



# Maine Auto Recyclers Association

February 2021

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**This newsletter is being sent to all BMV-licensed auto recyclers, whether you are a Maine Auto Recyclers Association member or not.**

**As our members know, our unofficial motto is: “We are the folks who do things right. And our MARA is here to keep you out of trouble.”**

**In that spirit, please be aware of increased enforcement of reporting requirements, as detailed below.**

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From Maine Statutes:

DEPARTMENT OF SECRETARY OF STATE

Bureau of Motor Vehicles

Chapter 103: Rules for Vehicle Dealers, Auctions, Transporters, Recyclers, Mobile Crushers, and Loaners

III REQUIREMENTS OF RECYCLERS

**A 7 d: “Recyclers shall provide proof of NMVTIS reporting registration to the Secretary of State upon initial application for recycler license.”**

**What does this mean for you?**

As was made clear in a 2020 webinar provided by the American Association of Motor Vehicle Administrators and attended by MARA, the National Motor Vehicle Title Information System (NMVTIS), established in 2009, is now in use in virtually every state and is being more strongly enforced through the U.S. Department of Justice. Maine is no exception to this increased enforcement. **Accordingly, Maine’s Bureau of Motor Vehicles is checking to see that all licensed auto recyclers are submitting monthly NMVTIS reports, as required in the above state law/rule. Your BMV license will not be renewed unless you are complying.** Non-compliance can also result in fine of up to \$1000 per violation!

For full information and to get set up, go to the website of Auto Direct Data, Inc: **[add123.com/jsi/salvage](http://add123.com/jsi/salvage)**. To begin reporting you will be charged a \$100 registration fee, plus a \$50 initial deposit to cover the 35-cent upload fee for each vehicle reported. An alternative reporting system, also for an initial \$100, is available through Insurance Services Office, **[claim-search.iso.com/nmvits/nmvits.asp](http://claim-search.iso.com/nmvits/nmvits.asp)**.

For additional information, or if you would like to talk to an auto recycler who is very experienced in doing this required NMVTIS reporting, call our MARA office at 207-752-1392.



**BROWN'S** *Exit 27*  
**SALVAGE**

**(207)582-7002 GARDINER, MAINE**

**ALWAYS BUYING FISHER PLOWS AND PARTS**



## Report from Augusta

### “No man’s life, liberty, or property are safe when the Legislature is in session”

(statement from Mark Twain or, probably more accurately, Gideon Tucker, founder of the New York Daily News and in 1857 elected NYS Secretary of State).

While keeping the above in mind, scrutiny of the titles of the more than 1600 legislative bills filed by legislators shows no initiative threatening auto recyclers. However, danger always lurks in the undefined areas, such as LD 168, An Act to Revise Maine’s Environmental Laws, filed by Representative Tucker, the House Chair of our Legislature’s Committee on Environment and Natural Resources. Rep. Tucker has also filed a bill, LD 87, to implement Maine’s Climate Action Plan. Both bills are “concept” drafts, with presently no details at all, and are probably constructive in nature. But the last thing our industry needs is another ill-conceived “Cash for Clunkers” program. Bears close watching.

In a recent conversation, Dave Guilmette, Director of Maine Bureau of Motor Vehicles’ Division of Enforcement, noted that there will be a major bill forthcoming from BMV. He reports that it will be “mostly housekeeping language” with regard to recyclers. Old language referring to “salvage” will be replaced by “recyclers”. There will, however, be an expense item for licensed auto dealers who also subsequently obtained –without charge--an auto recyclers license. Henceforth, if this legislation is passed, BMV will charge the licensed auto dealers for their recyclers license.

Director Guilmette also reported that incoming Secretary of State Shenna Bellows has taken a sincere interest in BMV and that there have been numerous constructive meetings as result. Secretary of State Bellows gained statewide recognition as the Democratic nominee for the U.S. Senate in 2014, in an election won by Senator Susan Collins. Ms. Bellows was subsequently elected to the Maine State Senate, where she established a reputation for organizational skills and hard work. With former Secretary of State Matt Dunlap “termed out” (and now elected State Auditor), Senator Bellows was elected to Dunlap’s former position by Maine’s Legislature, with a pledge to “leave party politics at the door” in her new job. She also noted that while the integrity of Maine’s elections is “the most important part of the Secretary of State’s job, the functions of Maine’s Bureau of Motor Vehicles are also important, and must be efficient and fair”.

