



Maine Auto Recyclers Association

Summer 2014

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Two Important Messages from MARA President Kerby Littlefield

Over the years we as an Association have worked closely with Maine DEP and Bureau of Motor Vehicles to help clean up our yards and comply with rules and regulations put forth by both Departments.

MARA has a long history, going back to the mercury switch program, of working with Maine DEP. We take pride in auto recycling as the largest single recycling industry in the country. Most of us spend considerable sums of money protecting Maine's waters, both our streams and our groundwater.

As you will see from Bill Bell's column in this newsletter, DEP's compliance program is ratcheting up. Please take advantage of MARA – see the self-assessment test and contact information on page 4—to maintain your yard's good standing.

I would like to address the yards that are not complying with the same rules that we have to comply with. You know what yards I'm talking about—they are the ones that bypass the rules dealing with title laws and DEP rules. **It might be time that we work as an Association with both Departments and police our industry and get the ones that don't comply off the street and get them to be on the same playing fields as we are.**

If anyone feels the same as I do, please contact me and through our Association we will contact DEP and BMV with the names of yards not complying.

Kerby Littlefield
MARA President

An Active Maine Auto Recyclers Association

Our first regular Quarterly MARA Newsletter, following our annual meeting this spring, was well received. Suppliers to our industry have come forward to advertise in this Summer Newsletter and are most welcome. We also thank ARA – our national Automotive Recyclers Association—for the articles from their weekly newsletter.

Now please go back up the page and read President Kerby Littlefield's message a second time. MARA has a simple goal. We want to help you, our members, to Be the Best!

Message from the Maine DEP



Maine has a long history of recycling whether that's paper, plastic or cars; we value the environmental benefits of reusing and repurposing our materials. Your work by its very nature is ingrained in our culture and is necessary as we move Maine's environment and economy forward. For that, I thank you for your dedication to ensuring that we

continue to have a culture of sustainability in our State.

Auto recyclers and the Maine Department of Environmental Protection have a lot in common – we know by stewarding our natural resources, we ensure a strong and robust economy. These similarities mean we collaborate and partner together so you are knowledgeable about the rules and laws surrounding your industry and the Department learns how we can improve in order to better help you comply.

Early in Governor LePage's administration, we held listening sessions across the State, hearing directly from you – the regulated community – and took that feedback to heart. It's why I created an entire Innovation and Assistance Office led by Chris Swain, to listen to, work with, and engage with our cus-

tomers. We know that by listening to our customers we are able to provide targeted improvements such as creating educational and outreach materials to further improve compliance, learn about conflicts or impediments within our processes that we can resolve, or simply establish a relationship for when you may have questions or issues that need to be answered.

I encourage you to reach out to Chris, at Chris.Swain@maine.gov or at 287-7831, so we can partner together on further DEP trainings, assistance or compliance. Or sign-up for to receive relevant DEP updates including rulemaking notifications, press releases, or our newsletters: <https://public.govdelivery.com/accounts/MEDEP/subscriber/new>.

We know that by working together we can protect and enhance Maine's environment and build our economy.

Commissioner Patricia Aho
Maine Department of
Environmental Protection

AudaExplore Survey Found Collision Repair Customer Satisfaction and Trust Low



AudaExplore, a division of Solera Holdings, released a survey that details how collision

repair and insurance satisfaction and trust are very low amongst American consumers. The areas that need work are with communications, trust and price, with some details as follows:

- Survey respondents ranked "being kept informed on progress of repairs" as highest of 8 "customer desires" and 74 percent said that they would like to better understand the work that is being done by the repair shop.

- Collision repair technicians rank low on the trust scale and "only half [of respondents]...believe that repair shops always or often provide the most qualified technicians".
- Survey respondents also wanted more "accurate estimates and better premiums" from insurance carriers.

The AudaExplore survey was conducted with phone interviews of 1,000 adults in mid-May 2014.

- ARA Newsletter

Report from Your Executive Director



As we were warned by Stormwater Compliance Director David Ladd at our Annual Meeting in Augusta this spring, Maine DEP can no longer be as patient as in the past with regard to stormwater violations.

For a number of years until now, DEP has been relying on “stakeholder meetings” to encourage stormwater compliance. The results have been uneven. This is unfair to those firms which spend the money and effort to meet standards. DEP is now moving to see that permits are complied with, and a level playing field achieved.

