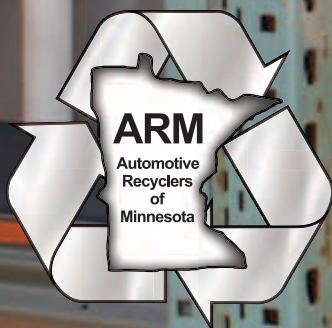


November/December 2012

The Minnesota Recycler



**The Voice of Automotive
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THE MINNESOTA RECYCLER

The Minnesota Recycler is published six times per year for the Automotive Recyclers of Minnesota. None of the material in this publication necessarily reflects the opinion of ARM, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone. Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Lynch-Salseg, ARM Executive Director. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

ARM NEWS

ARM Board of Directors Meeting Recap

August, 2012 – Spring Park, MN

Representatives from Waddell & Reed reviewed the investment portfolio for ARM and the ARM Foundation prior to the ARM board meeting.

Board present: Chris Bickmann, Wes Bradford, Randy Davis, Jesse Faust, Carl Genz, Mark Hortman, Shane Rudd & Terry Stenglein. **Board Absent:** Patrick Garrity. **Staff Present:** Kelly Salseg.

The Board reviewed and approved the June 2012 Board of Directors meeting minutes and the Association and Foundation financial reports.

Major items discussed:

- Due to personal demands Paul Lang/Southside Auto Salvage has resigned from the ARM board effective as of August 21, 2012.
- The need for candidates for the 2013 ARM board was discussed. All board members should give thought to possible candidates and invite them to the October 2012 board meeting.
- MN CAR audits for 2012 have been completed. ARM's MN CAR Program had one newly certified yard – *All Parts Pickup & Auto, Georgetown, MN.*
- The ARM Member Appreciation Day was discussed. The date is set for Saturday, October 13 at Colville Park in Red Wing, MN.



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Automotive Recyclers of Minnesota Stormwater Testing Kit Order Form

Full Kit includes: Cooler, Nitric Acid preserved bottle for metals, Unpreserved bottle for TSS, Temperature Blank, Ziploc bags for ice, Trip Blank for BTEX, Sample vials for BTEX, Label for bottles, return shipping label Chain of Custody form, lab services.

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Check made payable **TOTAL DUE** _____
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Payment Method:

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Name on Card _____

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ARM NEWS



From the Executive Director's Desk

By Kelly Lynch-Salseg

As many of you may know, ARM is converting our bi-monthly newsletter to an e-newsletter, therefore this is the last hard copy issue of The Minnesota Recycler that will be published. The new e-newsletter will be emailed out at least once a month, with the possibility of more than once a month depending upon the information ARM needs to communicate to our members at any given time.

There are several factors that contributed to the board decision to go to an e-newsletter:

- The e-newsletter content will be more time-
- Plain and simple, e-newsletters are environ-

ly and relevant. The e-newsletter format will allow us to immediately send you information that you need. Currently ARM needs to submit all content one month prior – for example – all material for this newsletter (November/December) needs to be submitted by October 1. This means that ARM is actually researching and writing articles in September for information that you will be receiving in November.



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ARM NEWS

mentally friendly and we are in the recycling industry.

- E-newsletters are measurable. Unlike traditional print newsletters, e-newsletters can be tracked and analyzed using our email system's reporting software and website analytics. Data such as open rates, bounces and click-throughs are readily available, allowing us to gauge what content resonates with our readers.
- E-newsletters drive website traffic. Because e-newsletter content frequently links to content hosted on company's websites, we can have a direct impact on visitors to both our website and our sponsor websites.
- E-newsletters open the opportunity for recipients to easily and immediately interact with ARM and promote dialog.

ARM would like to ask for your help in regard to the e-newsletter. Currently, the newsletter is generally mailed to one contact person at each organization. Through the e-newsletter we will be able to send to anyone in your company that is interested in receiving it - as long as we have their emails. ARM requests that you send us a list of emails for your company that should be placed on the e-newsletter email list.

