



**AUTOMOTIVE
RECYCLERS
OF MICHIGAN**

*The Official Publication of the
Automotive Recyclers of Michigan*

YARD TALK

Issue 2

Summer 2026

The President's Message

As we move into summer, it's hard not to reflect on what has already been an incredibly busy and productive spring for automotive recyclers across Michigan. While many of us are feeling the pressure of rising operational costs, higher fuel prices, and increasing transportation expenses—especially when it comes to moving salvage vehicles from auctions—I continue to be impressed by the resilience, professionalism, and engagement of our membership.



Scott Kooienga

One of the highlights of the spring season was our annual Kent Utter Memorial Scholarship Golf Outing. This event remains one of the most meaningful traditions within ARM, bringing members together while supporting future generations through scholarship opportunities. It was especially meaningful this year to have several members of the Utter family join us. Their presence made the day even more special and served as a reminder of the

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FROM THE EXECUTIVE DIRECTOR:

Our Association is Strongest When We Build it Together

By Jacquelen Timm, CAE

As I sit down to write this message, one thing keeps coming to mind, what an incredible few months it has been for ARM and for our industry!



Jackie Timm, CAE

From advocacy work and training opportunities to golf outings, conferences, webinars, and member visits, these past few months have been a reminder of just how strong and connected this association truly is. One of the things I love most about ARM is that so many of you are more than members, you're friends, colleagues, mentors, and people who make this industry such a rewarding one to be part of.

This spring started with an exciting opportunity at the State of the State, where our President, Scott Kooienga, was able to sit with Rep. Timmy Beson on the House floor and network while helping promote ARM and our industry. Seeing automotive recyclers represented in those conversations matters, and it was a proud moment for all of us.



ARM President Scott Kooienga networks at the State of the State address

We've also continued growing our educational opportunities through webinars and trainings, while strengthening important relationships along the way. I'm especially encouraged by the continued collaboration we've built with EGLE. Between our stormwater webinar and ongoing conversations surrounding EV batteries and future industry concerns, those relationships are helping ensure our members have access to resources, communication, and support as our industry continues to evolve.

Continued on page 4

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2026 ROADSHOW



Scrap Market Report

Foundry Steel.....	\$310.00	gt
Clean Auto Cast	\$360.00	gt
Unclean Motor Blocks	\$340.00	gt
Auto Bodies	\$220.00	nt
Batteries	\$.23	lb.
Copper/Brass Radiators.....	\$3.82	lb.
Aluminum (clean).....	\$.98	lb.
Whole Aluminum Transmissions.....	\$.27	lb.

The Ferrous markets have been relatively stable with June looking to continue that pattern. Non-Ferrous markets continue to surge with copper and aluminum based items leading the way.

Thanks to Brett Schneider at PADNOS Iron & Metal, Holland, Michigan

Prices current as of press time. Prices are subject to change and may vary according to volume and location.



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YARDTALK is published quarterly.

Statements of fact and opinions are the responsibility of the author alone and do not necessarily imply any opinion on the part of the officers, director, or members of ARM.

Please address articles or letters for publication to:

ARM Office
352 S Angola Rd
Coldwater, MI 49036

From the Executive Director

Continued from page 1

In April, we hosted our EV & Hybrid Vehicle Awareness Trainings in Waterford and Grand Rapids, and they truly exceeded expectations. Seeing recyclers, towing companies, first responders, battery companies, regulators, and industry partners all in one room learning together was exciting and encouraging. We were proud to offer those trainings FREE as an ARM member benefit because that's exactly what this association should be doing, providing real value, practical education, and opportunities that help our members succeed.



ARM recently hosted an electric and hybrid vehicle awareness training session led by experts from Salvage Wire

I also had the opportunity to attend the URG/PRP Conference, where I was able to spend time with Michigan members, meet new vendors, build relationships, and participate in educational sessions that challenged us to keep thinking ahead about the future of this industry.



Then came our Kent Utter Jr. Memorial Golf Outing, and what a great day that was. Beautiful weather, an incredible turnout, and so many familiar faces coming together to support the scholarship fund. Events like that remind me how special this industry really is. There's a sense of community here that you just don't find everywhere.

Most recently, I attended Hill Days in Washington, D.C. for the first time, where we met with Michigan legislators to discuss catalytic converter theft, EV battery issues, and other legislative topics affecting recyclers. It was an incredible experience and an important reminder that ARM's voice matters and that advocating for our members remains one of our top priorities.