Meanwhile, in looking at ARA’s list of legislation proposed in **other** states, there are (not surprisingly) quite a few proposals to tighten up on the sale and purchase of used catalytic converters. There are also several states with the usual proposals regarding OEM parts, and at least one Right to Repair proposal similar to that passed (overwhelmingly) by Massachusetts voters this past November.

Bill Bell  
MARA Executive Director



# REBUILDERS AUTOMOTIVE SUPPLY

## Core prices are on the rise!

Check for Takata Recall Airbags

HONDA • ACURA • CHEVROLET • FORD • GMC • INFINITI • JAGUAR • LAND ROVER • LEXUS  
LINCOLN • MAZDA MERCURY • MITSUBISHI • NISSAN • PONTIAC • SAAB • SATURN  
SCION • SUBARU • STERLING • TOYOTA



#pullthatcore



#yankthatbag



#cutthatcat

### GOOD TO KNOW:

#### FREIGHT

Airbags, Cores and Converters continue to arrive for processing.

#### CATS

Precious metals market prices are at an all time high!  
Assay pricing or by-the-piece pricing available.

## For All Your Core Needs

CorePro • RASBid • CorePro Mobile • CoreConnect • URG

www.coresupply.com 1-877-829-1553

## Moving Maine into Electric Vehicles: A Major Upcoming Debate

Throughout this past year, MARA has been following the work of the Maine Climate Council, appointed by Governor Mills to recommend policies to reduce carbon emissions while making Maine more resilient to extreme weather, coastal flooding, and climate changes affecting farmers, forests, and other important sectors of Maine's economy.

Much attention has been paid to carbon emissions reduction in the transportation sector, which is responsible for the largest amount of Maine's carbon emissions at 54%. And the obvious approach, in the view of many Climate Council members, is to replace a huge percentage of the vehicles on Maine roads with electric vehicles, or "EV's".

**"Not so fast"**, said Maine Transportation Commissioner Bruce Van Note at one of the final Climate Council meetings, on October 1. The Commissioner provided slides about electric vehicle costs and county-by-county family income in Maine. He essentially told the Council that the purchasers of new electric cars would be mostly residents of Cumberland and York Counties. He also noted that two-thirds of the vehicles purchased in Maine are

used vehicles, with hardly any electric vehicles available in this category.

The Commissioner noted that **if the ultimate goal is reducing carbon emissions, substantial gains can be made by replacing conventional cars with low MPG efficiencies with cars with much higher MPG ratings, and with hybrid vehicles for which a used car market is developing.** He urged that any Maine strategy consider inclusion of such an approach, in keeping with the Climate Council's commitment to policies which are fair to rural and low-income Mainers. Some Climate Council members reacted favorably to this presentation; others persisted with the belief that if large numbers of Mainers receive financial incentives enabling them to buy **new** EV's the end result will be emergence of an affordable market for **used** EV's as well.

MARA will keep you informed as to what is happening at the state level on this issue, including information elsewhere in this newsletter as to the outlook of the Maine Automobile Dealers Association and also our national group, Automotive Recyclers Association (ARA).

### Obituary Notice: David Spiegel

It is our sad obligation to report the recent passing of David Spiegel of M & D Core, Stoughton, Massachusetts. David was a friend to many in our industry, providing advice in establishing the value of cores and catalytic converters.



**Just a few of the many services we offer throughout the Northeast and beyond...**



- We buy your catalytic converters as precious metals.
- Catalytic converter expertise, with over 28 years of precious metals experience, we have assay based knowledge to group similar metal content cats together and process that way for maximum return.
- We pioneered assay based returns on small lots of catalytic converters.
- Everything done in house– precious metals lab, milling and sampling line, decanning and processing stations, and we sell our end product to an automobile manufacturer, cutting out all the middlemen.
- We offer roll off service.
- We loan our OverBuilt car crusher to yards or for a reasonable fee we will come in and crush your vehicles for you.
- Our dock at 4 Bridle Bridge Rd. in Hudson, NH is open Monday–Friday from 7:30 AM to 4 PM.
- We offer market watch updates via your email for FREE. As dramatic changes in any of the markets happen, we send out a blind group email with details.
- We offer prompt, courteous and friendly service with immediate cash payment.
- We are ready to earn your business! Whether you have 10, 100 or 1,000 catalytic converters, we are committed to and welcome the opportunity to earn your business. We have invested the time and the equipment to make sure you maximize your profits. You DESERVE this and nothing less!!