Last but by no means least, I would like to thank our current newsletter publishers with whom we have worked over the past many years - R. J. McClellan, Inc. It has been an honor and a pleasure to work with Ron, Sheila and Ryan. They are consummate professionals and wonderful people. ARM looks forward to the opportunity to work with them again in the future.

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ARM NEWS

Consider Using Simple Stormwater Test Kits to Identify Your Pollution Sources

By David Kendziorski
MN-CAR Program Manager

Minnesota auto recyclers were required to sample their stormwater runoff from their facility during Year 2 of the stormwater permit (generally from June 2011 – June 2012). If your average annual results exceeded the MPCA benchmark levels, you are required to sample for those contaminants again in Year 4 (June 2013 – June 2014). But before you sample again in Year 4, you should try to identify the major sources of those contaminants, and improve your Best Management Practices.

One way to identify where your contaminants are coming from is to use simple kits to “test” the water at various locations throughout your facility. For example, you might want to test the water running off your incoming vehicle holding area, dismantling area, parts storage, vehicle storage, crushing operation, and even rooftops. Do not take samples and have them tested by the certified laboratory that analyzed your Year 2 samples - that would be expensive - use simple on-site test kits.

One good supplier is CHEMetrics, Inc. (www.chemetrics.com, 540-788-9026), which offers extraordinary simple snap-and-read ampoule test kits that can be used to estimate the levels of aluminum, iron, copper, zinc, and over 40 other constituents in your water. There is no on-site test available for Total Suspended Solids (TSS), although they offer a turbidity meter for \$1,000. You don't need the meter – you can just observe your runoff to see where most of the sediment –laden water is coming from.



These on-site test kits are affordable – costing less than \$2 per test, and each test is easy and takes only a couple minutes. You do not have to report these results to MPCA. So feel free to test as often as you want. Another supplier of on-site water test kits is HACH (www.hach.com).

Admittedly, these simple on-site test kits are not as accurate or reliable as analyses performed by a certified laboratory, and the results cannot be submitted to MPCA as part of your compliance monitoring. But these types of tests have been around for many years (you may have used these kits during your high school science classes). They are a good easy way to estimate your general contaminant levels and define problem areas. You can then focus your management improvements in these areas.

Should you have any questions about where to sample or what to test for, please do not hesitate to contact me at 414-943-1773 or dave@stormtech1.com.

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Minnesota Certified Automotive Recycler (MN-CAR) Application Form

Owner/Contact Name(s): _____

Business Name: _____

D.B.A. (if applicable): _____

Street Address: _____

City: _____ State: _____

Mailing Address (if different): _____

Zip Code: _____

Phone: _____ Fax: _____

E-mail: _____

- *I wish to participate in the Minnesota Certified Automotive Recycler (MN-CAR) program.*
- *I agree to meet the MN-CAR standards.*
- *I agree to participate in the MN-CAR auditing program to verify compliance with the MN-CAR standards.*
- *I understand that participation in the MN-CAR program does not qualify me as a national ARA CAR member, but that I have that option if I am an ARA member in good standing, for an additional \$50.00 payable to ARA.*
- *I have enclosed my MN-CAR membership fee of \$350.00, made payable to "ARM".*
- *I agree to comply with the following guidelines:*
 - Be a member of ARM, and meet the membership requirements.*
 - Appropriately display applicable MN-CAR program identity and promotional materials. I agree to surrender the same if ARM membership is canceled or terminated.*
 - Improve my effectiveness as a business person and professional automotive recycler through trainings and seminars offered by ARM.*
 - To not knowingly purchase and/or sell automotive parts of questionable origin. A MN-CAR member should take pride in his industry and business, thereby enhancing quality, customer service and confidence.*
- *I understand that as the automotive recycling industry changes, the requirements to be a MN-CAR member may also change. I agree to incorporate any such changes in my business. If I fail to do so, my MN-CAR membership will be subject to termination.*

Business Owner Signature: _____

Date: _____

Staff Use Only:

Date Received by ARM: _____

Disclaimer: Each automotive recycling facility participating in the MN-CAR program is responsible for complying with applicable local, state, and federal regulations. Meeting the MN-CAR standards does not guarantee compliance with all regulations that apply to the facility, nor does it provide against citizen or third party legal actions.