Closer to home, I also want members to know that our ongoing discussions surrounding TR-9 issues with the Department of State continue to be a major focus for ARM. We know the challenges and frustrations many recyclers are facing, and please know we

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From the Executive Director

Continued from page 4

are working very hard on your behalf. Our Legislative Committee, along with Chair Slater Shroyer, has been spending significant time in conversations, meetings, and discussions to get to the bottom of these concerns and work toward real solutions for our recyclers. Advocacy work isn't always quick or easy, but please know we are committed to pushing forward and continuing those conversations for you.

As we head into summer, I'm looking forward to getting back out on the road for member yard visits. Those visits are honestly one of my favorite parts of this job. Sitting down with members, walking through yards, hearing what's working, hearing what's frustrating, and understanding what challenges you're facing helps us become a better and stronger association.

Because at the end of the day, ARM is here for you.

I truly want to hear from you. What's keeping you up at

night? What resources would help your business? What training opportunities do you want to see? How can we continue providing value to you and your team?

Your feedback matters, and this association is strongest when we continue building it together.

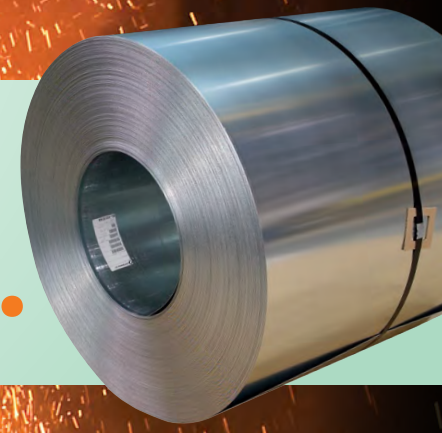
We're already looking ahead to an exciting fall with Road Show planning underway, more webinars on the horizon, additional training opportunities, and more chances to connect throughout the state.

Thank you for your continued support, your involvement, and your trust. I'm proud to be part of this industry and even prouder to work alongside all of you. 🚗

See you soon,

Jackie Timm
Executive Director
Automotive Recyclers of Michigan





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Out with the new.

Recycling — it's all about sustainability. By reusing steel from end-of-life cars, appliances, machinery, bridges, and buildings, we conserve the earth's resources for future generations. OmniSource collects and processes steel scrap, much of which is supplied to Steel Dynamics to be melted and converted into new steel. Working as one, SDI and OmniSource take in the old ... to create the new.

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The President's Message

Continued from page 1

lasting legacy Kent and Barb left on both our industry and our association.

Of course, one of the biggest topics affecting Michigan recyclers over the past several months has been the changes surrounding the MDOS TR-9 process for crushed vehicles. These changes have created challenges and uncertainty for recyclers across our state. At the same time, we have remained actively engaged in discussions surrounding House Bill 5356, legislation intended to address many of these concerns.

ARM is extremely thankful for the opportunity to have a seat at the table throughout this process. With the help of our lobbyist, Nate Love, and the team at Kelley Cawthorne, we have worked directly with stakeholders and legislators to help shape this bill in ways that support Michigan automotive recyclers and protect the future of our businesses. This work reinforces exactly why a strong state association matters.

I'm also incredibly proud of the strong representation ARM members have shown nationally this year. Our members had a tremendous presence at the URG/PRP Networking and Trade Show in Denver, as well as during Hill Days in Washington, D.C. These events

require time away from our businesses and families, but involvement at both the state and national levels is critical if we want to continue driving our industry forward and ensuring our voices are heard.

We are also excited to welcome everyone to this year's ARM Road Show at Premier Auto & Truck Parts. Thanks to the tremendous work of our Executive Director, Jackie, this year's event is shaping up to be one of the best-attended and most successful Road Shows we've ever had. I'm looking forward to opening our doors and spending time with fellow recyclers from across the state.

As summer arrives, I hope you find time to enjoy your family and friends, appreciate the freedoms we enjoy as our nation celebrates 250 years of independence, and take a moment to thank the men and women—past and present—who have served and continue to serve in our military.

Thank you to every one of our members for making ARM what I believe is the best state automotive recycling association in the country.

