

**This is YOUR ARA, dedicated to protecting the interests of the Automotive Recycling Industry, and**

**WE CAN'T  
DO IT ALONE!**



## Why Join ARA?

*An EASY Choice*

- When you join ARA you are joining the **Voice of Automotive Recycling, helping to protect and advance your industry** and ultimately - **your company's interests**.
- **Every member counts!** With each voice, our presence becomes stronger and we are able to **stand up against potentially harmful legislation and provide greater resources** that will **improve and promote your company**.
- **There is no greater return on your investment.** The Annual dues are **priced affordably** so that **every recycler will be able to benefit** and the association will still be able to provide each member with the **best protection, resources and training available**.

## What Are the Benefits? (see next page for details)

### Interests

- Direct Legislative Alerts
- Online Legislative Action Center
- State and Federal Bill Tracking
- Representation on Capitol Hill

### Resources

- Exclusive Membership Benefit Providers
- Members-Only Website Access
- *Automotive Recycling* Magazine Subscription
- Weekly Industry Insider E-Newsletter
- ARA Scholarship Foundation
- ARA Educational Foundation
- Environmental Compliance Center

### Promotion

- Online Membership Directory
- Individual Use of ARA Member Logo on Company Website, Print and Electronic Materials
- Industry Image Campaign

### Networking

- Annual Convention & Exposition
- Peer-to-Peer Connection
- Annual Hill Days & Business Development Conference
- Committee Workgroups

### Training

- ARA University
- Airbag Protocol and Hazmat Training
- Certified Automotive Recycler and Gold Seal Certification Programs
- Specialized Educational Seminars and Conferences
- Industry Standards & Codes

## Benefit Provider Programs

### Business Member Insurance Program

Wells Fargo Insurance Services specializes in creating affordable, customized insurance solutions for the automotive recycling, dismantling and salvage industry. With over 150 offices and 4500 insurance professionals across the country, Wells Fargo represents many if not most of the carriers currently writing business in your industry.

### Energy Buyers' Program\*

Provides an opportunity for auto recyclers to lower utility-related expenses. (\*Deregulation not yet available in all states).

### HazMat Shipping Program

This exclusive program allows members to utilize an Emergency Response Hotline for Airbag shipping – saving hundreds of dollars compared to similar programs.

### Mitchell RepairMate™ Parts Look-Up System

Quickly and easily access the most comprehensive and reliable collision parts and labor information for validating costs, estimates, and cross-referencing part information in a user-friendly CD format for a special member rate.

### Personalized Safety Gloves & Other Products

This program allows members to promote their business by purchasing personalized safety gloves and other products at reduced prices from Top Hand Glove.

### Uniform Services Program

UniFirst, a leader with 80 years experience, providing a nationally priced service program for uniforms, career apparel and other associated facility services.

## Training

### ARAUiversity.org

Launched by the ARA Educational Foundation, this online training and information platform offers members important certifications, sales training, seminars, and vehicle compliance 24-hours a day, seven days a week.

### Airbag Protocol

Offers members training and instruction in the handling, maintenance, packing, and shipping of OEM non-deployed airbag modules and the certification of airbag technicians. Airbag resources contain two software applications, one focusing on Airbag Training and the other on Airbag Inspection.

### HazMat Training CD Program

Certifies and provides members with the proper training for HazMat shipping at a substantially lower cost than most programs.

### Certified Automotive Recycler (CAR) Program

Designed exclusively for ARA members to advance their general business practices, waste & hazardous material handling, and safety practices. This prestigious industry credential is being recognized globally as the professional standard for automotive recyclers.

### Gold Seal Certified Automotive Recycler Program

Endorsed by the Automotive Service Association (ASA), this program allows members to join forces to take a proactive stance to improve quality and increase customer satisfaction.

## Resources

### ARA Educational Foundation

Dedicated to the educational training of the Automotive Recycling Industry, the foundation researches and develops the curriculum of the ARA University and aids in the development of the content of ARA educational seminars and presentations.

### ARA Scholarship Foundation

Annually awards grants to employees' children of direct members of the ARA for all post-high school educational pursuits to qualifying eligible applicants, worldwide.

### Automotive Recycling Subscription

Bi-monthly, members receive *Automotive Recycling*, the official publication of ARA. Written exclusively for professional auto recyclers, this magazine gives the latest industry trends, time-and-money saving tips, wealth-building ideas, technical updates and other industry-focused information needed to make informed decisions in today's competitive marketplace.

### Automotive Recycling Weekly E-Newsletter

Members receive up-to-date developments affecting the industry, international news as well as instrumental association updates and promotional offers.

### Exclusive Members-Only Website

ARA's website is the industry's #1 resource for automotive recycling information -- currently receiving more than 11,000 visitors a month from users worldwide. ARA members have access to an exclusive members-only section of the site.

