equipment installations.

Car-Part.com and Hollander both provided quick summaries of some of their eCommerce initiatives and resources.

The Convention wrapped up with a unique presentation from JustParts.com, showing their creativity and innovation that is built in to their company and product. It is always tough to the last presentation after a long two days of information overload, but their presentation held everyone. How did they do that presentation? Ken McKean from Deer Lake Auto Recyclers stayed to the end and won the complimentary two-night voucher for the Toronto Airport Renaissance Hotel for next year's event.

There are so many people to thank in pulling something of this magnitude off - all of our Speakers, OARA staffers Stacy and Sherry, our Exhibitors, the hotel (I think it was a great choice - good staff, good location, good layout - we are back there next year), and our Sponsors who help offset some of the cost and help allow us to run all this for \$95 per person. Special thanks to Melissa Bekker from KCI Management for all of her coordination, problem solving and marketing support - OARA hired KCI this year to help build a great event, and the Board believes it was a good partnership.

If you could please fill in the Convention Surveys that have been distributed, we really do want to hear from everyone as to how we can improve.

Thanks, and until next year....

--

Steve Fletcher, Executive Director

Thanks to our Convention Sponsors!

Platinum

Gerdau Ameristeel Recycling

Gold

Car-part.com/Checkmate

Silver

Cardinal Couriers
Collision Repair Magazine
Cowan Insurance Group
Impact Auto Auctions
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Bronze

Bakermet
Copart
Ontario Tire Recovery

Conference Bag

Hollander, A Solera Company

Trade Show and Passport Prizes

Automotive Recyclers Association (ARA), Car-part.com, Cardinal Couriers, Impact Auto Auctions, Gerdau Ameristeel Recycling, SL Marketing, Wholesale Auto Parts Warehouses, Phauto-Pak, Hollander

OARA Member Update #63

Now Ordering - 75th Edition Hollander Wheel/Wheel Cover Manuals

Please find attached the order form for the 75th Edition of the Hollander Wheel and Wheel Cover manuals. The manuals will ship in early May.

2009 OARA Member Roster

Final edits for your listing or your advertising for the 2009 OARA Member Roster should be received by the OARA Office next week to get your changes in to the new publication. Thank you to everyone who have responded to the requests for updated information.

Switch Out Switch Sweep Underway

The April Switch Sweep with the Clean Air Foundations Switch Out Program is underway. All Directs should have received their replacement collection pails and are encouraged to send in their collected switches - regardless of how many you have collected. It is the only way to stay listed as Active on the program and to participate in our upcoming Contest. And remember to open the new pail and look inside - new information is included that the owner or manager needs to know about. Got any suggestions to improve the program? Contact Janet Taylor with the Clean Air Foundation at 416 922-9038 x241 or jtaylor@cleanairfoundation.org

OSSA Client Services Coordinator

OSSA has assigned Patrick Rodgerson as the OSSA Client Services Coordinator dedicated to the auto recycling industry. You can contact Patrick directly at 905 283-3274, 1 800 525-2468 ext. 3274 or prodgerson@ossa.com. Want information on the new SafeWork program featured at the Convention? Details of the OARA specific Workwell Audit manual? Digital WHMIS (only \$14.99 for a location up to 20 employees)? Or just some help in figuring out OSSA's wide variety of practical assessment tools and information sheets - Patrick can be your guide to all things dealing with proactive Health & Safety planning.

Have a question about Health & Safety? OSSA is introducing its "Ask the Expert" feature. Send Patrick your questions and the next Member Update will have the answer and direction to the tools to help all Members find the information they are looking for.

Convention Surveys

A reminder to return your completed Convention Surveys - this is the best way for OARA to continually improve the Convention and Trade Show.

New Member Marketing Resource Module Posted to the Member Only Website

The new marketing module for Green Parts announced at the OARA Convention is available online in the Member Only section. The section contains background material on the Green Parts strategy, local marketing "How To" information, logo variations, over 60 downloadable photos, sample ads, a Green Parts brochure order form, posters, trade show banners, sample media story ideas, and much more.

Forgot your username/password - call or email and I can reset those for you. The Member Only section contains over 35 downloadable files and documents now, in addition to the marketing resources, and we add to it every month.

--

Steve Fletcher, Executive Director

OARA Member Update #64

Ontario Approves Tire Recycling Program

Ontario has a new, industry-funded program to deal with the more than 12 million used tires generated each year. The program, to be delivered by Ontario Tire Stewardship beginning this fall, will:

- See 91 per cent of used car and truck tires recycled into higher end uses in year one;
- Clean up the nearly three million used tires stockpiled across the province;
- Include the recycling of large industrial and off-road tires, which are currently not collected or recycled;
- Include funding for public education programs and research into greener ways to recycle tires;
- Registered Collectors, including Auto Recyclers **will receive complimentary pickup and an 88¢ per passenger tire collection fee** as part of the program.

Ontario's program is the first of its kind in Canada as it is based on Extended Producer Responsibility, a cornerstone of all of Ontario's recycling programs, which include the Blue Box, household hazardous waste and waste electronics programs. Manufacturers, brand owners and importers will pay an estimated \$74 million in the first year to run the program. They will pay Ontario Tire Stewardship a fee based on each tire they put into the market. The fee is currently set at \$5.84 for a passenger vehicle tire, with no portion going to the government.

For more details about the program, see Ontario Tire Stewardship's backgrounder and tire program at www.ontariotirestewardship.org

New Ontario Nonferrous Initiative

Fergus Auto Recyclers' Metal Recycling Department would like to purchase your nonferrous metals! We have undergone some changes at Fergus in the past few years including acquiring a new facility, service department and metal recycling department. We've always been committed to helping save the environment and with our new metal recycling division we're committed to helping YOU maximize profit from your ELVs. By purchasing nonferrous metals in bulk from OARA Members we can achieve maximum profits for all!!

Since many of us already use "The Drop Zone" in Mississauga we will be using that location as a drop off point for this program at no extra charge. We will be accepting aluminum and copper rads, aluminum rims, and harness wire. Skids can be dropped of on Wednesdays and Thursdays so that we can pick them up on Friday morning. We will weigh the skids and send out cheques the following Monday.

Lets work together to maximize profits! Please give us a call if you have any questions or concerns 1-519-843-2948 or 1-888-615-9222 and ask for Dan DeVries, Metal Recycling Manager.

Custom Green Parts Brochures

OARA Direct Members can order custom printed Green Parts brochures with their logo and contact information online at <http://oara.com/members/marketing-resources.php>. A quantity of posters are also available in the OARA Office for any Member - complimentary.

New Seda Module One Drainage System Increases Efficiency

Seda Environmental, has introduced the Module One Drainage System, its smallest fully-integrated fluid evacuation system. The Module One is designed for the fast, efficient and safe removal of gasoline, antifreeze, windshield washer and waste oils, including transmission, engine, differentials and powersteering from end-of-life vehicles, the company says. "This space saving and efficient solution incorporates proven Seda performance and reliability and provides operators with the same hallmark of easy handling and fast drainage times of Seda Environmental's larger systems," says Michael Hoeher, director of business development, North America, Seda Environmental.