Have a safe, successful, and enjoyable summer. 🚗





TRIVIA

1. What year was the Automotive Recyclers of Michigan (ARM) founded?

- A) 1967
- B) 1972
- C) 1981
- D) 1990

2. Which Michigan state agency oversees TR-9 forms and title processing for recyclers?

- A) EGLE
- B) MDOT
- C) MDOS
- D) MSP

3. Where will the ARM Road Show be held this year?

- A) Lansing
- B) Grand Rapids
- C) Cedar Springs
- D) Detroit

4. Which of the following is a service provided by the Automotive Recyclers of Michigan (ARM)?

- A) Legislative advocacy
- B) Vehicle repair
- C) Auto sales
- D) Insurance underwriting

5. ARM's annual golf outing is held in honor of which family?

- A) The White Family
- B) The Utter Family
- C) The Ruby Family
- D) The Glen Family

Good luck! Please see answer key on page 27.

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By Nate Love of Kelley Cawthorne

Legal & Government Relations Counsel to ARM

The legislature remains in session although work has slowed to a record-breaking level, with less than twenty bills making it to Gov. Whitmer’s desk for signature. The legislature is expected to remain in session through late June to finish work on the budget for the coming fiscal year. Following that, they will adjourn until late fall as legislators return to their districts to campaign for the upcoming election.

We do not expect high levels of legislative activity this year due to the upcoming campaign season. With the governor, U.S. Senate, U.S. House, Michigan House, and Michigan Senate all up for election, we expect a heavy amount of electoral activity beginning in the summer and continuing through election day in November. This will limit the amount of legislative work that is accomplished.


ARM remains engaged with the Department of State on issues related to the Department’s interpretation of statutes regarding TR-9 forms. Other vehicle titling issues related to the interpretation have begun to surface as well. If you are experiencing issues related to vehicle titling and shredding of vehicles, please contact ARM to make us aware of the issue. ARM will remain engaged on the issue and update members as developments occur.

ARM continues to work with legislators, stakeholders, and the Department of State to move HB 5356 forward. This legislation would amend statute to update practices involving TR-9 forms, most notably creating an electronic version of the form that could be submitted instead of paper copies. The bill was moved out of the House Committee on Regulatory Reform earlier this year, and ARM is now engaged with other legislators to ensure support as the bill works its way through the House floor process. We will continue to update ARM members as the legislation moves. 🚗

▶ WEBINAR

BATTERIES AND THE WORLD WE WORK IN



 Batteries are part of our every-day life in the workplace, and particularly more-so in the vehicle world. This webinar will assist in identifying hazards and best-case handling methods while adhering to Local, State, and Federal regulations.

 **JULY 15, 2026** |  **2:00 PM ET**

OUR EXPERT SPEAKERS

TOM EDWARDS
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Vesco Clean Energy LLC, Battery Management

STEPHANIE DIX
Director of Supply Chain and Logistics
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ADAM HANCOCK
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MEMBER SPOTLIGHT

Q&A with Reed Schram, Owner & GM Schram Auto and Truck Parts

By Jackie Timm

For more than 100 years, Schram Auto and Truck Parts has been part of Michigan's automotive recycling story. Today, the fourth generation is carrying that legacy forward, and Reed Schram is one of the people making sure the family tradition stays strong. I caught up with Reed to chat about the history, the changes he's watched unfold, and what still drives his passion for the industry.



For those who may not know the full story, tell us about the Schram family and how Schram Auto Parts got its start.

Reed: "Our story goes back to 1920 when my great grandfather, Harold Schram Sr, moved from Escanaba to Pontiac to

work for the Pontiac Motor Car Company. He started scrapping cars on the side, and in 1923 someone asked to buy a part off one of those cars. That moment changed everything. He realized there was value in the parts, not just the metal, and that's how Schram Auto Parts began.

As for me, after I graduated, I moved to Florida and worked for Manheim Auto Auctions for a few years. It was a great experience, but my heart was always in the family business. I knew where I belonged, so I came back home to work at Schram's. Being part of this legacy means a lot to me."

You've seen a lot of changes in automotive recycling over the years. What stands out as the biggest change you've experienced?

Reed: "Becoming part of the trucking network was huge. It opened up so many opportunities. It let us say yes to more customers, move parts faster, and sell to other yards in ways we couldn't before. That was a major shift and one of the biggest opportunities we've had."

What's been the key to Schram Auto Parts' success and longevity?

Reed: "Hard work and discipline. That's how every generation before me did it, and that's how we still do it today. But relationships are a big part of it too. This industry is built on trust. The connections you make with customers, other recyclers, and vendors really matter. Those relationships keep us going."

What do you enjoy most about the business today?