November 2008

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ARM NEWS

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Shipping (\$10.00 per package)			_____
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Check made payable to ARM or credit card information must accompany order.

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 Address _____
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Payment Method:

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ARM NEWS

Hollander Inc.: Over 75 Years of Innovation, and Counting.

For over 75 Years Hollander Inc. has been producing the Hollander Interchange providing auto recyclers with an annually updated list of interchangeable parts. From the most humble of beginnings the company grew to provide the roots of an entire industry. To fully understand how this was possible, one must look back to the beginning...



It was The Great Depression that caused Roy Hollander to abandon his singing career for an auto sales job. In one deal he took a \$75 trade in on a 1919 Diamond T truck, or well, most of

it. It was a chassis with engine, wheels, and gears, and not much else. His boss was unimpressed and in an effort to get rid of it Roy called an auto wrecker. The wrecker offered him \$100 for it. He took the deal but was astute enough to inquire why the wrecker would pay that price. The wrecker explained that the parts he had there could be sold at profit to folks who needed those parts to fix up other vehicles as some parts fit different manufacturers' cars. A seed was planted.

About a year later, Roy and his wife Hildur had compiled a list of parts that were interchangeable. This was in and of itself a difficult task as auto makers were reluctant to admit their parts worked on competitor's vehicles. After another sales job folded leaving them without income, they took what they had and produced the first edition of The Hollander Interchange in 1934. It was 125 mimeographed pages. Roy began to peddle the manual door to door. Sales continued to increase as auto mechanics and garages saw a great value in this information. Each year Hollander updated the manual to include newer vehicle parts. Within a few years the manual was being printed in large numbers and was considered by many to be the "bible" of mechanics everywhere.

Hollander didn't stop at the manual, however. As the auto recycling industry has grown and changed over the years, Hollander Inc. has continued to in-

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AutoDataDirect, Inc.

ARM NEWS

novate and to serve the auto recyclers partnered with them. In the 1970's, Hollander provided the first computerized interchange database. Hollander also released the HYMS Yard Management System, the first computerized system that allowed for parts interchange look up, visual aids to help identify accurate parts, data exchange with salvage yards' inventory, communication with the yards, inventory tracking, even bookkeeping and payroll.

In 1993 Hollander provided innovation again releasing EDEN, the first automated parts locating network. EDEN is currently the leading parts locating network in North America and connects 3000 auto recyclers in the U.S. and Canada. EDEN provides recyclers with access to an inventory of over 163 million parts from a trusted network of providers as well as the ability to display their own inventories to a much wider audience. EDEN also provides a host of useful tools that aid network partners in increasing sales and revenue.

Hollander became a Solera company in 2006, expanding their reach into the insurance claims processing industry. This effectively linked auto parts recyclers, repair technicians, and insurance companies and provided yet another frontier for Hollander to offer to its partners.

In 2009 Hollander began a partnership with eBay that uses information in the Powerlink Yard Management System to automatically generate eBay listings and post inventory for sale. Through the exclusive relationship Hollander developed with

eBay there are no costs for sellers to list through this program and they can easily list thousands of parts simultaneously, making inventory available to a global market.

Hollander continues to innovate as well. Audatex PartsView provides 2D and 3D images of parts in their partners' inventories to help ensure accu-



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ARM NEWS

racy and to make sure the right parts are purchased the first time. Look for additional innovations in the months to come.

Hollander actively supports State Recycler Asso-

ciations through participation in local trade shows, meetings, and events. They are involved in the National ARA and Canadian Auto Recyclers Associations as well, providing leadership and direction on current issues facing the entire industry.

Hollander Inc. maintains a tradition spanning over three quarters of a century. It is a tradition of innovation and trailblazing. Hollander's success is directly correlated with the success of their business partners and they recognize that fact. By maintaining this tradition, Hollander Inc. looks toward the future with excitement and passion knowing that continued quality support of the auto recyclers who use their products will prove to be the means by which they continue to succeed, and continue to innovate.