Like all Seda systems, the Module One system uses a combination of suction and air pressure to remove up to 98 percent of all liquid contaminants in end-of-life vehicles, according to the press release. The system can be used either indoors or outdoors, in a single bay or shared twin bay setup. The Module One is suitable for full-service auto dismantlers and recyclers using anywhere from one to ten dismantling bays/lifts. It has the capacity of processing up to 40 cars a day in a designated, double-bay drainage setup at a full-service dismantling facility. With an estimated 6 to 8 minutes of drainage time, the Module One system can maximize operator productivity and improve throughput. Standard on the Module One system are UL approved Double Diaphragm Pumps to remove gas/diesel, engine oil, transmission and brake fluids, engine coolant and windshield washer fluid. The system also includes a coolant suction lance and lance holder, gas-tank defueler with secondary suction hose, fuel line adaptor set and gas filter and two-way fuel control for gas and diesel. Also standard is a heavy-duty overhead pump cabinet and a swing arm with dual oil funnels for simultaneous drainage of transmission and engine oil. An automatic hose wheel removes windshield washer fluid, while brake fluid is vacuum drained. The Module One is completely air-powered with a control unit that activates each individual pump.

Switch Sweep Reminder

To remain an active Switch Out participant, you need to ship ANY amount of switches you have collected so far, during the APRIL COLLECTION SWEEP! Steel companies are beginning to demand mercury-free scrap and the only way people can tell is by checking the active participant list online. Gloria Mann at Collision Repair Magazine is also working on a special contest with the Clean Air Foundation for every recycler who submits switches during BOTH switch sweeps (April and October). Don't miss out!

Retire Your Ride Training

The inaugural training program for the Retire Your Ride Program Code of Practice is scheduled for **Tuesday April 28, 2009** from 9:00 am to 4:00 pm at the Delta Meadowvale Hotel in Mississauga. This session will be videotaped to preparing the online training version which will be available next month. Participating in the training (either in person or online) and completing one audit of your facility are required to remain on the program. A registration flyer was sent out earlier today, or you can reply to this email with Name, Company Name, and the # of Attendees. Space is limited to 40 participants. The cost is FREE and includes breakfast, lunch, workbook, DVD, and Code of Practice reference manual.

75th Hollander Wheel/Wheel Cover Manuals

We are still taking pre-orders for the 75th Edition of the Hollander Wheel and Wheel Cover Manuals. Save 15% by ordering through OARA.

--

Steve Fletcher

OARA Member Update #65

Welcome New Associate Member

Big Dog Recycling Services
2401 Telford Line
Orillia, ON L3V 6H3
705-345-5715
bigdog@dogapac.com
www.bigdogrecycling.com
Rick Meyer

Big Dog Recycling provides mobile tire rim crushing services to auto recyclers.

ARC and ARAAC to Host a Joint Meeting

The national ARC association and the regional ARAAC association of auto recyclers are hosting a day long joint meeting in Halifax on June 26, 2009 immediately preceding the next CCIF Meeting. Plan to attend and find out what is happening in your industry across Canada. Experience some East Coast hospitality and meet with recyclers from across Canada.

RYR Application Form

A digital version of the Retire Your Ride application form was made available to all Members earlier this week. We have many success stories of Members actively using the \$300 incentive and knowledge of the program to get vehicles driven to their location or at least to drive vehicles in to the program.

If you are getting applicants to drop vehicles off, please ensure the forms (either the print or online versions) specifically tell us that you have the vehicle by including the company name. That way we will ensure the vehicle is allocated to your business. The original ownership needs to be mailed to the OARA Office, and please ensure that the vehicle is set aside until we can confirm the application meets all program criteria.

RYR Code of Practice Training a Success

The first in person training session for the RYR Code of Practice is completed and appears to have been a great success. We are looking to establish further in person sessions in June. The online version is also in development. The winner of our Digital WHMIS CD from the OSSA for sending in an event survey to better our training efforts was Cathy Ferrell from Modern Auto Parts.

Are New RYR Incentives Coming?

We have all read the stories of the manufacturers on Parliament Hill or Queen's Park asking for or demanding as much as a \$3500 new car incentive for consumers to scrap a 10 year old vehicle. President Obama has also request a Cash for Clunkers program in the US and it appears that a deal has been brokered. Ottawa has hinted that they will look at offering a larger incentive if the US acts. The UK has put a system in place that sees the government providing We, both OARA and ARC, have been either lobbying directly or as part of a larger coalition for governments at all levels to look at enhancing the existing programs, rather than creating a new system. Our positioning has been to talk with the experts (us) to quickly design and deploy a solution that works for everyone - manufacturers, dealers (new and used), auto recyclers and ultimately consumers. Until then, the \$300 incentive has been generating good results (500 vehicles in the past week, based on some great exposure for the program on CTV/Canada AM) and the Clean Air Foundation is working on other modest incentives to reach out to the media again and again.

Best Shipping Practices

The Best Shipping Practices document, developed by the OARA Transport Committee, is now posted online in the Member Only section under Education and Programs. This is a print version of the presentations at the last two Employee Meetings at the Convention, also distributed via CD.

New OARA Convention Photos

Couldn't make the Convention and want to see what everyone is talking about? Want to see if you made the cut? Check out the new web photo library for the 2009 Convention, courtesy of Gloria Mann at Collision Repair Magazine <http://oara.com/events.php>

Standard Auto Wreckers on YouTube

Check out the great coverage Standard Auto Wreckers helped create with a Toronto cable channel - <http://www.youtube.com/watch?v=Gw3j4e3FJBY>

Thanks to Carcone's Auto Recycling

Our thanks to Michael Carcone and his team at Carcone's for two very helpful acts: they opened their doors to a video crew to help capture images for the Retire Your Ride online training, and the delivered and set up a cubed car in a plexiglass case for the Clean Air Foundation's booth at the Green Living Show.

Tacoma Program Keeps on Rolling

The Toyota Tacoma Recovery Program continues to be active, although at lower levels of activity. Please ensure that vehicles are paid in a timely fashion and that all registrations are transferred in to Wrecked status AND a copy of the transfer is provided to the OARA Office. With the better weather we are expecting Toyota Japan to be back in the field checking auto recyclers records to ensure EVERY vehicle is properly retired and never re-used as a vehicle anywhere, anytime. Please keep the integrity of this great program intact by following all of the rules.

OSSA Launches new Health & Safety Newsletter

The OSSA has introduced a new monthly education too - "The REGIONAL." The May issues covers: Influenza A / H1N1 (swine flu); WSIB News - Changes for WSIB Incentive Programs; MOL News - Ministry of Labour to Launch Young & New Worker Blitz; OSSA Regional Training Schedule - What's on in your Region. <http://www.ossa.com/content/whatsnew/TheRegionalMay09.cfm>

Hollander 75th Wheel/Wheel Cover Orders

We are still processing orders for the new Hollander 75th Edition Hollander Wheel and Wheel Cover manuals. For more information contact the OARA Office. We are placing one order this year, so if you want to save some money, you can add on to OARA's master order.