Reed: "I've always loved this. I'm a car guy, but I'm also a numbers and data guy. I like running reports, solving problems, figuring things out. There's always something new to tackle. Honestly, everything about this business keeps me interested. There's always a new challenge."

What's one piece of advice you'd give someone who's new to the automotive recycling world?



Reed: "Try to soak up everything you can. Keep an open mind. Join profit team, go to tradeshow, learn from other people. This is a weird industry in the best way. Your competitors are also your friends and your teachers. Never think you know more than anyone else. The minute you stop learning, you fall behind."

Outside of work, what keeps you busy? What might fellow ARM members be surprised to learn about you?

Reed: "I've got five daughters, so family time is a big part of my life. I love concerts, and I'm a huge sports junkie. Lions, Pistons, all of it."



A Legacy Still Growing

From Harold Schram Sr's first scrapped cars in 1923 to becoming one of the most respected operations in the country, Schram Auto and Truck Parts has always been built on hard work, innovation, and family.

Reed represents the next chapter of that story, honoring the past while pushing the business forward. With leaders like him, the next 100 years look just as promising as the first. 🚗



Join the Automotive Recyclers of Michigan (ARM) for our 16th Annual Road Show & Business Networking Conference in 2026! The annual Road Show Conference is where Michigan's recyclers come to learn, connect, and get energized about what's next in the industry.



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A Beautiful Day on the Course: ARM's Kent Utter Jr. Memorial Golf Outing Brings Industry Together

The Automotive Recyclers of Michigan (ARM) was proud to host another outstanding Kent Utter Jr. Memorial Golf Outing on May 18 at Copper Ridge Golf Course in Davison, Michigan.

From the moment golfers arrived, it was clear the day would be something special. With beautiful weather, a full course, and an incredible turnout of industry friends and supporters, the outing brought together more than 100 golfers, sponsors, recyclers, vendors, and supporters from across the state for a day filled with camaraderie, laughter, and meaningful connection.

A particularly memorable part of the event was welcoming members of the Utter family, who opened the outing with heartfelt remarks honoring the memories of Kent and Barb Utter. The family then spent the day golfing alongside fellow recyclers and longtime friends of the industry.

The Kent Utter Jr. Memorial Golf Outing directly benefits the Kent Utter Jr. Memorial Scholarship Fund, which was established in memory of ARM's past executive director. The scholarship fund provides

financial assistance for college and secondary education opportunities to ARM member families and employees, helping invest in the future of our industry and communities.

Thanks to the tremendous support shown by attendees and sponsors, this year's outing was another major success for the scholarship program and a true reflection of the generosity within the automotive recycling industry.

ARM extends its sincere appreciation to all golfers, sponsors, volunteers, and supporters who helped make the event such a memorable day. Your continued support and participation make it possible for the scholarship fund to continue creating opportunities for deserving students year after year.

We are already looking forward to next year's outing! Be sure to save the date for the 2027 Kent Utter Jr. Memorial Golf Outing, scheduled for May 24, 2027, at Emerald Golf Course in St. Johns, Michigan. We can't wait to see everyone back on the course! 🚗





See more photos of our golf outing on page 16!



Mark your calendars for our next golf outing:
May 24, 2027—Emerald Golf Course in St. Johns, MI

THE *Barbara L. Utter* AWARD



The Barbara L. Utter Award is designed to honor individuals in **administrative, accounting, and/or management roles** who consistently demonstrate exceptional dedication, problem-solving skills, and a positive impact within their organization.

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NOMINATION PROCESS

Please submit the nominee's name, organization, contact information, your information and a brief paragraph describing how they demonstrate excellence to ARM at

arm@mi.automotiverecyclers.org.



APPLICATION DEADLINE: **JULY 15, 2026**

Let's celebrate the people who make a difference every day.

2026 ROAD SHOW
 SATURDAY SEPTEMBER 19TH

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ARM's 16th Annual Road Show & Business Networking Conference
 September 18-19, 2026 | Premier Auto & Truck Parts | Cedar Springs, MI

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Registration is priced **per facility**, making it easy and affordable to bring multiple team members.

- ARM Members:** \$290
- Non-Members:** \$350
- Out-of-State Yards:** \$290
- Team PRP Sales School:** \$290

Friday Night Pub Crawl

Kick off the weekend in downtown Rockford with an evening of networking, exclusive drink specials, and fun with industry peers.



Get your products and services in front of Michigan's automotive recyclers and industry decision-makers.



Team PRP Sales School Returns!