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Newsletter

- The Minnesota Recycler is mailed out six times yearly – free of charge
- Information about ARM members and events, legislative reports, business tips and market conditions. Member profiles, timely articles, announcements and advertisements.

Membership Directory

- **Over 3,000 mailed annually** to every insurance adjuster, body shop, mechanical repair shop and automotive recycler known to exist in Minnesota! **FREE LISTING** to ARM members.

Representation at the Capitol

- ARM works with local and state governing bodies on issues affecting the recycling industry.
- Provides the “eyes, ears and voice” for recyclers.

National Affiliation

- ARM is an affiliate member of ARA- the Automotive Recyclers of America.

ARM Foundation

- Developed to provide annual post-secondary educational scholarships to children of ARM Full members and their employee’s children. ARM awarded \$5,000 to deserving applicants last year.

Web Site- www.autorecyclersmn.net

- An information resource for recyclers, body and repair shops, and retail customers.
- Averages over 21,000 Total Hits a month!
- **Contact ARM** lists all officer and management names and phone numbers.
- **Calendar** lists all upcoming ARM events.
- **Members List** provides phone numbers, email and web site links to all ARM members.
- **Parts Search** area provides an opportunity for ARM members to sell their parts.
- **News Letters** archives past issues of the Minnesota Recycler.

Upper Midwest Automotive Recyclers Convention & Trade Show

- Annual convention brings vendors and recyclers together in one place.
- We team up with Wisconsin to host the best regional convention in the country.

Products

- Plastic part bags (18 x 24) are offered to ARM members at the lowest possible price!
- Stormwater testing kits at the lowest possible prices through ARM’s collective bargaining power.

MN-CAR Program (Minnesota Certified Automotive Recycler)

- The MN-CAR Program is designed to help members improve their performance as professional recyclers, and recognizes and certifies that enrolled members, passing an audit, meet specified general business, environmental, safety, licensing, and regulatory standards.

Educational and Social Events

- Educational seminars and trainings held on subjects of interest to recyclers.
- Social events such as the annual Summer & Winter Outing bring recyclers together with an opportunity to network in an informal and fun atmosphere.

Be a Player

- Rather than watching from the sidelines, joining ARM is an opportunity to get involved and affect change rather than being a passive non-participant.
- **For the price of your cheapest transmission sale you can get your company name in front of repair shops, auto body shops, insurance adjusters, and fellow auto recyclers for an entire year!**

Company Name _____

Contact Person & Title (Name in directory) _____

Address _____

City _____

State, Zip _____

Whom should ARM invoice at your company? _____

If different address than above, list _____

Phone: _____

Toll Free: _____

Fax: _____

E-mail _____

In business since: _____

No. of employees: _____

Web Site _____

ENCLOSED IS MY ARM MEMBERSHIP CHECK:

\$199.00 Full Member

Note: Full Membership is reserved for automotive dismantling facilities (salvage yards) located within the state of Minnesota

\$150.00 Associate Member

Note: Associate Membership is reserved for non-salvage yards, and salvage yards from outside the state of Minnesota

Rates are based on annual membership.

**Please return this form with your membership check to:
ARM, 3333 Skycroft Circle, Minneapolis, MN 55418.**

Phone (612) 781-5555 ~ Fax (612) 781-7052

Email autorecyclersmn@bitstream.net

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ARM NEWS

Attention All Full ARM Members Scholarship Applications are now Being Accepted for 2013 Year of Funding.

In this newsletter you will find a copy of the ARM Foundation application for scholarships to be awarded in 2013. **The deadline to apply for a scholarship is March 1, 2013. All applications must be complete and postmarked by that date or they cannot be considered.**

Please provide copies of this cover letter, along with a blank application, to any employees of your company who have been or will be employed for at least one-full year as of January 1, 2013. Any of your dependents, your employees, or dependents of your employees who will be attending college in 2013 qualify to apply.

Application materials may also be obtained from the ARM website – ARM Foundation page (www.autorecyclersmn.net)

Winners will be informed and checks will be sent in mid 2013. All checks will be made out to the College, Technical School or University the student will be attending. If no school has been selected it is the sole responsibility of the scholarship recipient to inform the ARM Foundation of the College,

Technical School or University to be attended no later than August 31, 2013, or the scholarship will be forfeited.