OARA Board Meeting

The new OARA Board is meeting on Saturday May 23rd to discuss various future initiatives of the association. Using input from its Committee structures, this all day will help plot a course for the future of the association. If you have any issues that you would like raised, either contact the appropriate Committee Chair or any Member of the Board.

--

Steve Fletcher, Executive Director

Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East
London, Ontario Canada N6C 1Z5
519-858-8761

OARA Member Update #67 Direct Members Only - Confidential

A small Update for our **Direct Members** only.

The Used Tire Stewardship Program development continues. Don Fraser from AADCO Auto Parts is the OARA rep on the Technical Advisory Committee. They are meeting every two weeks to be ready for a September 1st introduction. The initial documents and registration forms all continue to look positive for us. We expect that they will be ready for Members to sign up as Collectors by the end of this month. We are trying to document the condition that "all Used Tires are stored in accordance with all requirements made from time to time by the Ontario Ministry of the Environment and the Ontario Office of the Fire Marshal; and that the Collector will store all Used Tires in a manner that ensures they are free of foreign material and excessive moisture, secure, and accessible for efficient pickup." This will be key to getting the complimentary pickup and 88¢ subsidy.

Please ensure that you are paying for all Car Heaven, Retire Your Ride and Tacoma vehicles. Your payment triggers the ability to write a tax receipt, issue the \$300 incentive or receive further vehicles. Issuing statements, following up on donor questions and complaints slows the Office down and reduces our productivity.

One of the benefits of your OARA membership is the information you receive. Please ensure you think carefully when you distribute or forward our information - especially our Updates. We have numerous cases of non-members or sometimes Associate Members having copies of our internal correspondence. As we move deeper in to our government affairs activities, develop programs and source more vehicles, it is critical that we collectively retain control.

Speaking of more vehicles, we are in final negotiations with another vehicle manufacturer to run a program similar to the Toyota Tacoma program. Stay tune for more details.

We are also in negotiations with other suppliers that could be deemed to be in competition with existing suppliers or Associates. It is important to keep this information under wraps as long as possible.

We have had a number of very successful meetings with politicians and their key staff, all the way up to the Premier's Office. Our lobbyist, Navigator, is finalizing a grassroots MPP lobbying program to take our efforts to the next level. The over-riding goal is the implementation of an effective licencing or accreditation scheme in Ontario for all ELVs - scrap cars and Irreparables alike. I hope everyone has taken some steps to nurture a relationship with their MPP.

Similarly, we are about to unfurl a media and marketing campaign for Members to help implement and push at the grassroots level. Any effort that you have put in to get to know your local media and getting them to know about you, will make this program more successful for OARA and your business.

The Clean Air Foundation has launched a Switch Out contest with Collision Repair Magazine - keep pulling and submitting and make sure an OARA Member wins the Grand Prize.

The 75th Edition Hollander Wheel/Wheel Cover binders have been ordered and we should receive them next week for re-distribution.

The OARA Transportation Committee has a meeting next week at the Cardinal Offices - if you have any input, questions or concerns, please let anyone on the Committee know.

Year to date vehicles received though the OARA Call Centre:

Car Heaven = 1,116
Retire Your Ride = 2,900
Tacomacs = 627 nationally, with 165 in Ontario

There are presently 92 participants on RYR in Ontario, by far the largest group, and all are OARA Members. And we are processing about 2/3rds of the vehicles. At least 8 non-members have tried to join RYR in Ontario, but CAF has agreed that OARA can implement some pre-screening for issues such as licencing and zoning, much like our O-CAR criteria.

I have attached a slightly revised RYR donor application form. Could you please delete any older versions, and use this one instead. Keep up the good work in generating vehicles for this program. More resources are forthcoming.

We have two more RYR training sessions in Ontario - June 17 in Markham, and June 18 in Ottawa. These are valuable sessions that are free and you will learn something. Could participation also demonstrate to CAF and Environment Canada that we are the leaders. If you can attend or can send a senior staff, please let me know.

Lastly, please book March 26 and 27, 2010 at the Toronto Airport Renaissance Hotel for the OARA Convention. We have booked Jim Counts for a return visit, so you know we will have a full house.

Thanks,

--

Steve Fletcher
519-858-8761

Subject: OARA Update #69 - Direct Members Only

Want to Read a GREAT News Article About our Industry?

<http://www.wellingtonadvertiser.com/index.cfm?page=colDetail&itmno=372>. Thanks to Bob Vanleuwen from Fergus Auto Recyclers! We are helping to circulate the article around Queen's Park and we are using it in our grassroots lobbying efforts with local MPPs.

Are You Using the Member Only Forum?

In the Member Only section of the OARA website we have an online forum for Members to share ideas, ask questions, sell items, or generally converse with their fellow Members. Some of the great information created for Direct Members only. Forgot your username and password? Send me an email or give me a call and we can reset your access.

<http://oara.com/members/forum/index.php>

Here is part of a recent post:

HERE AT 400 AAW WE HAVE BEEN HOLLANDER SYSTEM USERS FOR NEAR 25 YEARS. AFTER THREATS OF NO SUPPORT AND PLENTY OF PRESSURE WE AGREED TO MOVE TO THE NEW POWERLINK. IT IS CLEAR TO OUR USERS THAT THIS SYSTEM HAD LITTLE TO NO INPUT FROM THE PEOPLE THAT USE IT DAILY. TWO AND A HALF MONTHS INTO IT WE STILL HAVE LOTS TO FIGURE OUT. THE SYSTEM IS...

Tire Stewardship

Still no registration documents or process in place to register as Collectors, but we have a third Technical Committee meeting on the 15th where we hope to learn more. So nobody has missed anything. The Program still seems viable for its September 1st start date.

RYR Incentive Changes Coming?

With the USA passing their Cash For Clunkers program, Ottawa is being pressured to take a harder look at their vehicle retirement efforts (note the language differences in Canada and the USA - here we call it vehicle retirement or recycling; there they call it scrapping or clunkers. The US model has little room for professional auto recyclers and no room to help the industry, where RYR takes some steps to promote and support the industry. The US program might dispose of their vehicles at public auctions or directly to scrap dealers - gasp!). The dealers and manufacturers want a \$3500 incentive over a very short term to stimulate sales. The Minister wants to review the performance of the existing program and wisely does not want to unnecessarily add to our national debt. ARC is lobbying for a larger incentive (\$1,500) through RYR for newer cars (2005 and newer) available for a wider range of vehicles (1998 and older) and compensation for participating recyclers. These are just concepts at this time and there is no guarantee that anything is going to change. The Clean Air Foundation is working on other interesting incentive partners that could also give the program a boost.