**You Get More at Recore!**



MAINE AUTO RECYCLERS ASSOCIATION

2021 ANNUAL MEMBERSHIP DUES  
MAINE AUTO RECYCLERS ASSOCIATION

Industry Membership:    \$100 3 or less employees  
                                      \$200 4-6 employees  
                                      \$250 7-10 employees  
                                      \$300 11-15 employees  
                                      \$350 16 + employees

Company Name \_\_\_\_\_

Owner/General Manager \_\_\_\_\_

Mailing Address \_\_\_\_\_

Location \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax \_\_\_\_\_

800# \_\_\_\_\_ E-mail \_\_\_\_\_

Web Site Address \_\_\_\_\_

# of Employees \_\_\_\_\_ Dues Amount \_\_\_\_\_

Please make check payable to MARA and mail to:

Maine Auto Recyclers  
97A Exchange Street,  
Suite 305  
Portland ME 04101

## **“Paul’s Pick-A-Part” Owner Acquires Aable Auto Parts**

Paul Pinette, owner of Paul’s Pick-A-Part in Chelsea, acquired the well-known auto recycling firm Aable Auto Parts, also in Chelsea, in August of this past year.

The two full service firms will continue as separate entities, according to Pinette, noting that Aable Auto Parts is focused on newer models while his other firm, with a scale and crusher, purchases and processes a high volume of vehicles.

Former Aable Auto Parts owner Bob Miville recalls that he acquired the firm “nearly forty years ago, when it was Chisdale Used Auto Parts”. Miville notes that his daughter Lisa and son Gabe both worked at Aable for over twenty years, and “there came a time, during the Covid, to go on to other things.”

Bob Miville adds that Pinette now owns Aable “lock, stock, and barrel” and “will do a bang-up-job.” The two men speak “almost weekly”. In turn, Pinette notes that Miville

welcomed Paul’s Pick-A-Part to Chelsea years ago, “despite me being a competitor, and he has always given me good advice.”

Bob Miville was one of the founders of the Maine Auto Recyclers Association, together with Jack Bazinet of M&P Auto Parts. The two men, good friends, sent out a mailer to other auto recyclers, resulting in a well-attended meeting in The Senator in Augusta and establishment of the current Association. Bazinet was elected as president, Miville as vice president.

Miville subsequently headed up a MARA partnership with Maine DEP to pioneer a film on proper mercury switch recycling. The film gained national recognition.

In addition to serving Bob Miville’s service as MARA president and then as long-term Director, daughter Lisa Miville served for years as MARA’s treasurer.

**Welcome!**

**First New Members of 2021**

**Bob’s Auto Sales, Biddeford**

**Houlton Towing Auto Salvage and Repair, Littleton**



## Observations on Moving Into Electric Vehicles from Tom Brown, Maine Automobile Dealers Association

The automobile manufacturers whose franchises dealerships hold will soon be offering a significantly more robust set of electrified vehicles, both battery-electric and hybrid plug-in models. Dealerships have for a few years been “encouraged” by their manufacturers to install charging stations, purchase specific equipment with which to service such vehicles, and send their sales-parts-technical personnel to manufacturer schooling on these vehicles.

The obvious challenge is to determine how soon, and if, the buying public will want to purchase such vehicles. To date, that number is small, but growing slowly. Various gov-

ernment incentives, federal and state, have helped some customers migrate to electrified vehicles

The Efficiency Maine Trust is using some VW funds to offer point-of-sale cash rebates on certain models, but it does not have an infinite amount to spend. That Trust is working on expanding eligibility to certain used car purchases of electrified vehicles in the near future.

The vehicle manufacturers, pushed by governments, are committed to electrified vehicles. It is far less certain how much the public is accepting, at least for now.

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### ARA Webinar: What Recyclers Need to Know About Electric Vehicles

This past October, California’s governor issued a mandate requiring that beginning 2035, all passenger cars and trucks sold in California must be zero-emissions. **Massachusetts has just followed suit.** See the handwriting on the wall? The economics of vehicle and fuel costs are also moving in the direction of electric vehicles becoming the best consumer value.