Any questions regarding this application or scholarship should be directed to:

Kelly Salseg, Executive Director

ARM Foundation

Phone: 612-781-5555

autorecyclersmn@bitstream.net

www.autorecyclersmn.net

Thank you and good luck!

Scrap Commodities Market Report October 2012 *Approximate Pricing*

Crushed Cars	165.00 NT
Prepared Iron	220.00 NT
Motor Blocks	245.00 NT
Aluminum Rims	0.65/LB
Aluminum Condensers Clean	0.60/LB
Alum/Copper Radiators Clean	1.50/LB
Aluminum Case Transmissions	0.20/LB
Dirty Aluminum	0.15/LB
Batteries	0.35/LB
Lead Wheel Weights	0.40/LB

**This Report is for the sole purpose of informing members of current metal market activity.*

***For more accurate and current pricing call your scrap metal vendor.*



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ARM NEWS

Automotive Recyclers of Minnesota Foundation

Thank you for your interest in the ARM Foundation Scholarship Award. To file a completed application, it will be necessary for you, the applicant, to follow the steps below and to complete the enclosed forms as directed.

This scholarship is available for high school seniors who are planning post-secondary education or for current post-secondary students. Please be reminded that you may reapply for this scholarship annually, if you or your parent(s) remain employed by a *full ARM member firm*. Your Grade Point Average (GPA) plays a major role in determining your annual scholarship award eligibility. Please strive to keep your GPA high!

High School Students Only – PLEASE READ

Test Requirements: High school students must furnish the results of either the Scholastic Aptitude Test (SAT) or the American College Test (ACT). If you have not already done so, obtain test registration materials from your school and follow the instructions carefully.

Sending Test Results: When registering for either test, indicate that you want the results sent to the ARM Foundation. If you have taken either of these tests, use the Transcript Request Form (SAT) or the Additional Score Form (ACT) to have the results sent to the ARM Foundation. Your high school should have these forms.

If you have taken either of these tests, you may have the results sent by your high school when it sends your transcript of grades and credits (see number 1 below), or you may use the Transcript Request Form (for SAT) or Additional Score Form (for ACT) to have the results sent to the ARM Foundation. Your high school should have either of these two forms.

The following information and materials are to be sent to the ARM Foundation Board of Directors in care of the ARM office. All applications for scholarship must be completed by the applicant. All required materials must be received by ARM by March 1, 2013, or the application will not be considered.

1. Request that your high school or college send a transcript of your academic record to the ARM Foundation office. The transcript must include grades for the 2012 fall term.
2. Complete the enclosed "Application Form" and the "Profile Sheet."
3. Obtain a letter of verification from you or your parent's employer indicating the starting date of employment with the firm. You or your parent must have been or will be employed with a full member of the Automotive Recyclers of Minnesota for at least one year prior to January 1, 2013.
4. Applicant must complete the enclosed "Certification Form."

_____-_____-_____
Social Security #

_____/_____/_____
Date of Application

Name Of Applicant

ARM NEWS

ARM Foundation Scholarship Application

APPLICATIONS MAY NOT BE HAND WRITTEN.

1. Full Name (please print): _____
First Middle Last

2. Home Address: _____
Number and street City State Zip Code

3. Home Phone: _____ 4. Date of Birth: ____/____/____

5. Expected date of graduation (please Check one)

High School: ____/____
mo. Yr.

High School: ____/____
mo. Yr.

6. **High School Students Only.** Name, in order of preference, the three colleges you would like to attend. You must indicate whether you will live on campus or commute daily.

College Location (City, State) Live at Home or on Campus

A. _____

B. _____

C. _____

7. Your name or name of parent who has been employed by a FULL MEMBER of the ARM for at least one full year. _____

8. Your/Parent's Occupation: _____

Employment Start Date: ____/____/____

9. Name of your/parent's employer* _____

Firm

Address

*See instructions on page one (1).

Profile

Use the Space Provided Below or a Separate Sheet or Paper if Needed.