In partnership with TEAM PRP and Profit Team, we're offering a one-day Sales School as part of this year's conference.

Designed specifically for sales professionals, this focused track provides practical strategies to increase regional sales, build stronger relationships, and learn proven industry best practices.

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Available opportunities are listed on the website.

We are also looking for silent auction items to help make this year's event a success. Silent auction donations are a great way to highlight your business, contribute to ARM's mission, and support programs that directly benefit our members and industry. Items of all types are welcome—tools, services, experiences, gift baskets, and more.



Take the Plunge for ARM PAC!

Support the ARM PAC and nominate someone for the dunk tank at the Road Show! Nominations start at \$200.

The ARM PAC helps ensure the automotive recycling industry's voice is heard by policymakers and supports advocacy efforts on issues impacting our businesses.



Please note: PAC contributions must be made via personal credit card or personal check. Corporate contributions cannot be accepted. 🚗

Learn more and register at automotiverecyclers.org

ARM PUB CRAWL

**September 18, 2026
6:00 - 10:00PM**

Join us for a pub crawl through downtown Rockford! Start at Hotel Rose for check-in, swag, and your map, then head out to five iconic stops, each featuring exclusive drinks for us! Don't miss a bonus stop at Youngs Insurance for free food and fun along the way!



Team PRP PREMIUM RECYCLED PARTS

Team PRP is partnering with us and Profit Team to host a **one-day Sales School**, held alongside the conference sessions.

This dedicated salesperson track is designed to boost regional brokered sales, strengthen relationships, and share best practices, while also supporting strong attendance and continued collaboration at state events.



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ARA Hill Days 2026

By Amber Kendrick

In Attending the annual ARA Hill Days for the second time was incredibly interesting and empowering for me. Last year, I combined the work trip with fun and stayed in DC to enjoy the museums, restaurants, and history. This year my timeline was tight, but the quick turnaround made the trip possible for me during a busy time for me at Pete’s Auto Parts. I flew on Tuesday, May 17th and back out Thursday, May 19th, but ARA fit in a lot of fun as well as learning and advocating.

The event kicked off with a sailing experience from the Annapolis marina, and the participants enjoyed seeing the Blue Angels buzz right over the boat. I flew in just after that neat excursion, but joined the group for networking at the opening reception that evening and everyone went to dinner with recycler friends.

The next day, after a group breakfast, we had training on all the issues we would be talking to our congresspeople about, led by Michigan’s very own, Slater Shroyer, owner of Shroyer’s Auto Parts and chair of the ARA Governmental Affairs committee.

Perhaps the most exciting bit of legislation advocacy came from our request for the EPA to update the 1986 Enforcement Policy by establishing a performance-based standard for used OEM catalytic converters. Forty years ago, given leaded gasoline and the emissions controls



Slater Shroyer, chair of ARA Governmental Affairs committee, educates recyclers on important legislation

and technology at the time, the EPA’s stance on not allowing the reuse of catalytic converters made some sense. Thanks to unleaded gasoline and modern diagnostics, this guidance is very outdated, and has led to prohibitive repair costs. We asked our legislators to redo this old outdated language and give automotive recyclers the ability to get good used catalytic converters into their constituents vehicles to save them expense and lessen environmental impact.

We also learned about the PART Act (S2238/HR5221) which seeks to require a stamp on catalytic converters with the VIN or other unique identification number, the same way the VIN is required to be stamped on the frame and other key components. Catalytic converter thefts is again on the rise, and this bill would allow for law enforcement to link stolen catalytic converters to the vehicles from which they were stolen. It also codifies catalytic converter theft as a criminal offense.

We learned about the REPAIR Act (S1379/HR1566) which seeks to establish a Fair Competition After Vehicles Are Sold Advisory Committee to advise the FTC. Should this legislation pass, it would create an advisory committee made up of automotive industry representatives, however it names 11 representatives and does NOT list an automotive recycler seat on the advisory Committee. The recycled parts industry is listed in the Senate bill 1379 Section 4, stating “A motor vehicle manufacturer shall not employ any barrier that impairs the ability of...



Amber Kendrick and Slater Shroyer meet with Austin Firelli from Senator Elissa Slotkin’s office

(iv) an aftermarket parts manufacturer, a motor vehicle equipment manufacturer, a remanufacturer, a junk yard, a salvage yard, or a motor vehicle repair facility (including their distributors and service providers) to produce or offer compatible alternative parts”; yet we are not granted any meaningful representation on the committee, unlike the aftermarket and new OE sectors, repairers and dealers, etc.