Bottom Up Budgeting by Ron Sturgeon

I was proud to learn about bottom up budgeting in my stint at Ford Motor Co. after I sold them my recycling facilities in 1999. It's easy to just work on a budget, forecast some growth in sales or products, make the expenses fixed or variable relative to the sales, and then charge off to accomplish the goal. There's the rub, hitting the goal. Without bottom up budgeting and a bridge plan (another term you will find explained on our discussion boards or in a future article here), the chances that you will hit your goal are not good.

As you forecast increased sales, you must study the underlying metrics. In automotive recycling, if you forecast a 5% increase in parts sales, which seems achievable, how will your metrics measuring buying, processing, and deliveries/fulfillment be affected? Unless you are going to process the same number of cars, but raise the price per unit, you will need to buy more cars. Can you buy more? Ask the buyers. Can you process more? Ask the dismantlers. Do you have the racks to hold more parts? Or are you planning faster turns? Do you need to add another salesperson? Will there be more deliveries or shipping? All of these departments are likely to be affected, and unless you consider all of their metrics in the plan, and get everyone committed to pulling their oar, your plan is unlikely to succeed.

Bottom up budgeting is also a useful method for planning capital expenses like buying another dismantling lift, forklift, or even a new phone system to make your salespeople more efficient. Do your salespeople want the new system badly enough to commit to the 5% goal without another salesperson? A restaurant has to consider table turns, cost of food, and the size of their

coolers before forecasting additional sales. Do they have adequate parking for the new customers? All businesses, from restaurants to electrical contractors, need bottom up budgeting.

We routinely apply bottom up budgeting to increase the chance of success of initiatives in our industry specific Peer Benchmarking Review Groups. Would your business benefit from tapping 100s of years of industry experience? From getting the insights of the industry leading businesses for each of your key metrics? From getting fresh ideas on lowering expenses and raising revenues? Visit our web site (www.MrMissionPossible.com) to learn more about joining an upcoming PBRG for your industry. To assure the groups are made up of non-competitive businesses, we only accept one business owner from each market. Make sure that it's you.

--

Steve Fletcher
519-858-8761

OARA Member Update #71

Avoid surprises: MOL changes its enforcement blitz schedule

The Ministry of Labour (MOL) has changed the dates and targets of its upcoming hazard blitzes. Here is the new schedule:

- September 2009: Chemical hazards (previously slips, trips and falls) - Focus is on safely handling chemicals including dry cleaners and businesses with swimming pools.
- November 2009: Slips, trips and falls (previously hazardous materials) - Intent is to focus on how weather influences this slips and falls, and less on falling from heights, which was the focus in 2008.
- February 2010: Forklifts

MOL inspectors issue orders or tickets based on what they see or do not see: they are looking for evidence that the employer has assessed the risks and taken reasonable actions to protect employees. The best strategy is preparation. Call the OSSA Client Service Line at 1-888-478-6772 for guidance and assistance.

Ontario Tire Stewardship Registration Opens

Information was sent earlier today to all Direct Members regarding the processes and contacts to register as Collectors for Ontario's new tire stewardship program. Please take the time to review the materials and the implications for your business.

Deactivation on Switch Out to Commence

Haven't shipped switches to Switch Out in the past 6 months? A process has started to remove your company name from the Switch Out website and lose your Active status on that program. If the Clean Air Foundation comes calling looking for participation or reasons, please cooperate.

CBC National Coverage

Thanks to Sonshine Auto Parts for opening their doors to the CBC to profile RYR and possible changes to the Program. The presentation of our industry was perfect - clean, modern, progressive - the environmental backstop to the auto industry.

The portion you want to watch starts at the 10:00 minute mark.

http://cbcca.a.mms.mavenapps.net/mms/rt/1/site/cbcca-cbc-news-pub01-live/current/launch.html?maven_playerId=thenational&maven_referralObject=6901432

What's Coming Up?

Watch for the new Member Roster, the continuation of our grassroots lobbying efforts, new RYR marketing materials for Members, enhancements to the Switch Out program, new national incentive partners for RYR, OARA's grassroots public relations campaign, new OEM recovery partners, online RYR code of practice training, new shipping partners, and so much more.

I am traveling to BC tomorrow for RYR training next week and a quick family vacation. Have a safe Summer.

--

Steve Fletcher, Executive Director

OARA Member Update #72

Auto Manufacturers Step Up to Support RYR

Recently, the Clean Air Foundation completed agreements with several auto manufacturers to provide discounts to Retire Your Ride participants towards the purchase of a new vehicle. These include Chrysler Canada, Ford Canada, and to a certain extent Hyundai Canada. All of these incentives are a "top up" to the base \$300 cash a donor receives and they need to show proof of participation in RYR to receive the manufacturer incentives.

The addition of these new incentives **does not change** the manner in which the program is run. Recyclers will continue to be assigned vehicles through their provincial call centres; it is not the role of dealers or the public to change the process in order to speed up their ability to benefit from these great new rewards.

In other words, It is *business as usual!*

Members must also continue to exhibit caution and due diligence when donors arrange to drop their vehicles off at your facility - until the Call Centre approves the application and assigns the vehicle to you officially, it is not your vehicle and you are liable for the \$300 if the vehicle is ineligible. Please make sure you understand all of the program rules and policies before vehicles are dropped off.

Overnight VW Canada announced a top up incentive of \$1000 on their 2009 Jetta for participants who can prove they have donated to RYR. At this time, this program is completely outside of the RYR program as we, and CAF, are just hearing the details.

Retire Your Ride Milestones

We set a one-day record yesterday for RYR donations - 185 in one day (Ontario only), which is a 30% improvement over the previous best. At some point this week, we will pass the 10,000 vehicle mark since the start of the program in March. And we have 103 recycler participants on the program - the most in Canada.

Member Forum Posting - PLASTIC FUEL TANKS

A re-occurring question from Members has been "Is there a market for plastic gas tanks?"

If anyone has some solid information on this subject that we can follow up on, please let me know. Thanks.

Welcome New Direct Members:

48 Auto Recycling Inc
23039 Highway #48, Sutton, ON L0E 1R0
905-722-0222
santoronto@yahoo.ca
Sam Hassan, Manager

Complete Auto Recyclers
2420 Providence Line, RR #7, Peterborough, ON K9J 6X8
705-295-1555
dcrowder3@cogeco.ca
Greg Stevens, Owner Operator
Dave Crowder

Welcome New Associate Member:

Benmet Steel & Metal Inc
415 Elizabeth Street, Guelph, ON N1E 2Y2
519-763-1209
www.benmetsteel.com
cblay@benmetsteel.com
Chris Blay

Tire Stewardship Comes to Ontario

On September 1st tires are now a stewarded item in Ontario. New tires have a fee associated with them (\$5.85 for a regular passenger tire), with the fees flowing through a registered system to encourage proper collection, movement and processing of tires in the province. Many Members have registered as Collectors to obtain the free removal of tires and the 88¢ collection incentive. This week you needed to report your inventory of scrap tires on hand, as only tires received after September 1st are considered program tires.