DEP inspectors are now issuing letters of warning, and if a warning does not result in prompt correction of the problem(s) cited, a notice of violation will follow. If the violation is not corrected, the firm will be turned over to DEP’s enforcement folks.

Our friend David Ladd and his (now fully staffed) inspectors don’t want to see this happen to auto recycling facilities. David and staff don’t get any points for issuing citations. To the contrary; they feel that if a penalty is stipulated, “we have lost.” If you need advice about “about staying out of trouble,” David welcomes your call, at 215-7168.

Keeping you out of trouble is our top job at MARA. I doubt that any other industry group spends as much of its membership income on assisting its members with environmental compliance. If you have not previously had a free stormwater compliance visit from our partner firm, FB Environmental, call Deb Mayo or Jen Jespersen at the FBE office, 221-6699.

If you already have a good Stormwater Plan, make sure it is being implemented! You will want to pay close attention to the requirements for: 1) Visual monitoring of runoff during or right after a good rain; 2) Recording all your compliance work (if you didn’t write it down, it didn’t happen); 3) employee training; 4) paying required fees. Please use the Self Assessment on the next page for guidance.

Sorry to be the Bearer of Bad News. As DEP Commissioner Aho states in her column in this newsletter, DEP want to continue working with us. But with environmental groups suing auto yards in NH and Massachusetts, we all have a job to do.

Let MARA help you do it.

Bill Bell
Executive Director

Remember to Conduct Your Quarterly Visual Monitoring!

Salvage yards or scrap metal recyclers with a current multi-sector general permit filed with the State of Maine are required to conduct quarterly monitoring and file the results with your stormwater plan. *Salvage Yards (Sector M)- Visual Monitoring Only; Scrap Metal Recyclers (Sector N)- Benchmark Monitoring*

When to Conduct Quarterly Monitoring:

- **4x/year** (Jan-March, April-June, July-Sept, Oct-Dec)
- **During a Qualifying Rain Event**

Precipitation, ice or snow melt that **produces a measurable discharge** at an outfall that occurs at **least 72 hours**

from a previous qualifying storm event. Check outfall every 15 minutes after rain starts to determine when runoff begins.

- **Within the First 60 Minutes to 2.25 Hours**

Collect samples from each designated stormwater outfall. Pour sample into a 1L Imhoff cone and fill out form. Let sit 1 hour before filling out the section on settled solids.

For more information or to download monitoring forms, visit <http://www.maineautorecyclers.org/2013training.html> or contact FB Environmental for assistance (207) 221-6699.

MARA Stormwater Self-Assessment Test

Take this quick self assessment test to determine how compliant your facility is with state and federal stormwater management requirements. Note: Many of these questions come directly from the Inspection Report conducted by Maine DEP Stormwater Inspectors.



Instructions: When responding, choose the one you agree with most. Please respond to all questions. When you are done, refer to the scoring section at the bottom of the page.

- 1) **Do you have a current Stormwater Plan?**
 - a. Yes
 - b. No
 - c. Not Sure
- 2) **Do you have a current Site Map for your facility, and does it contain all the required elements (e.g. drainage boundaries, etc.)?**
 - a. Yes
 - b. No
 - c. Not Sure
- 3) **Does your Stormwater Plan include a description of your monitoring and inspection schedule and procedure?**
 - a. Yes
 - b. No
 - c. Not Sure
- 4) **Are you regularly conducting quarterly site inspections, visual monitoring and/or benchmark monitoring (scrap metal recyclers)?**
 - a. Yes
 - b. No
 - c. Not Sure
- 5) **Do you keep records of quarterly site inspections, visual monitoring and/or benchmark monitoring (scrap metal recyclers)?**
 - a. Yes
 - b. No
 - c. Not Sure
- 6) **Have you completed your Annual Employee Training this year and filed it with your stormwater plan?**
 - a. Yes
 - b. No
 - c. Not Sure
- 7) **Do you regularly inspect your best management practices (ditches, wet ponds, culverts, swales, etc.) for function and maintain them regularly?**
 - a. Yes
 - b. No
 - c. Not Sure
- 8) **Do you have secondary containment in place that is adequate to capture 20% of the volume of all fluids on your property?**
 - a. Yes
 - b. No
 - c. Not Sure
- 9) **Are all 55 gallon-drums labeled (including empties), covered, and stored indoors?**
 - a. Yes
 - b. No
 - c. Not Sure
- 10) **Has a DEP Stormwater Inspector visited your property in the last 1-2 years?**
 - a. Yes
 - b. No
 - c. Not Sure

SCORING:

If you answered "Yes" to all 10 questions, congratulations! You are likely in compliance with state stormwater regulations.

