



**AUTOMOTIVE  
RECYCLERS  
ASSOCIATION®**  
ESTABLISHED 1943

ROE - Recycled Original Equipment®

**CHARGING THE FUTURE  
OF AUTO RECYCLING**

**2025**

**ARA MEDIA KIT**

# GET THE MARKET ADVANTAGE



## PRINT POWER

### Automotive Recycling



- **Automotive Recycling Magazine**  
The auto recycler's strategy for success includes reading ARA's award-winning industry publication.

Insightful articles work to improve the operating efficiency of ROE—Recycled Original Equipment® auto parts businesses.

Topics include: Trends, safety & compliance, electric vehicle technology, battery recycling, equipment & machinery, as well as expert columns, best practices, profiles, and more.



- **ARA Annual Membership Directory**  
**BE SEEN in the WHO'S WHO of the industry.**  
Every ARA member receives this powerful resource to help them stay connected to each other and to services providers to the Industry.



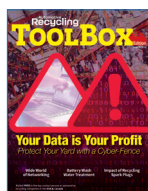
- **ARA Annual Buyer's Guide**  
**Most comprehensive GO-TO guide of industry vendors, consultants & suppliers.**  
This go-to Guide for Industry resources connects you to the auto recyclers looking to improve business operations.



- **ARA Annual Convention & Expo Program**  
The guide to ARA's largest gathering of the auto recycling industry.

As an exhibitor, advertising in the ARA Convention Program primes the pump to have your booth become a primary stop for attendees! (Available exclusively to exhibitors and sponsors.)

### Automotive Recycling Toolbox



- **Toolbox Magazine**  
**A trade show in print!**  
Auto Recycler's Toolbox® magazine reaches a broad range of auto salvage facility owners and employees who may not participate in industry events and trade shows, or may not have a large network of peers to gain advice on practical information to run their business.

It is mailed complimentary to the top contact person at auto recycling companies, and is distributed at industry events. A flipbook and blog are located on [autorecyclingnow.com/toolbox](http://autorecyclingnow.com/toolbox).

## DIGITAL IMPACT

- **A-R-A.org official Website**

ARA's official website aligns your brand with the leading international association, and reaches automotive recyclers seeking critical information to make important decisions.

- **AutoRecyclingnow.com**

Automotive Recycling Now is the digital website for ARA's leading Industry publication, **Automotive Recycling** magazine. It is the total resource for timely, searchable Industry news and helpful articles that an auto recycler needs to know! Also the online home of **Toolbox**!

- **AutoRecyclingBuyersGuide.com**

The ONLINE companion to the printed guide, the digital guide highlights the top industry vendors & suppliers who have the products and services available to auto recyclers.

- **Custom e-Blasts**

Custom eBlasts available to reach our ARA Member audience or our **Toolbox** subscriber audience. The ARA Member audience eBlast is only available to ARA Associate Members in good standing. Take advantage of our impressive open rates and let our audiences hear directly from YOU.

- **Monthly ARA 360° e-Newsletter**

With impressive open rates averaging 40% per email & appealing click-through rate, ARA's monthly e-News delivers market intelligence to ARA members. It offers a way to keep your company fresh on the minds of people of influence. Ads per email are limited in quantity.

# RATE CARD

PRINT

## Automotive Recycling



Automotive Recycling bimonthly magazine reaches the Top Tier Automotive Recyclers, who lead the industry in trends, volunteerism and early adoption of new products and services. The entire ARA Membership receives this award-winning magazine as the #1 Member Benefit (determined in a membership study). The mission is to inform, educate and inspire elite auto recyclers with business intelligence, best practices, and information for strategic growth and planning. The content is also online at [autorecyclingnow.com](http://autorecyclingnow.com).