If you have any questions about the program, please let me know, as I am having regular conversations with the Executive Directory of Ontario Tire Stewardship.

Travel Plans

If you are trying to reach me this week after today, it might be a bit difficult - I am in Toronto on Thursday for some MPP meetings, in Ottawa on Friday to meet with Environment Canada about Retire Your Ride, and in Quebec for the weekend to participate in the ARPAC association meeting.

--

Steve Fletcher, Executive Director

Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East, London, Ontario Canada N6C 1Z5
519-858-8761

OARA Member Update #73

Ontario Tire Stewardship Update

OARA participated in a Technical Committee meeting with OTS this week to provide input in to the implementation of the program. The biggest issues that came up were that non-program tires (ie, those tires in inventory before September 1st or before you registered for the program, whichever is earlier) are expensive to get rid of (up to \$3 per tire) as the Haulers are focussing on the subsidized tires; Northern Haulers aren't pleased with the compensation under the program so their could be capacity issues to move tires; and most importantly - tires collected after the program start date (September 1st) but BEFORE a Collector completes their registration for the program are not part of the program of free removal and the 88¢ Collector subsidy. I would urge all those Members who are going to register to do so immediately to save some money. The process isn't hard and is well documented at the OTS website - <http://www.ontariots.ca>. If you have any questions about the program, please let us know - we may already have the answer or can ask on your behalf.

Solera Adds Salvage Auction Business

Solera Holdings, the parent company of Hollander, has signed an agreement to purchase AUTOonline, a European eSalvage vehicle exchange platform. AUTOonline brings together buyers and sellers of salvage and fleet remarketing vehicles with established operations in Europe as well as Mexico. Insurance companies list more than 3,700 salvage vehicles per-day on AUTOonline's platform and more than 4,100 buyers, such as vehicle rebuilders, dismantlers and dealers competitively bid on these vehicles. "The acquisition of AUTOonline allows us to extend our core offering to now include the disposition of salvage vehicles and is consistent with our strategy of bringing high-value essential services to the auto claims process," says Tony Aquila, Solera's founder, chairman and CEO.

New RYR Policies

We have had good uptake from RYR participants regarding the new policies for the method of vehicle allocation (email or fax), and the vehicle drop off procedures. If you are not familiar with these options and requirements, please contact the OARA Office.

Volkswagen Supports RYR

Volkswagen officially announced their participation in RYR on Friday, offering \$1,000 off of their 2009 Jetta - the Green Car of the Year. This won't provide a lot of extra volume, but will generate more press coverage, which will. Five manufacturers are officially on board - Hyundai, Chrysler, Ford, GM and now Volkswagen. Many are deploying extensive ad campaigns and point-of-sale promotions - driving significant volumes through the overall program.

MPP Meetings

Grassroots MPP Meetings are still happening, so if you can provide a summary of your activity, it would be greatly appreciated. If your MPP hasn't contacted you and you want to initiate the meeting, please let me know and I will provide our lobbying toolkit.

Switch Out Sweep to Begin

October is switch sweep month! The Clean Air Foundation is sending replacement mercury switch collection buckets to all participants this week to encourage and remind all Members to courier their buckets in - regardless of how many switches you have collected. By participating in BOTH switch sweeps in 2009, you are also eligible to win some fabulous prizes from CAF and Media Matters - www.switchout.ca/contest/index.aspx

Are You Using the Green Parts Logo on Your Website? OARA Logo? ARC Logo?

In an effort expand the presence of our Green Parts logo and brand (or OARA, or ARC), we encourage Members to include the logo on your website (with a link back to the OARA website) or on your print material, trucks, signs, etc. This will help your customers understand that your business is part of a bigger movement, and will continue to drive traffic to our website. Web and print versions of the logo can be downloaded from the Member Only section of the website - www.oara.com/members/documents.php?cat=Logos

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Steve Fletcher, Executive Director

Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East, London, Ontario Canada N6C 1Z5
519-858-8761

2010 OARA Trade Show & Convention - March 26-27, 2010, Toronto Airport Sheraton

OARA Member Update #74

Mercury Switch Sweep Continues

Its not too late to participate in the second switch sweep of Clean Air Foundation's Switch Out program. All participants who submit during both switch sweeps this year are entered in to a draw for some great prizes, including a full page feature in the 2010 Canadian Auto Recycler Magazine. Extra ballots are available to those who submit ABS switches. Draw to be held November 15th.

Minister Makes Early Announcement Regarding Vehicle Stewardship

The Minister of Environment, John Gerretson, made a speech to kick off Waste Diversion Week last week, at which he hinted at future Extended Producer Responsibility (EPR) for vehicles. The reception was sponsored by OARA, organized by the Recycling Council of Ontario, and attended by over 125 influential waste and stewardship stakeholders. The speech revolved around enhancements coming to the Waste Diversion Act (WDA) and Waste Diversion Ontario (WDO).

"Looking to the long-term, we will also propose a 5-year diversion plan that would include new material designations and progressive targets. We would be looking at requiring producers to divert a range of new materials, including, for example:

- blue-box type materials from the IC&I sector
- more electronic waste
- and, down the road, other materials like furniture, carpet, mattresses, **vehicles**, and construction and demolition waste."

Presently the WDO and its industry funding organizations Stewardship Ontario (blue box and municipal household and special waste), Ontario Tire Stewardship (scrap tires) and Ontario Electronics Stewardship (electronics), manage waste diversion in the province. The Minister announced that all future waste diversion initiatives will utilize the principles of EPR, bringing Ontario in line with much of the rest of the world. Ontario's recent forays into EPR have involved tires, electronics, and municipal hazardous and special waste (see below for the phase 2 items of interest).

The consultation document to update the WDA is being released by the Minister tomorrow morning and is expected to have 60 day comment period.

MHSW Phase 2 Program Approved

The MOE has passed the Phase 2 of the Municipal Household and Special Waste (MHSW) program, and new designated substances will begin to be stewarded starting July 2010. Two items have been designated that are of interest to auto recyclers: 1) Mercury switches from automotive sources; and 2) non-lead acid motive batteries (ie hybrids).

For non-lead acid motive batteries, sufficient information is not available to designate OEMs as stewards; rather the WDO will be undertaking a research project to study how hybrid batteries are currently handled by industry.

For the mercury switches, the OEMs have been designated as stewards and as such are responsible for ensuring recovery targets are met and they are financially responsible for meeting

those targets. If that sounds a bit like Switch Out - you are right, but the exception to the Ontario program is that a \$3 incentive is being proposed. The program would commence July 1, 2010 (and like the tire program, no stockpiling will be allowed) and is remarkable short of details. But we are working with Stewardship Ontario, the WDO and the Clean Air Foundation to sort out the details.