Recycled OEM parts make up an estimated 12-20% of the replacement parts market, yet our perspective could easily be overlooked if we’re not included in those conversations. When we met with the staffers, we stressed that we are not pushing for this legislation—but if it goes through, we should have a seat at the table, a spot on the committee. For our industry ensure recycled parts remain a viable option in the future, protecting consumer choice, having a voice in these policy discussions is as important as the legislation itself.

The REPAIR Act was a fun bill to talk to both democrats and republicans about, especially because the bill has bipartisan support with 22 democratic and 22 republican bill sponsors in the House and 6 democrat, 2 republican sponsors in the Senate. Much of the legislation we discuss is bipartisan, and the ARA training also goes through how to focus on the business/small government side of the issue for some and the benefits to the consumer and the environment in others.

At lunch, we were treated to a presentation on electric/hybrid vehicle battery recycling by Mark Bacchus, the Senior Manager of Chemical Management at Toyota Motor Sales USA and Tina Singh, Principal Engineer, Sustainability & Regulatory Affairs, Toyota Motor North America, who have spearheaded a program to work with recyclers to collect stranded electric vehicle batteries. Many automotive recyclers are facing challenges with these batteries that have no value—the ones that can be resold are no problem, it’s the ones without value that are taking up space, increasing fire hazards, and are driving some recyclers to refuse to purchase electric vehicles. Toyota has been actively working with recyclers on a test pilot program to recover stranded batteries.



ARA members on Capitol Hill

Toyota sees how automotive recyclers can play an even more important role in recovering valuable materials and components. They highlighted their new efforts to design vehicles with easier disassembly, increased recycled content, and materials that can be more effectively recovered and reused. In the growing push toward a circular economy—driven by environmental goals, supply chain security, and emerging regulations around the world—the Toyota reps described collaborations with recyclers to improve vehicle design, pilot projects that simplify component removal, and investments in battery manufacturing and recycling infrastructure.

Since Hill Days, there was some great movement on this subject, as in Colorado they signed Senate Bill 26-003 into law. This mandates that manufacturers take back batteries (if they cannot be reused or repurposed) and provides funding for training and certification programs. ARA is hopeful that many states will use Colorado’s framework and that we see more programs like what Toyota has been doing. “The bottom line,” said Vince Edivan, Executive Director of ARA, “is that Colorado’s new law delivers exactly what the industry has been calling for: clear responsibility, market-based flexibility, protection for auto recyclers, and a model that is scalable nationwide. Most importantly, it proves that when the automotive recycling industry has a seat at the table, the outcome works.”

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ARA hosted a fun networking event at an F1 bar and arcade. We first rode a bus to the capital, had our picture taken on the steps, then proceeded to the event. Good food, fast racing, and chatting with friends in the industry was just what we all needed after a long day in a conference room! Some people went out on the town and others went back to the hotel afterwards. Washington DC is a blast by scooter!

Before we left the ARA training Wednesday, we were given maps of the house and senate buildings and the area, as well as a schedule of our appointments Thursday. The ARA staff sets these appointments for us in advance, although not every office will make an appointment, so some people will have a "TBD" and just drop by the office and try to speak to someone. Last year, I had one of those, and I went and waited in the office and someone was able to meet with me. This year, returning, I recognized several of the people I had met with last year and they recognized Slater and I, which was a great head start.

It's surprisingly easy to remember the information they give you in the training, because it relates so directly to our business and to everyday consumers. At the end of the training they focused on how to talk to the staff members or congresspeople about the issues. Most first time attendees are a bit nervous, I know I was, but it helps to have many in the room who assure you that

you will make a human connection and it will flow naturally from there.

The staff I met were all from Michigan, and it was easy to chat with them. In every state, there are dominating industries and lobbying groups, and it's no surprise that in Michigan, home of Motor City, our politicians are keen to know where the OEMs stand on issues. We were very aware going into the meetings that some of the things we were asking for, namely the stamping on catalytic converters to prevent their theft, require the OEMs to increase expenses. We acknowledged this, got



Amber, Roger Schroeder from Car-Part and Slater pose for a picture after meeting with the office of Representative Bill Huizenga

the elephant in the room out of the way, and shared the knowledge that the big three headquartered in Michigan (Ford, GM and Stellantis), were not opposed to the catalytic converter stamping, it was other manufacturers that stood against it. There are some hard sells in Michigan when it comes to asking for legislation that OEs may oppose, but we can pretty easily head that off when we detail that it will cost them about \$0.07 per catalytic converter to stamp them, with great benefit to law enforcement, consumers and businesses.