If you answered "No" or "Not Sure" to one or more questions, you are not alone. Be aware that DEP oversight is increasing. Consider taking immediate actions to ensure that you are in compliance with your permit, or get technical assistance if you are unsure.

**Contact MARA for technical assistance (207) 221-6699 (ask for Deb or Jen)
or the Maine DEP Stormwater Program Coordinator David Ladd for guidance (207) 215-7168.**



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God Bless our troops

News from New Hampshire



Greeting Mainers! It is a pleasure to be invited to write a guest column for your newsletter. I have always believed that keeping up with what goes on in neighboring states is of value to all of us.

First the good: The Automotive and Marine Technology program at Lakes Region Community College

in Laconia, NH is applying for a grant to secure funding to provide training on alternative fueled vehicles, including hybrid, PHEV, electric, biofuel and CNG vehicles. To enhance the chance of being awarded the grant, they wish to demonstrate a need for this type of focused training to different groups across the transportation industry, including salvage yard operators and technicians.

Our conversations with them have been positive. They recognize that auto recyclers do not necessarily need to know how to repair these vehicles, but do need to know how to safely evaluate the condition of the various components and how to disarm and store these components, which can be high voltage or in some cases under high pressure.

Then the bad: Some of you have heard the Conservation Law Foundation is suing some NH auto recyclers over alleged storm water permit violations. One yard, which NH Department of Environmental Services found to be compliant, is pushing back and one other we know of is also choosing not to roll over and play dead, so these environmental extortionists are not going to have an easy time of it.

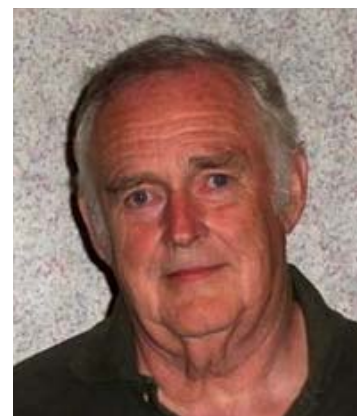
Also bad: Grimmel Industries, based in Topsham, ME operates a bulk loading (loading the hold of a ship by dumping the material in with a crane as opposed to first containerizing it) scrap facility on the docks of Portsmouth, NH. Under one operator or the other, scrap metal and salt piles have been residents of the docks for many, many years. Since the yuppification of Portsmouth began several years ago, the "beautiful people" led by one Tom Carroll, have

demanded the scrap metal be removed. The State of NH, through the Pease Development Authority has voted to not renew Grimmel's lease, and is demanding Grimmel be evicted and the dock returned to its like new condition by the end of 2014. This may not be a done deal, because Grimmel pays \$500,000 per year to lease this dock, and so far, the PDA has not found another entity which will pay anywhere near this much.

Why do you care? Because if Grimmel loses Portsmouth, their scrap handling costs will be much higher, having to containerize their scrap, before shipping. Even if you do not sell to Grimmel, because of the loss of competition, the other scrap buyers will lower their offers to you, because they can. The nearest other bulk loading facility is in Everett, MA and is owned by Schnitzer. To fight this anti-competitive move, we all need to contact our elected officials, telling them why competition is important.

We hope you found this useful and invite comments to: atraofnh@gmail.com.

Bruce Crawford
Executive Administrator
Auto and Truck Recyclers Association of New Hampshire



Over a Billion Vehicles on the Road and Number is Growing



There is no official standard to measure the exact number of vehicles on the world's roads but an automotive

trade journal has roughly estimated that over a billion vehicles are being driven around the globe. Ward's Auto estimates that the billion vehicle mark was reached in 2010 and that includes passenger vehicles as well as buses and light and heavy-duty trucks. That number does not include heavy construction vehicles or off-road vehicles. In addition, another firm, Navigant Research further refined the estimate for total vehicles at 1.2 billion.

One of the factors that makes calculating the number of vehicles around the globe challenging is the fact that countries have varying registration systems. If the purpose of knowing the numbers of vehicles is to understand the impact of vehicle emissions on the global environment, the unknown number of farm, construction and off-road vehicles may have a significant influence on the environment. Many of these vehicles are gas- or diesel-fueled with limited emission controls.

The trajectory of growth is likewise hard to predict but some estimates top 2 billion by 2035. Growth in the number of vehicles on the road in the U.S. may grow at a much smaller pace than countries such as China which lags in the per person/vehicle ratio.