OARA Rosters Ship

The OARA Roster packages have shipped from London yesterday - Associates via mail and Directs via Cardinal Couriers. The Direct cartons are quite large as each Direct gets: 2 Roster inserts (plus any extras that were ordered); 20 Green Parts display units; 1 set of 20 Green Parts brochures for the display units; 20 Green Parts posters (small); 40 Retire Your Ride brochures; some cartons also received a small quantity of Retire Your Ride posters (small). Associate Members receive one Roster insert. Extra Roster inserts are available for sale from the OARA Office (\$5 + gst). Extra copies of the Green Parts displays, Green Parts brochures, and RYR brochures are also available on a first come first serve basis out of the OARA Office.

With the new Roster insert designed to fit in to your small green OARA Member binders, you will need to replace your old inserts with the new, keeping the dividers for easy access to the various sections. The advertisements, printed on heavier card stock, identify where sections start and stop.

Speaking of advertisers, I would like to thank all for their generosity and support in the Member Roster project. We will be reprinting their ads in future Member Updates - this issue shows Gerdau Ameristeel and Cowan Insurance.

Green Parts Displays

As previously noted, each Direct Member will be receiving 20 display units to hold the Green Parts brochures. These are intended to be used within your facility AND out in some of your shops and repairer facilities to help them "green" their image and promote the use of Green Parts. We are in negotiations with the Automotive Aftermarket Retailers of Ontario (AARA) and the major collision repair chains to distribute co-branded display units in all of their stores.

2010 CAR Magazine

Gloria Mann and the Collision Repair team are diligently working on the 2010 edition of the wildly successful Canadian Auto Recycler Magazine. We are helping to create some great editorial, and encouraging our Direct and Associate Members to support this wonderful publication. Want to advertise? Contact Gloria at 647-998-5677.

Copart Auctions Waives Annual Fees

Associate Member Copart have agreed to continue to waive annual registration fees for members of OARA for 2009/2010. They bill the fees automatically so you will need to contact Copart directly to let them know you are an OARA Member.

Management Article - Are Your Sharing Teeth in Your Operation? by Ron Sturgeon

Three old men are at dinner. They have a splendid meal: steaks, baked potatoes, veggies. But they have a problem. They have only one set of teeth. It's going to take them a while to eat. I'll let you imagine whether they share a little at a time or one finishes before passing the teeth on. Gross, I know.

Sharing teeth is not efficient. It creates a bottleneck at the dinner table. How many of your employees are sharing teeth? In the recycling industry, we tend to be cheap because we're bootstrappers. And many of us have had little training in decoding the financial and operating metrics that could show the costs of sharing teeth. Couple that with our aversion to debt, and it's easy to see why many of us have employees sharing teeth.

How can this help you make more money?

When I was an auto recycler, we shared teeth for a long time. For years, we had three dismantlers and one forklift. The dismantlers always wanted another forklift. They often waited for 30 minutes or more because the forklift was tied up unloading a transport truck or doing other duties. While they waited, they would divert their efforts to a lower productivity task or just take a break. They had asked for the forklift and I had dismissed their request as whining. Eventually, however, I listened, and I studied how long they waited to use the forklift. I asked them to tell me how many additional cars they could process per week with a second forklift. When I reconciled their numbers against how many minutes were lost per day per employee, buying another forklift was an easy decision. The forklift decision was good because we could dismantle the extra cars using our existing bays more efficiently since we could not add any more.

Doing this exercise with my employees and considering how a second forklift might alter the other metrics of my business is part of doing bottom up budgeting. I used the same method when we were struggling to hit sales targets. Using bottom up budgeting helped me see that sales growth required hitting delivery targets. Eventually, we realized we needed another truck. Later we improved per driver deliveries by changing compensation from hourly to pay per stop. After these changes, our dismantlers and drivers made more money, and we earned a higher return on assets.

Understanding metrics and changing my employee compensation plan helped my business grow at the expense of my local competitors. Where did I learn to use metrics and get the pay per stop idea? I belonged to a group of auto recyclers that met twice a year to compare metrics and discuss successful business growth techniques specific to our industry. One of the other members had much better metrics for per driver deliveries than the rest of us. He shared the idea with the group, and I made a lot of money applying it.

If your business could benefit from fresh ideas to lower costs, raise revenues, and increase profits, join an industry specific Peer Benchmarking Review Group. If you would like to learn more about how to use metrics to manage your business better, I will be facilitating these groups for recyclers and other industries in coming months. To make certain that these groups are made up of non-competitors, we are limiting participation to one business owner in each market. Make sure it's you by visiting www.MrMissionPossible.com today. Remember, only you can make BUSINESS GREAT!

--

Steve Fletcher, Executive Director
Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East
London, Ontario Canada N6C 1Z5
519-858-8761

OARA Convention & Trade Show, March 26&27, 2010, Sheraton Airport Hotel, Toronto, Ontario

OARA Member Update #75

Welcome New Direct Member

LH Jenkins Limited
36215 Blackhole Road RR #4
Goderich, ON N7A 3Y1
519-524-2181
Fax: 519-524-9886
sjenkins@hurontel.on.ca
Scott Jenkins
Mark Jenkins

ARC Wins RYR Audit Delivery Contract

We are very pleased to announce that ARC has won the contract with Environment Canada to source, hire and train the auditors for the RYR program on a national basis, and to deliver the audits themselves on a regional basis. This is a big win for ARC to ensure the audits happen in a reasonable and sustainable fashion with the goal of building the industry up, not tearing it down.

OARA Supports ARC Resolution on the Tacoma Program

The OARA Board at a recent conference call has passed a motion in support of the ARC resolution regarding the re-use of Tacomas acquired through the ARC Tacoma Recovery Program, which states: "*That the members of ARC be obliged to sell only the parts of vehicles obtained through the Toyota Tacoma salvage program and any similar future program. It is strictly prohibited for an ARC member to sell or give these vehicles to anyone (member, consumer or entity), under penalty of immediate expulsion from their provincial association. Under the present or future salvage program with automobile manufacturers, it is strictly prohibited for ARC members to sell to the same customer a vehicle that is complete or cut into two sections, under penalty of immediate expulsion from their provincial association. It is also prohibited to sell a frame to anyone. Example: a complete front can be sold; a truck box can be sold; a cab can be sold. A cut front or a box and cab from the same truck cannot be sold to the same customer. Therefore, any vehicles obtained from these programs must be completely dismantled for resale of the recycled parts and/or pressed for scrap ."*

In summary, you risk your entire OARA Membership by not seeing these Tacomas as a source of parts. Period. While OARA has always had this policy of expulsion for

violation of this key point, the resolution is meant to remove any grey area. The Quebec and Atlantic associations have also passed the resolution.

We are also aware that several individuals are calling Members trying to buy Tacomas. Don't be tempted. ARC and Toyota continue to audit this program. Other opportunities with OEMs are out there - let's continue to show them that we are the industry to choose to responsibly handle all end-of-life vehicles.