### ECAR Center

ARA has developed a compliance assistance center at [www.ECARcenter.org](http://www.ECARcenter.org). This user-friendly site centralizes relevant and current information to help professional automotive recyclers. In addition to outlining the federal EPA regulations, the site features a state-by-state synopsis of requirements as they apply to each activity associated with recycling motor vehicles.

## Networking & Promotion

### Annual Convention and Exposition

ARA annually sponsors the industry's premier event. The four-day event provides networking opportunities with industry peers and unsurpassed industry-specific educational programs and seminars, plus "one-stop shopping" at the industry's leading trade show. ARA members receive fantastic discounts on convention registration.

### Member's Online Directory

Increase your exposure to the parts buying public and promote trade. This directory is an excellent reason for someone becoming a member of ARA. If you are not a member of ARA, you are going to be losing business. People who are looking for recycled parts can find his or her nearest ARA member very easily.

### Public Online ARA Member Parts Search

The ARA website attracts thousands of visitors each month, as the leading source of automotive recycling industry news and information. ARA provides a public green parts search link that allows customers to search for parts from exclusively ARA members. This could mean thousands of potential new customers for ARA members.



# Fill Out Application Below Today Gain Full Access To All ARA Benefits

## How to Join?



### EASY APPLICATION

#### STEP 1 SELECT MEMBERSHIP TYPE

**Direct**

Any individual, firm, partnership or corporation engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts. (Voting; Full Benefits)

**Branch**

Any firm, partnership or corporation engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts which is owned by the same individual(s), firm, partnership or corporation as the current and direct ARA member in good standing. The largest operation must pay full membership dues (based # of employees) in order for the branch(s) to be eligible. (Voting; Full Benefits)

**Associate**

Any individual firm, partnership, or corporation engaged in the business of selling new motor vehicle parts, manufacturers of equipment, supplies or services to the recycled automotive parts industry. (Non-voting)

**Affiliate Chapter**

Any association of at least 10 individuals, firms, partnerships or corporations engaged in the business of selling or dismantling and salvaging of recycled motor vehicle parts. (Voting; one vote per group. Group benefits to a central office.)

**Central Office**

Any business entity having a central office or control facility which is not principally engaged in the business of dismantling and/or salvaging recycled automotive parts, but which entity owns, franchises, or otherwise controls a group of separate business locations which are directly engaged in the business of dismantling and/or salvaging recycled automotive parts. (Voting; one vote per central office.)

#### STEP 2 ENTER COMPANY & PAYMENT INFORMATION

Please print or type below.

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

Contact Name \_\_\_\_\_ Title \_\_\_\_\_

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

Shipping Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Website \_\_\_\_\_ Referred By \_\_\_\_\_

**Please check all that apply:**

U-Pull-It  Domestic Auto Parts  Foreign Auto Parts  Truck Parts (Light)  Truck Parts (Mid-weight)  Truck Parts (Heavy)

**Total number of employees, including owners & officers** \_\_\_\_\_. **Total amount enclosed \$** \_\_\_\_\_.

**METHOD OF PAYMENT**  Check Enclosed (Payable to ARA in U.S. Dollars)  Visa/MasterCard

Account # \_\_\_\_\_ Exp. \_\_\_\_/\_\_\_\_/\_\_\_\_ 3-Digit Code \_\_\_\_\_ Billing Zip \_\_\_\_\_

Name on Card \_\_\_\_\_ Cardholder's Signature \_\_\_\_\_

#### STEP 3 RETURN TO ARA

Please mail to: Automotive Recyclers Association, 9113 Church St., Manassas, VA 20110-5456 USA or fax to: (571) 208-0430. **For more information, call (571) 208-0428, or toll-free (888) 385-1005. Visit [www.a-r-a.org](http://www.a-r-a.org).**

\*Contributions or gifts to the Automotive Recyclers Association are not U.S. tax deductible as charitable contributions. However, they may be deductible as ordinary and necessary business expenses. In accordance with the "Omnibus Budget Reconciliation Act of 1993" (H.R. 2269) 10% of ARA dues have been allocated to lobbying efforts. Accordingly, 10% of your dues payment will no longer be tax deductible for U.S. federal income tax purposes. Canadian and international members, please consult your country's tax laws.

#### MEMBERSHIP DUES

|                              |                    |           |
|------------------------------|--------------------|-----------|
| <b>U.S.</b>                  |                    | Employees |
| <b>DIRECT</b>                | \$375              | (1-4)     |
|                              | \$500              | (5-9)     |
|                              | \$750              | (10-15)   |
|                              | \$1,000            | (16-up)   |
| <b>BRANCH</b>                | \$375              |           |
| <b>ASSOCIATE MEMBERS</b>     | \$625              |           |
| <b>AFFILIATE CHAPTERS</b>    | \$625              |           |
| <b>CENTRAL OFFICE</b>        | \$2,500            |           |
| <b>INTERNATIONAL</b>         | (all member types) |           |
| <b>Canada</b> (NAFTA Non-US) | \$375              |           |
| <b>Int'l</b> (Non-NAFTA)     | \$250              |           |