Overall, the experience was wonderful. When you explain to a staffer how catalytic converter theft is happening and how easily it could be stopped, or how it's costing people thousands upon thousands of dollars to replace a catalytic converter because of 40 year old language, or explain why recyclers deserve a committee voice in the REPAIR act, it really resonates. They may be politicians in the capitol, but when you talk to them about the real world, they get it. And we may just have a chance to make a change, or at least secure a seat at the table. 🚗



ARM Members in Colorado for the URG/PRP Conference!



ARM Hosts Successful EV & Hybrid Vehicle Safety Trainings

As electric and hybrid vehicles continue to become more common in Michigan, safety and education are more important than ever. To help industry professionals stay ahead of evolving vehicle technology, the Automotive Recyclers of Michigan (ARM) hosted two highly successful Electric & Hybrid Vehicle Awareness Training sessions on April 24 in Waterford and April 25 in Grand Rapids.

More than 75 attendees participated in the two-day training series, including automotive recyclers, towing companies, first responders, battery companies, EGLE representatives, dismantlers, and other industry partners.

The trainings were led by nationally recognized EV safety expert Andy Latham of Salvage Wire, who provided practical, real-world instruction on safely handling electric and hybrid vehicles. Participants received CIWM-accredited training covering battery hazards, proper PPE and isolation procedures, emergency response protocols, and safe handling practices from vehicle intake through dismantling.

One of the highlights of the trainings was the hands-on learning experience made possible through donated vehicles and industry collaboration. ARM extends a sincere thank you to **Schrams Auto and Truck** and **Premier Auto and Truck** for sponsoring the events and donating vehicles used during demonstrations and instruction.

ARM also appreciates the partnership and support of

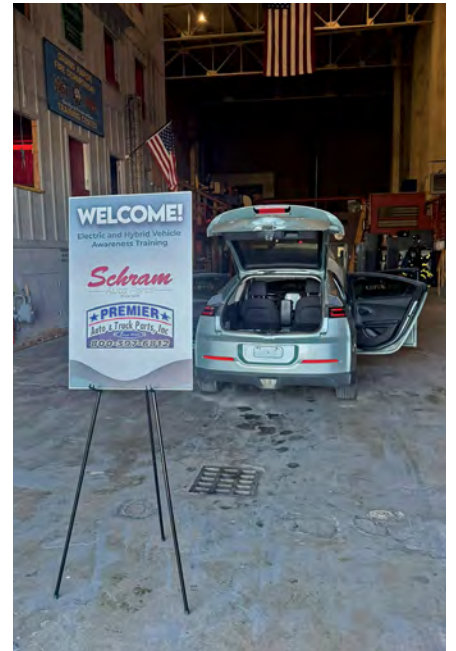
the Waterford and Grand Rapids Fire Departments, whose involvement helped bring together recyclers and first responders for valuable cross-industry learning and discussion.



“These trainings are about making sure our industry is prepared, informed, and safe as vehicle technology continues to evolve,” said ARM Executive Director Jacquelen Timm. “Bringing together recyclers, towers, emergency personnel, and regulators in one room creates important conversations and strengthens our industry as a whole.”

As an added value to membership, the trainings were offered FREE to ARM members as part of ARM’s ongoing commitment to providing meaningful education, safety resources, and professional development opportunities for the industry. 🚗





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Calendar of Upcoming Events

- July 15, 2026 **ARM Webinar**
Batteries and the World We Work in
Virtual – 2 pm
- August 19-20, 2026 **GCOR and EZ Suite 3rd Annual Customer Appreciation Event**
Columbus, OH
- September 19, 2026 **ARM Road Show & Business Networking Conference**
Premier Auto & Truck Parts
Cedar Springs, MI
- October 14-17, 2026 **ARA Convention**
Atlanta, Georgia

Finding Hidden Revenue in Your Yard

By Amber Kendrick

At the 2026 PRP/URG Conference, Jason Howell from All Import Auto Parts in Fort Worth, Texas challenged recyclers to rethink a simple question: Are we truly maximizing the revenue potential of every vehicle we buy?

His presentation focused on a reality many yards face every day. While operators spend significant time searching for the next vehicle to purchase, there is often untapped profit already sitting in inventory, hidden in core returns, overlooked components, underpriced parts, and online sales opportunities.