- ARA Newsletter

HOTLINES offers a Better Credit Card Processing Alternative!

As you know, managing a small business can be very complex, and as a recycler you have your hands full: parts to sell, customers to service, and new business to develop. While these are all important, effectively keeping revenue flowing into your business is essential. This is why HOTLINES is pleased to announce a new partnership with Platinum Payment Systems.

Platinum Payment Systems is a credit card processing company with over 20 years of experience and is one of the best in the industry. The owners are long-time personal friends of HOTLINES and are some of the most honorable and responsive people we know. We have been using them and are so impressed with their rates and how they've handled our transactions that we wanted to share them with you.

Platinum Payments is a better option than your current processor because their rates are very good and they work on a cost plus basis with no hidden fees, they handle chargeback situations personally and their customer service is outstanding! Switching over is seamless.

Together, we can take the headaches out of your credit card payment processing and let you focus on what's more important..... your business!

To learn more about Platinum Payment Systems, contact Megan Wilson at 855-852-8591 or megan@hotlinesinc.com.

HOTLINES Innovation Technology Integrity

Surprising Statistics Reported for Auto Theft Rates

Since 1990, the New York City auto theft rate has dropped by 96 percent according to a recent New York Times report. Nationwide, the auto theft rate has dropped by 62 percent. Many factors impact this astounding trend. For one thing, stealing cars is harder to accomplish with the new technologies that are built into late model cars. Engine immobilizer systems, with their microchip programmed to the specific vehicle, make it nearly impossible to start a car without the ignition key or fob. This has led to car thieves stealing older vehicles whose parts are less valuable.

The New York Times suggests that another reason the rate of auto thefts has dropped so dramatically is the faster tracking of stolen cars because of the use of the National Motor Vehicle Title Information System (NMVTIS). The city has been successful in tracking stolen vehicles and the thieves that sell them to scrap yards by using the NMVTIS system. The New York Times also surmises that "it has become less

appealing to operate an illegal chop shop."

There are some regional trends however, that defy the national statistics. In California, auto theft is still a vexing problem with nearly twice the national average of theft reported. Reportedly, the thefts are linked to either Mexican organized crime or other offshore criminal entities. Surprisingly, Milwaukee has seen a recent upswing in auto thefts largely because cars that were left running unattended while warming up during this past extremely cold winter were an easy target.

ARA continues to vigorously support the use of NMVTIS to help combat auto theft.

- ARA Newsletter

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5 Years After Cash for Clunkers Legacy of Program Still Up for Debate



It has been five years since the Car Allowance Rebate System, better known as Cash for Clunkers,

was launched by the federal government in an effort to simultaneously stimulate domestic automobile sales and get older, less environmentally-friendly vehicles off the road. The program cost taxpayers \$3 billion over two months and provided vouchers of up to \$4,500 to consumers willing to trade in their old car for a new vehicle purchase or lease.

Leading up to final adoption and enactment of Cash for Clunkers, ARA was instrumental in protecting the professional automotive recycling industry, working to limit potential adverse effects and secure major concessions in key areas of the program. As a result, automotive recyclers retained the right to sell every part of a vehicle turned in under the program other than the engine block. This included heads, pistons, intake manifold, other engine components and accessories, along with drive train components (including the transmission, drive shaft and rear end). Other language secured by ARA ensured that the end-of-life vehicles were required to be reported to the National Motor Vehicle Reporting System (NMVTIS) and those entities processing

vehicles must do so in an environmentally responsible manner.

Five years later, analysis of how well Cash for Clunkers achieved its two main objectives remains mixed. Proponents as well as the Department of Transportation point out to that the new vehicles purchased under the program averaged over 60 percent better fuel economy than the vehicles that were traded in.

Critics argue that it was not American automakers that profited from the sales incentive but instead Japanese manufacturers like Toyota, Honda and Nissan that benefited. The National Bureau of Economic Research published the results of research conducted by economists at Texas A&M University demonstrating that the program depleted the auto industry of between \$2.6 and \$4 billion, and that consumers using the Cash for Clunkers rebate purchased less expensive vehicles than those consumers who purchased new vehicles outside of the program.

- ARA Newsletter

Schnitzer CEO Takes Over as U.S. Chamber of Commerce Chairman



Schnitzer Steel Industries CEO Tamara Lundgren was recently elected Chairman of the Board of Directors of the U.S. Chamber of Commerce. In this role, Ms. Lundgren's stated focus will be in three major policy arenas: immigration reform, infrastructure investment and international trade.