Applications May Not be Hand Written.

1. State briefly what course of study you wish to pursue/are pursuing in college and what your goals are (reasons for attending college and choosing this field.)

2. State briefly what kind of person you think you are. What self improvements would you like to make?

3. How do you evaluate your academic record as compared to your ability?

ARM NEWS

Profile

*Use the Space Provided Below or a Separate Sheet or Paper if Needed.
Applications May Not be Hand Written.*

4. List your high school/college activities:

	High School	College	Comments
Academic Honors			
Offices Held			
Music/Art			
Athletics			
Other Extra Curricular			
Community Activities			
Other			
Employment			

5. What activities have contributed most to your development? Why?

6. Please list the newspapers (daily & weekly) in your hometown area so we can send announcements to them if you should win an ARM Foundation Scholarship:

NEWSPAPER	ADDRESS	CITY/STATE/ZIP
_____	_____	_____
_____	_____	_____
_____	_____	_____

CERTIFICATION

(To be completed by the parent or employee)

I certify the following to be true and correct (please check those that apply):

- The ARM Foundation Applicant is a dependent student who receives financial assistance from me.
- The ARM Foundation Applicant is claimed by me individually or jointly as a dependent for federal income tax purposes.
- Not Applicable (I am the applicant)

FULL APPLICATION SHOULD BE RETURNED TO:
 Automotive Recyclers of Minnesota
 3333 Skycroft Circle • Minneapolis, MN 55418
 Phone: (612) 781-5555 • Fax (612) 781-7052
 E-mail: autorecyclermn@bitstream.net

Name (Please Print): _____
 Signature: _____
 Date _____

**APPLICATION & ALL REQUIRED MATERIALS MUST BE RECEIVED
 NO LATER THAN MARCH 1, 2013.**

ARM NEWS

YOUR SOURCE TO THE RECYCLING INDUSTRY 2012



Automotive Recyclers of Minnesota

MEMBERSHIP DIRECTORY

Spring 2012 Edition

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Please indicate which ad size you prefer.

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<input type="checkbox"/> Inside Back Cover (4.5" x 8.5")	\$400
<input type="checkbox"/> Full Page (4.5" x 8.5")	\$300
<input type="checkbox"/> One-Half Page (4.5" x 4.25")	\$200
<input type="checkbox"/> One-Fourth Page (4.5" x 2")	\$125

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Please e-mail ad to autorecyclersmn@bitstream.net. Ads should be in full color & sent as either a .jpeg image or .pdf file. Also keep in mind the sizes needed for each ad option! Payment and ad copy must be received by ARM by December 31, 2012.

Advertising authorized by:

Company: _____

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Phone: _____

Email: _____

Payment Method:

- I have enclosed a check made payable to "ARM" in the amount of _____
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Name on Card _____

Amount _____ Exp. Date _____

Credit Card# _____

CV Code _____ Date _____

Authorized Signature _____

Return with payment to: Automotive Recyclers of Minnesota
3333 Skycroft Circle, Minneapolis, MN 55418
Phone (612) 781-5555 • Fax 612-781-7052
Email autorecyclersmn@bitstream.net

INDUSTRY NEWS

Year 2 Benchmark Monitoring Requirements are Over: What's Next?

Many permittees have completed their "year 2" sampling requirements. The MPCA will calculate the average of the results submitted during the Permittee's "year 2" monitoring intervals and will update the "Monitoring Calendar / SWMR forms" section of the Permit Information Access "Facility Information Menu" screen within 70 days after your "year 2" is over. For example, April 2010 applicants finished their "year 2" monitoring requirements April 2012 and their final SWMR was due no later than May 21, 2012. Their monitoring calendar was updated on July 1, 2012 to reflect whether or not they are required to sample in "year 4."

Please note the following two things: there are no required "year 3" benchmark sampling requirements, and, all permittees must fall within one of five outcomes:

1. Didn't exceed: do nothing (with possible exception for newly-listed impaired waters)
2. No sample: Stormwater Monitoring Report (SWMR) with No Flow sample in year four
3. No sample/no SWMRs mailed in: sample in year 4, possible enforcement action
4. Exceed: Make BMP changes
5. High Exceedances: Consider sector/specific BMPs.