Recyclers must be prepared for this huge shift. The key challenge will of course be the **batteries**. Batteries for electric vehicles are heavy. They pose risks: electric shock; fire;

and explosion. They must be stored separately. Safety is foremost.

The first step in dismantling an electric vehicle is removal of the battery, and determining if it has been damaged. Handling these batteries will require special tools and Personal Protective Equipment. This is expensive.

ARA states that dismantlers handling electric vehicles should have professional certification. And, very important to our industry: Auto recyclers must be assured access to all electric vehicle technologies!

# Demand Data

As more electronic parts sourcing tools become available to your customers, you receive less and less “Do you have...” type phone calls. As a result, your buying information is becoming more and more incomplete. Additionally, your ability to effectively price your parts based on local market demand is continually eroding.

**You're being slowly starved of some of the most critical information your business needs to effectively meet your customer's demand.**

**Your Demand Data provides the complete picture for more accurate Buying and Pricing.**



Part Name	Part Number	Part Description	Part Price
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L
2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L	2011-2012 HONDA CR-V EX-L

- ✓ Imported nightly to your Pinnacle, Powerlink or Checkmate as part look-ups.
- ✓ You specify the radius and volume in your area for PartsTrader requests, part searches from retail buyers and over 750 recyclers.
- ✓ Filter by year range and part types with ability to receive a percentage of the whole amount.

**EXPERIENCE the POWER of BETTER BUYING & PRICING today!**

Contact HOTLINES at (866) 355 - 5350

## **Demand Data by Hotlines Inc.**

The Hotlines Demand Data Solution was designed based on feedback from several of the top recyclers in the industry to arm you with the tools you need to purchase and price parts for profitability.

Let's face it, the "Do you have..." types of calls continue to dwindle as more and more electronic parts sourcing tools become available. Consequently, a big component of your buying data is missing, impacting your ability to effectively meet your customer's demand.

Our service eliminates relying on phone calls to dictate which vehicles to purchase. You'll have access to the tens of thousands of part requests that flows through our hands on a daily basis. It's designed for any recycler who wants to have a substantial impact on their bottom line.

### Benefits:

- ✓ Increased buying power - Automatically import lost sales data into your IMS as a logged search from three different data sources: Hotlines NXG, PartsHotlines e-commerce site, and PartsTrader.
- ✓ Fills the gaps on part requests that the recycler wasn't aware of because it wasn't recorded in their IMS as a lookup.
- ✓ Displays which vehicles are in high demand, based on request activity by part type and vehicle year range in a customizable market, making you more competitive at auction to buy more cars and generate more revenue.
- ✓ Data automatically downloads to Bid Buddy, BidCall, and Bidmate.

### EXPERIENCE THE POWER OF BETTER BUYING

**HOTLINES NXG**

**Hotlines, Inc.**  
427 E Kanesville Blvd  
Council Bluffs IA 51503

**Chris Shoemaker** *General Manager*  
Office: 800.297.2201  
Cell: 531.210.0483

### Maine Auto Recyclers Association Officers

**President** - David Bolduc

DAB, Inc. Freeport

**Vice President** - Dustin Brown

Brown's Exit 27 Salvage, Gardiner

**Secretary** - Paul Pinette

Paul's Pick-A-Part, Chelsea

**Treasurer** - Darryl Brown

Brown's Exit 27 Salvage, Gardiner

**Immediate Past President** - Jeff Bazinet

Auto & Truck Recyclers, Windham

**Executive Director**

Bill Bell



**Maine Auto  
Recyclers Association**

February 2021

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Fax: 888-612-0941  
E-mail: [feedalliance@gwi.net](mailto:feedalliance@gwi.net)

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## **Are you a MARA member?**

### **Some of the benefits of membership:**

- When auto recycling issues arise with Maine DEP or Maine BMV, we meet as a delegation with those agencies to work on solutions.
- We closely follow legislative issues and provide effective representation before Committees.
- If you have a problem specific to your yard, we draw upon experienced members to provide advice.
- All member firms and locations are on our website, [www.maineautorecyclers.org](http://www.maineautorecyclers.org)
- As soon as COVID situation permits, we will resume our Annual Meeting and Banquet, which is free of charge!

**To become a member, return the membership application form on page 7 and your dues check to the office.**

**Thank you!**