Ms. Lundgren took over as CEO of Schnitzer in 2008 after several years with the company developing strategic acquisitions that expanded and diversified its business. Schnitzer currently has 116 facilities in the U.S., Canada and Puerto Rico and employs 3,600

workers. The company is a leading exporter and processor of recycled metals.

ARA congratulates Ms. Lundgren, a former keynote speaker at ARA's Annual Convention in Orlando in 2012, and looks forward to working with her as she leads this important organization which, in the words of its CEO, pursues "stronger economic growth and creating jobs and opportunities for Americans."

- ARA Newsletter



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GM Stumbles Trying to Track Recalls and New U.S. Senate Auto Safety Measure is Introduced



Several additional, recent issues that General Motors (GM) is experiencing highlight the need for more transparency in the automotive parts supply chain - an issue for which ARA has been advocating. GM not only has millions of faulty ignition switches under recall but the company is also having difficulty finding them. Adding to the troubles which began to surface at the start of this year, GM has been experiencing the following difficulties recently:

- According to a U.S. Federal regulatory filing, GM reported that nearly 6.4 percent (approximately 140,000) of the 2.2 million ignition switch recall notices that it sent out were undeliverable. Many of the recalled cars are approaching 10 years old and may have had many owners. In addition, the Detroit News suggests that "given the vehicle's age, some could be in scrap yards."
- Federal regulators have also found that GM's "VIN look-up" does not alert a consumer to a safety recall for their vehicle if the repair parts are not yet available. The National Highway Traffic Safety Administration (NHTSA) stated that vehicle owners "are receiving incorrect and

misleading results" using GM's system.

- It has been reported in the automotive trade press that documents which GM submitted to Federal regulators reveal that GM took more immediate action on larger car ignition problems than for smaller cars when they first occurred. These included mid-size and full-size Cadillacs, Chevrolets, Oldsmobiles and Pontiacs. The 13 deaths attributed to the faulty ignition switches were in smaller, lower price point Chevrolet Cobalts and Saturn Ions.

A new, comprehensive automotive safety measure was introduced in the U.S. Senate. The bill increases funding for NHTSA safety programs, increases civil penalties for safety violations, strengthens criminal penalties and includes rental car leasing prohibitions of recalled vehicles. ARA has continued to meet with key staff to encourage adoption of our policy objective that professional automotive recyclers receive OEM part numbers and build sheets through its industry managements systems.

- ARA Newsletter

Class-Action Lawsuit Alleging Diminished Resale Value of GM Cars Has Implications for Automotive Recyclers

According to a recent study by iSeeCars.com, six models of recalled General Motors cars have seen the biggest drop in resale price compared to other used cars. Between March and June 2014, used models of the Chevrolet Cobalt, Saturn Ion, Saturn Sky, Pontiac Solstice, Pontiac G5 and Chevrolet HHR all experienced a nearly 14 percent decrease in price.

The Cobalt and Pontiac G5 experienced the largest drop, with a 13.7 percent decrease in price. The average decrease in resale price for other used vehicles in the same four month time period was 6.7 percent.

The diminished value of General Motor's fleet is the subject of a class-action lawsuit currently pending before a U.S. District Court Judge in the Southern District of New York.

Recalled GM Vehicles	Ave. % Price Change 2013-2014
2005-2007 Chevrolet Cobalt	-13.7%
2007 Pontiac G5	-13.7%
2003-2007 Saturn Ion	-13.6%
2006-2007 Chevrolet HHR	-11.5%
2006-2007 Saturn Sky	-10.6%
2006-2007 Pontiac Solstice	-9.7%
Average price change across all similar cars	-6.7%
Average for all GM recalled vehicles in Feb 2014	-14.0%
Average for GM vehicles excluding recalled cars	-7.0%

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Recyclers Association**

Summer 2014

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E-mail: feedalliance@gwi.net

Maine DEP is Stepping Up Stormwater Compliance.
Here's what you should do:

- **Take the self-assessment test on page 4. Then, if you need to improve, ask MARA (Jen or Deb, at 221-6699) or David Ladd at Maine DEP (215-7168) for technical assistance.**
- **Help level the playing field. See MARA President Kerby Littlefield's Message on page 1. Call Kerby at 631-5344 or Bill Bell at 752-1392 to discuss.**

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