1: Don't exceed: If you do not have any exceedances for pollutant parameters at any mon-

itoring locations, you will not have to conduct any more sampling for the life of the five-year permit cycle unless the surface water you discharge becomes impaired. If you have a monitoring location from which the discharge flows to, and is within one mile of, the impaired water, you will be required to complete additional monitoring for the benchmark parameter(s) for which the recently listed water is impaired. This only applies if the pollutant(s) of impairment or its appropriate surrogate(s) as listed in the Permit or is among the list of benchmark parameters specified for the Permittee's industrial

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INDUSTRY NEWS

sector(s). See section 2a on pages 26/27 of the Permit for more information.

2 & 3: No Samples: No samples collected in "year 2?" No matter what the reason (natural infiltration, pond system with no discharge, no SWMRs submitted, etc), you will be required to go through "year 4" sampling requirements. If you have no off-site discharge, continue to fill out the "no flow" portion of the SWMRs and mail them to the MPCA.

If SWMR forms have been submitted for all "year 2" and "year 4" monitoring intervals with "no flow" explanations on them, the Industrial Stormwater Program may consider it not necessary to attempt to sample in "year 5."

4 & 5: Exceed/high exceedances: If you have an exceedance of one or more pollutant parameters at one or more monitoring locations, you will have to sample only those exceedance param-



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INDUSTRY NEWS

eters and only at the location(s) you exceeded at. If you would like to consider new pollutant or sector-specific BMPs or would like other suggestions for how to make "year 4" sampling requirements successful, visit the "Step 12: Modify/add new BMPs" part of the Steps to Compliance section of the Industrial Stormwater Program web site.

Facilities that discharge to an Outstanding Resource Value Water or to an impaired water and have an exceedance, you are required to upon discovery of the exceedance:

- Update your SWPPP within 30 days
- Implement necessary non-structural BMPs within 60 days
- Implement necessary structural BMPs within 180 days (or request from the agency more time to make structural BMP changes)

Remember:

- Monthly inspections
- Yearly review of facility/BMP changes and update your SWPPP
- Annual Report
- Annual Impaired Waters check

Industrial Stormwater Permit Information Access updates

Use the Industrial Stormwater Permit Information Access tool (<http://cf.pca.state.mn.us/water/stormwater/isw/search.cfm>) to view and download the Stormwater Monitoring Report forms, view your data results and more. The web link is consistently one of the most frequently accessed link in the entire agency's web pages. Thank you for making it a huge success!

The Industrial Stormwater Program staff have added helpful links to "Facility Information Menu" screen, such as:

- **The Multi-Sector General Permit** - all permittees are required to read the permit
- **The Administrative Change Form** - required to be filled out if any changes have occurred to your facility or contacts since the time of your original application
- **The Site Inspection Form** - helps you document your required monthly inspections

- **The Industrial Stormwater FAQ** - answers to the most commonly-asked questions about sampling
- **The Industrial Stormwater Sampling Manual** - provides detailed information about how to collect a sample

Better Maintenance of Paved Surfaces

- Though not regulated by the Industrial Stormwater program, what you or a contractor put on paved parking lots, driveways and sidewalks around your facility can have a big impact. Whether it's during the summer when seal coat is applied to asphalt, or in the winter when salt is spread to prevent ice formation, storm and melt water carry the resulting contaminants to surrounding soil and water.
- Coal tar-based pavement seal coats contain very high levels of cancer-causing chemicals called polycyclic aromatic hydrocarbons. These PAHs evapo-



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ARM NEWS

rate, run off and then build up in ponds or lakes. Using salt to melt ice during the winter can contaminate ponds, lakes and streams with chlorides and affect aquatic life. Cleaning up these pollutants after they've contaminated the state's waterways imposes high costs on your community and its taxpaying businesses and residents.

- To help avoid these problems, the MPCA is promoting voluntary use of better salt-spreading and seal coating practices. Properly-trained and certified contractors can reduce excessive salt application around your facility in the winter. For more information please refer to the MPCA road salt web page, and scroll down to see the

"List of Individuals Certified."