Scholarship Applications

Applications for 2010 scholarships for OARA employees are being received at www.oara.com/foundation.php#scholarship (found off of the Benefits of Membership page under the Become an OARA Member tab). The deadline for submissions is March 15, 2010. Last year we provided seven \$1,000 scholarships to very worthy students.

Canpages recognizes licenced auto recyclers

Tired of competing against unlicensed "auto recyclers" in his region, OARA Member Bob Bray from Bray Auto Recyclers in Acton started to work with Canpages to include "Auto Wrecking - Licenced" and an "Auto Wrecking - Unlicensed" headings in their next printed telephone guide. Bob's sales rep, Emma Dack, has been very helpful in understanding the need for a new heading and the value that this can provide Members and to Canpages. If anyone is interested in speaking to Emma about this new development, she can be contacted at 647-938 4914 or emma.dack@canpages.ca.

Canpages is Canada's fastest growing local search company. Providing a multimedia platform that focuses on relevant, local results, Canpages offers many choices with online, print and mobile options. www.canpages.ca

WSIB Consultation Survey on Certification Program Standards

A reminder of the consultation survey with Ontario Service Safety Alliance (OSSA) on the WSIB's review of the Certification Program Standards. If you could please respond to this survey by December 11, 2009.

<http://survey4.inquisiteasp.com/cgi-bin/qwebcorporate.dll?idx=SOCH8M>

Three New Car Heaven Charities

We are please to announce that we have three new named charities under Car Heaven - Big Brothers/Big Sisters, Summerhill Foundation, and the Parkinsons Societies of Ontario. All are committed to promoting their participation on the program and continue to build the Car Heaven brand. Car Heaven continues as a charity car program, processing approximately 30 - 40 vehicles per week in Ontario. We have been reaching out to other existing charities to encourage their continued support. In September, OARA began waiving all admin fees, so all proceeds from the vehicles that you acquire through this program go to our charitable partners.

2010 IRT in Quebec

Want to stay up on developments for the IRT in Quebec City in September 2010? www.IRT-autorecycling.org for all of the latest news and events.

OARA Roster Binders

We have re-ordered some of the small green OARA Member Roster binders - if you need more binders (\$10) or the new Roster inserts (\$5) please let me know.

Green Parts Displays

With the Roster mailing a few weeks ago, all Directs received a supply of Green Parts brochures and display holders. We have more in the OARA Office (free) if you need any. We would also like to hear back any success stories (or challenges) with getting these in to your shop and repairer customers hands.

Member Update Sponsors

This Member Update is sponsored by Canadian Towing Equipment and Car-Part.com - two of our advertisers and supporters of the 2010 OARA Member Roster.

--

Steve Fletcher, Executive Director

OARA Member Update #76

Welcome New Associate Member

Buddy Automotive Innovations
16 Via Maria Thersa
Manitou Springs Colorado 80829 USA
www.buddyai.com
1 866 337-1177
Mike Lambert
sales@buddyai.com

Buddy Automotive sells handheld software to the Auto Recycling Industry: Inventory Buddy, Bid Buddy, Core Buddy

OARA Renewal Invoices

Starting next week, the OARA renewal invoices will be mailed from Hamilton. Please make sure you locate the invoice and ensure it is paid in a timely manner to keep our Office productive and your membership active. We have a dues decrease this year for Direct Members - \$195 + gst, which includes a complimentary pre-registration to the March Convention.

Car-Part Gold Package Offer

Messaging, search notification, enhancements and more...free for existing Car-Part.com users, and special packages for new Car-Part.com customers who are OARA members, until March 2010. Give it a try and get all this:

Enhancements to your website:

- Car-Part Messaging™ with Live Chat
- Multi-Part Search
- Aftermarket Parts Brokering (Car-Part Vendor List includes instant access directly to Cross Canada and others' inventory)
- Hot Sellers Reports – see the models & parts people search for on Car-Part.com and on your website.
- Search by Images feature
- Wheel Images displayed with interchange choices
- Quotes can be e-mailed
- Additional email and Car-Part Messaging accounts

Trading Partners enhancements:

- F-Key access to display Wheel Images
- "GOLD Star" lets fellow recyclers know your Roll Call standing
- You choose who your request goes to: specific groups, areas or the whole network of over 3500 Car-Part.com users

Increased sales to recyclers:

- Buy & Sell in Recycler Chat Rooms
- Bulletin Board provides AutoMatch so you see what parts searches have been matched in your inventory.

...and now Core Pricing with Coremate™ to help you determine how much core buyers are willing to pay you for your parts.

Car-part.com has trainers in Ontario and in most cases they can visit to install and train you and your staff to use these simple tools. As recyclers who use these tools every day, Car-Part's goal is to offer you tools that enhance your efficiency and profitability. For more information, please contact Becky McDaniel at 256 767-1928 or Jeff Smith at 780 929-5760.

Congratulations Switch Out Contest Winners!

Although every business that participates in Switch Out is a winner because of their dedication to the environment, these lucky few just won the 2009 Switch Out Contest! The following

recyclers were drawn randomly from a list of 152 hard-working participants who shipped at least two automotive mercury switch-containing parts back for recovery between January 1st 2009 and November 20th 2009. Cumulatively the contest winners prevented over 2 kilograms of mercury from entering the environment over the last year.

A1 Auto Salvage of Penticton, BC
Bickell Auto Parts of Sault Ste. Marie, ON
Powerhouse Automotive of Cumberland, BC
Arnprior/Ottawa Auto Parts of Arnprior, ON
Kingsville Auto and Metal Recyclers of Kingsville, BC
Dharney's Salvage Enterprises of Langley, BC
Recyclage D'Auto Ste-Sophie of Ste-Sophie, QC

Grand Prize - The grand prize is media coverage generously donated by **Media Matters Inc.**, the group that publishes Canadian Auto Recyclers and Collision Repair magazines. The winning business will be featured in an article in the 2010 edition of Canadian Auto Recyclers Magazine. The article is worth more than \$1,000, not to mention the added value of exposure in such a widely read publication. www.mediamatters.ca

Prize #2 - Thanks to the generosity of **Car-Part.com**, the second lucky business to be drawn during the Switch Out contest will win two bar stools! These swivel stools have a Car-Part.com logo on the cushion top and make a great addition to any shop or office. Switch Out thanks Car-Part.com for their donation and for including mercury switch information in their products. www.car-part.com

Prizes #3 & 4 - Two lucky businesses will be looking stylish thanks to the generous donation of two leather jackets from **Impact Auto Auctions**. Switch Out thanks Impact Auto Auctions for donating these prizes and for supporting the recyclers who participate in Switch Out. www.impactauto.ca

Prize #5 - The fifth lucky Switch Out contest winner will receive a \$50 Quick Pay Tim Card, generously donated by **Tim Horton's**. www.timhortons.ca