Howell highlighted the importance of developing a strong core management program. Many recyclers know cores have value, but few manage them with the same discipline they apply to parts sales. Successful operators understand which cores are currently commanding premium prices, regularly compare their inventory against current core demand lists, and proactively identify aging inventory that may have greater value as a core than as a stocked part. Rather than making coring decisions when inventory becomes a problem, Howell encouraged recyclers to make those decisions strategically and in advance.

He also suggested examining the processes surrounding core returns. In many operations, employees research values multiple times throughout the transaction cycle. By creating a standard operating procedure that captures the necessary information when the credit is initially written, recyclers can eliminate duplicate work, improve efficiency, and ensure they maximize the value recovered from every core.

Online marketplaces offer unique opportunities. Howell shared a case where a Toyota Tacoma rear seat listed in a yard management system for approximately \$150 sold online for nearly \$1,000. The part itself had not changed; only the marketplace had. His point was clear: a yard management system price is not necessarily the market price. Recyclers who rely exclusively on traditional pricing methods may be significantly undervaluing (or overvaluing)! certain components.

To better understand real market demand online, Howell recommends regularly reviewing completed sales on eBay Motors rather than simply looking at current listings. Asking prices tell only part of the story. Completed and sold listings reveal what buyers are actually willing to pay. This information can uncover surprising opportunities on parts that may have little local demand but command premium prices nationally.

The examples Howell used showed excellent opportunities. Certain electronic modules, specialty interior components, and niche vehicle options can bring extraordinary returns when marketed correctly. Howell cited Toyota FJ Cruiser subwoofers selling for hundreds of dollars and discussed how seemingly ordinary electronic modules from vehicles such as the Lincoln MKT can carry values far above what many recyclers would expect. The lesson is that some of the most profitable parts in a vehicle are not always the most obvious ones.


Pricing, Howell emphasized, should never be viewed as a one-time activity. Markets change constantly, and successful recyclers adapt with them. His preferred approach combines manual pricing for high-value and fast-moving inventory with automated pricing tools for the remaining inventory. Rather than attempting to micromanage every part in stock, recyclers should focus their attention where pricing decisions have the greatest impact on revenue.

Howell recommended trying tools such as OPD Smart Search, which can help identify what parts are currently selling, what has sold recently, and the prices buyers are paying. This allows managers to focus their efforts on repricing the inventory categories that move the needle financially while spending less time on low-value items with limited upside.

He also encouraged recyclers to periodically audit inventory with fresh eyes. In some cases, parts attached to vehicles headed for the crusher may be worth significantly more than their scrap value. Even something as simple as removing aluminum brackets or copper wire before crushing can add meaningful revenue over the course of a year.



ARM PAC



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A major theme throughout the presentation was the growing importance of quality online listings. With a large percentage of online buyers now shopping from mobile devices, many customers never read lengthy descriptions. Instead, they make decisions based primarily on photos. That means the quality of a listing’s images may have as much influence on a sale as the description itself.

Howell demonstrated how artificial intelligence tools are helping recyclers streamline this process. Applications such as PhotoRoom can automatically remove backgrounds, center parts, and create cleaner, more professional-looking images in seconds. The technology allows recyclers to improve listing quality without dramatically increasing labor requirements.

Stressing the value of photographing individual parts, (rather than relying solely on vehicle images), Howell encouraged recyclers to develop detailed SOPs around photographs. While many recyclers acknowledge the importance of detailed photos, few consistently execute the process. By building photography and online merchandising into the workflow, valuable parts are presented more effectively and ultimately sell for higher prices.

The overall message from Howell’s presentation was straightforward: maximizing revenue per vehicle is not necessarily about buying more cars. In many cases, it is about extracting more value from the vehicles already sitting in your yard. Whether through stronger core management, smarter pricing, better online merchandising, or identifying overlooked high-value components, significant profit opportunities may already exist within inventory many recyclers see every day. 🚗

ARM Trivia Answer Key

1. Answer: B) 1972
2. Answer: C) MDOS
3. Answer: C) Cedar Springs
4. Answer: A) Legislative advocacy
5. Answer: B) The Utter Family

F.Y.I. The deadline for the next issue of the Automotive Recyclers of Michigan’s *YardTalk* newsletter is **October 15, 2026**. If you would like to place an advertisement or submit an article, please call the ARM office at 810-695-6760.



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