- The MPCA is also encouraging phase-out of the use of coal tar-based seal coats. Asphalt-based coatings are now available with equivalent performance and at similar cost. Best practices are important during seal coat application as well.
- For more information, visit the MPCA coal tar sealants web page. While you're there, check out the list of Minnesota cities which have enacted a local ban on coal tar-based seal coat use and learn whether your facility is affected.

Reprinted with Permission From Industrial Stormwater Program, September 2012 Newsletter

California Sales Tax Legislation Signed Into Law

In California, legislation limiting the purchase of salvage vehicles with a resale permit to licensed dealers, dismantlers, automotive repair dealers, and scrap metal processors was just signed into law. Assembly Bill 2618 passed the General Assembly in late May, passed the state Senate on August 13th and was subsequently sent to the Governor's office for his signature.

AB 2618 addresses a serious concern about who

may purchase salvage vehicles without paying sales and use tax to the state. It defends a tax advantage currently afforded to licensed dealers, dismantlers, auto repair dealers, and scrap metal processors in California by requiring all other non-licensed individuals to pay sales and use tax directly to the auction at the time of vehicle purchase.

The California automotive recycler associations and ARA were strongly supportive of this legislation, which is an important step forward to ensuring a fair and competitive marketplace for professional auto recyclers to purchase salvage vehicles.. ARA would like to recognize the leadership and dedicated hard work of all the California automotive recyclers associations in pushing for the passage of the bill and congratulate them on their success.



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INDUSTRY NEWS

ARA's Safety Tips

Reading this Could Save you Thousands!

ARA's Safety Tip #1:

OSHA Approved Gas Cans



According to OSHA, a facility should only use gas cans holding 5 gallons of gas or less with a spring-closing lid and spout cover, a means to relieve internal pressure and a flash-arresting screen.

The spring-closing lid and spout cover is designed to keep liquid and vapor from escaping at ordinary temperatures and to lift slightly when exposed to excessive outside heat. The most common safety can is the short and round red metal can with yellow labeling. Some however, are now available in high-density polyethylene plastic.

ARA's Safety Tip #2:

OSHA Approved Fire Extinguishers

Follow P-A-S-S and save \$1000s!



OSHA requires that you know what kind(s) of fire extinguisher you need, where to place them and how to maintain them. Your employees must know how to P-A-S-S for you to avoid fire extinguisher use violations. OSHA fines are minimal however compared to losing your business to fire damage because of out of date extinguishers and lack of

training on their proper use.

ARA's Safety Tip #3:

OSHA's Hazard Communication Plan

If your shelves look like this, you may be fined by OSHA!



Ensuring that your facility has a complete and updated Written Hazard Communication Plan which includes MSDSs and a training program for your em-

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ARM NEWS

employees could save you thousands of dollars in fines!

OSHA requires that chemical manufacturers must identify the potential hazards of each chemical product and how to work safely with that product in a document called a material safety data sheet (MSDS). Manufacturers or suppliers then must ensure that their customers - YOU - are provided a copy of the MSDS for each chemical product you use. As part of your written hazard communication plan, you must make these sheets readily accessible during each work shift to employees when they are in their work area(s). Many employers keep their MSDSs together in a large binder/spiral notebook and/or in an electronic format.

ARA's Safety Tip #4:

OSHA's Electrical Panel Requirements

If the area around your circuit breaker box looks like either one of these pictures you will be fined by OSHA!

Ensuring that your facility has a minimum of

36" (3 feet) of clearance around electrical panels serving between 120 and 250 volts could save you thousands of dollars in fines. Many use colored tape to mark off the required clearance space as well as wall and floor signs.



ARA's Safety Tip #5:

OSHA's Extension Cord Requirements

If your extension cords look like this or are running through walls, you will be fined by OSHA!



Check all your extension cords today to make sure that they are not frayed, repaired with tape or are running through windows, doors or holes in the walls.

FOR MORE INFORMATION, CONTACT:

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Adam Brickley
Insurance Consultant
Email: AdamB@MyLSB.com
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