Prizes #6 & 7 - The **Canadian Association of Recycling Industries (CARI)** has gone above and beyond their guidance role for the Switch Out advisory committee by generously donating two gift cards for \$100 each to any Kelsey's, Milestones, Montana's, Swiss Chalet or Harveys location. Thanks to CARI for their wisdom and their generosity. www.cari-acir.org

Current List of Exhibitors at the OARA Convention, March 26-27, 2010:

Actual Systems/Pinnacle
All Ontario Recycling
Al-Jon Manufacturing LLC
APU Solutions
Buddy Automotive Innovations
Canadian Towing Equipment
Cardinal Couriers Ltd.
Car-Part.com & Checkmate
Copart
Cowan Insurance Group
Cross Canada Replacement Parts
H&H International Distributors
H.R. Runciman Co. Ltd.
Hollander, A Solera Company
Impact Auto Auctions
LKQ/Keystone Automotive
Monindex Distribution
Northern Light Refinishing
Ontario Service Safety Alliance (OSSA)
Ontario Tire Recovery Inc
Phauto-Pak
Rebuilders Automotive Supply
SL Marketing
SST Salvage Supply & Technology
Summerhill Impact
Wholesale Auto Parts Warehouses

We have just four (4) table top spaces left - if you are interested in participating, please contact Melissa at mbekker@kcmmanagement.com or at 519.963.4415.

What's ARC Up To?

- ARC won the 2008/2009 Affiliate Chapter of the Year award from the Automotive Recyclers Association.
- ARC is working on an agreement with OARA to adopt the Green Parts marketing program on a national basis.
- Retire Your Ride, the national vehicle recycling program exploded on to the scene and surpassed all expectations by the government, industry and participating Canadians. ARC wrote the Code of Practice for auto recyclers to participate; implemented a recycler engagement strategy to obtain buy in from the industry; developed and deployed training for the Code in 15 cities for over 200 participants; is converting the in-person training to an online version; won the contract to hire and train auditors for the Code and coordinate at least 300 audits and inspections over the next two years; and overall, ARC acts as a consultant to Environment Canada, Summerhill Impact and its partners to ensure Retire Your Ride meets and exceeds its objectives. With one of the main objectives to raise awareness of modern auto recycling - Retire Your Ride has been a great vehicle to profile our industry within government, the media and the motoring public.
- ARC participated in four Advisory Committee meetings for the national Switch Out Program to recover convenience lighting switches from end-of-life vehicles. These meetings, hosted by Summerhill Impact, bring ARC together with the Canadian Vehicle Manufacturer's Association (CVMA), the Canadian Steel Producers Association (CSPA), and the Canadian Association of Recycling Industries (CARI). ARC Members are consistently the top producers when it comes to removing mercury in this voluntary program - routinely accounting for over 80% of the switches even though we process less than 40% of the vehicles in Canada.
- ARC hosted its first national meeting in Halifax Nova Scotia in conjunction with the Automotive Recyclers Association of Atlantic Canada (ARAAC).
- ARC continued to develop its manufacturer vehicle recovery programs, adding Kia Canada to the program it already operates with Toyota Canada. Two vehicle manufacturers have now contracted with ARC to manage vehicle recovery programs for them on a national basis, with ARC Members guaranteeing proper vehicle disposal and permanently retiring the vehicle and the VIN. We are in negotiations with a third OEM for another program.
- Once again, ARC supported the Canadian Auto Recycler Magazine, providing editorial input and guidance, advertising recruitment, and our Directory of Members. This publication continues to be our best resource for displaying and explaining our industry to a growing international readership.
- ARC participated in an Ozone Depleting Substances consultation with Environment Canada, bringing Extended Producer Responsibility principles on a national basis to an automotive byproduct.
- I have been invited to Basel Switzerland in March to provide an overview of the Canadian auto recycling sector at the International Auto Recycling Congress.
- In September 2010, ARC will host the International Roundtable on Auto Recycling (IRT) in Québec City. We are expecting approximately 200 delegates representing 15 countries. The IRT runs every 18-24 months in conjunction with the Automotive Recyclers Association (ARA), the European Group of Auto Recycling Associations (EGARA), the Japanese Auto Recyclers Association (JARA), the Malaysian Auto Recyclers Association (MARA), and the Auto Parts Recyclers Association of Australia (APRAA). The event will feature facility tours, presentations, roundtable discussions, and will highlight the Canadian auto recycling scene on a global scale.

OARA Charity Contributions

OARA has been making a series of local charitable donations from funds that have been accruing from the RYR program. We have documented some of the great coverage on our News page on the website (<http://oara.com/documents.php?cat=News>). Collision Repair Magazine has also been great picking up this coverage, and the project will be a feature in the 2010 Canadian Auto Recycler Magazine. Charities so far have been: ReForest London, William Osler Hospital Foundation, Elora Environmental Centre, Grand River Hospital Foundation, Northern Cardiac Fund, Renfrew County Child Poverty Action Network's, Niagara Health System Foundation, Parkinson Society Southwestern Ontario, Autism Ontario - Durham Region, 10000 Trees for the Rouge Valley, Canadian Cancer Society, The Linden Fund, Belleville General Hospital Foundation, Trenton Memorial Hospital Foundation, Head Injury Association of Fort Erie, District and Community Outreach Program Erie, Sick Kids Foundation, Lupus Ontario, Limestone Learning Foundation, Timmins & District Hospital Foundation, University of Waterloo, Woodstock Hospital Foundation.

New Refrigerant to be Used in Vehicle A/C Systems

The U.S. EPA has proposed a rule for HFO-1234yf that would designate 1234yf as a substitute for CFC-12 and R-134a in mobile air-conditioning systems. Currently, the refrigerant of choice is R-134a, which has a global warming potential (GWP) of 1,430, while the 1234yf carries a GWP of 4. Japan is the first country to approve the new refrigerant for use in vehicle A/C systems. Toyota and Nissan will use it in new platforms going forward, particularly in the European Union, which requires new platforms introduced in member countries after January 2011 to use low global warming refrigerants. Beginning in 2011, the European Union's (EU) Mobile Air-Conditioning (A/C) Directive requires refrigerants to have a GWP below 150.

According to Society of Automotive Engineers (SAE) two-year CRP1234 study, HFO-1234yf can be safely accommodated through established industry standards and practices for vehicle design, engineering and manufacturing and service.

Holiday Greetings

2009 was a great year for the association - much of our success has come from having engaged Members moving together as a unit. RYR, Tacomas, Switch Out, grassroots lobbying, media awareness - just a few of the things that we did very right this year. 2010 is expected to be even better. Hold on to your hats, stay informed, be involved, do. From my family to your family, have a great holiday season and a prosperous 2010.

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Steve Fletcher, Executive Director
Ontario Automotive Recyclers Association (OARA)
134 Langarth Street East, London, Ontario Canada N6C 1Z5
519-858-8761

OARA Convention & Trade Show, March 26 & 27, 2010, Sheraton Airport Hotel, Toronto, Ontario