### PREMIUM POSITIONS (PER ISSUE)

INSIDE FRONT COVER	\$1,300
INSIDE BACK COVER	\$1,300
BACK COVER	\$1,500
2-PAGE CENTER SPREAD	\$1,995

AD SIZE	1 ISSUE	3 ISSUES	6 ISSUES
---------	---------	----------	----------

#### FOR MEMBERS (BEST RATES!)

FULL PAGE	\$1,200	\$1,125	\$1,000
HALF PAGE	\$850	\$775	\$700
QUARTER PAGE	\$600	\$550	\$500

#### NON-MEMBER RATES

FULL PAGE	\$1,400	\$1,325	\$1,200
HALF PAGE	\$1,000	\$950	\$900
QUARTER PAGE	\$800	\$775	\$725

Net rates, non-commissionable, and subject to change.

## Automotive Recycling ToolBox<sup>®</sup> Edition



Auto Recycler's ToolBox<sup>®</sup> bimonthly magazine reaches over 4,500 automotive recyclers, scrap recyclers and industry professionals in the United States and Canada. It focuses on helpful and informative Recycler-to-Recycler information from peers, as well as articles from industry vendors to help recyclers run efficient facilities. Topics include leadership, sales, dismantling, safety, certification, core processing, and more. The content is also online at [autorecyclingnow.com/toolbox](http://autorecyclingnow.com/toolbox).

### PREMIUM POSITIONS (PER ISSUE)

INSIDE FRONT COVER	\$1,300
INSIDE BACK COVER	\$1,300
BACK COVER	\$1,500
2-PAGE EDITORIAL CENTER SPREAD	\$1,995

AD SIZE	1 ISSUE	3 ISSUES	6 ISSUES
---------	---------	----------	----------

FULL PAGE	\$1,200	\$1,125	\$1,000
HALF PAGE	\$850	\$775	\$700
QUARTER PAGE	\$600	\$550	\$500
BUSINESS CARD	\$290	\$261	\$246

### RECYCLER TO RECYCLER RATES

AD SIZE	PER ISSUE
1 PAGE	\$600
1/2 PAGE	\$400
1/4 PAGE	\$250

Available **ONLY**  
to recyclers.

Maximize your exposure to your peers and support the Auto Recycler's ToolBox<sup>®</sup>!

Polybagged inserts also available!  
Contact [Jay@DrivenbyDesign.net](mailto:Jay@DrivenbyDesign.net) for prices and availability.



CARYN SMITH, EDITOR  
(239) 225-6137 | [ARAEDITOR@COMCAST.NET](mailto:ARAEDITOR@COMCAST.NET)

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | [JAY@A-R-A.ORG](mailto:JAY@A-R-A.ORG)

# Automotive Recycling

## PUBLICATION SCHEDULE

ISSUE	COMMITMENT DUE	MATERIALS DUE:
January/February	December 13, 2024	December 20, 2024
March/April	January 24	February 3
May/June	April 4	April 11
July/August	May 22	May 30
September/October	July 25	August 1
November/December	September 19	September 26

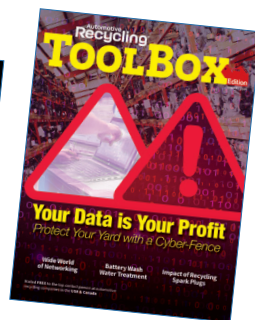


PRINT

# Automotive Recycling ToolBox<sup>®</sup> Edition

## PUBLICATION SCHEDULE

ISSUE	COMMITMENT DUE	MATERIALS DUE:
February/March	December 20, 2024	December 27, 2024
April/May	March 7	March 14
June/July	April 17	April 25
August/September	June 20	June 27
October/November	August 8	August 15
December/January	October 24	October 31



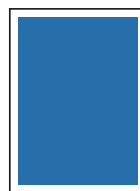
# SPECIFICATIONS

FOR AUTOMOTIVE RECYCLING MAGAZINE  
AND AUTO RECYCLER'S TOOLBOX<sup>®</sup>

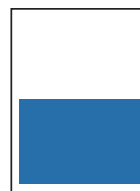
## DISPLAY AD SIZE (IN INCHES)

	WIDTH	HEIGHT
Full Page No Bleed	7-1/4	9-3/4
Full Page Bleed (includes 1/8 bleed all around)	8-1/2	11-1/8
1/2-Page (horizontal)	7-3/4 (live area)	10-3/8
1/2-Page (vertical)	3-1/2	9-3/4
1/4-Page (vertical only)	3-1/2	4-3/4
2-Page Spread Bleed (includes 1/8 bleed all around)	16-3/4	11-1/8

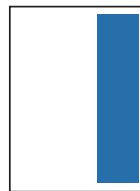
Publication trim size: 8-1/4 width x 10-7/8 height  
Live area: 7-3/4 x 10-3/8  
Printing Process: 4-color process Sheet Fed on coated stock  
Binding: Saddlestitch



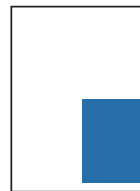
Full Page



1/2-Page  
(Horizontal)



1/2-Page  
(Vertical)



1/4-Page



CARYN SMITH, EDITOR  
(239) 225-6137 | ARAEDITOR@COMCAST.NET

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | JAY@A-R-A.ORG

# Share Your EXPERTISE IN EXPERT TIPS

PRINT DIGITAL

Automotive  
**Recycling**

Sharing how your product or service solves a problem or provides ROI to Automotive Recyclers is a great way to position your company as The Experts to Trust!

Available to current advertisers!

Must have an ad contract in place for the year of placement.

## FEATURED CONTENT RATE:

**600 word 1-page article ("expert" column): ONLY \$795**

Designed to print as a 2-page spread with your half or full page ad!



# NEW! EXPANDED!

## Now also includes:

- Your Expert Tips article will have a prominent Sponsored Content position on autorecyclingnow.com for two months
- One *Automotive Recycling* magazine social media post linked to your Expert Tips content.

# WHY THIS WORKS

## Position yourself and your company as the premier expert in your field!

Featured Content is your company's story about the amazing products and services it offers, told in a unique way. As an expert, it is an opportunity to tell the Automotive Recycling Community how your products and services solve a problem, save money, or provide the business edge!

## Your content must follow these Guidelines (as determined by Automotive Recycling):

- One photo and one logo per article.
- Submitted articles must meet *Automotive Recycling*'s high editorial standards and be approved by the Automotive Recyclers Association. *If you need assistance writing an article, we can write it for you for an additional \$200.*

## Share Your Expertise

Featured Content is your company's story about the amazing products and services you offer, told in a unique way. It is an opportunity to tell Toolbox readers how your products and services solve a problem, save money, or provide the business edge!

*Additional option: Any two-page combination of ad artwork and/or text.*

# Only \$1,995

- One photo and one logo per article.
- Submitted articles must meet our high editorial standards and be approved by the editor.

**RECYCLING EV BATTERIES**  
*Deliver What You Need Today to Plan for Tomorrow*

Drive the future by contributing to the circular economy.

**Current Reality**  
Batteries contain corrosive materials and hard metals, and when disposed of incorrectly it can be harmful to the environment, making it even more critical to dispose of batteries properly so they can be reused to benefit you, and the planet. As electric vehicles become more prevalent in society, and there is an increased demand for batteries, this issue becomes even more important.

**How to Recycle EV Batteries Today**  
Electric vehicle batteries are complex due to the variety of materials used and different assembly methods adopted by each automotive OEM. Utilizing recycling technologies currently in the marketplace gives you options to retain the best economic value for your scrap and end-of-life batteries, while providing the most material back into the value chain.

From the beginning to the end of the battery recycling process, safe and compliant practices are paramount to the handling of EV batteries. There are many factors that go into this process:

- **BATTERY IDENTIFICATION AND CONSULTING:** Prior to recycling your materials, it's imperative to understand DOT compliance, the chemistry make-up of the battery and evaluating your scrap for any batteries that may be damaged. Combined, this helps to determine how to best use the recovered materials in new batteries.
- **PACKAGING EVs FOR TRANSPORT:** Nowadays, lithium and lithium-ion batteries are designed with some safety measures to help reduce risks, however, it is still crucial to properly pack, age scrap and used EV batteries for transportation. To further mitigate risks, battery-centric transportation teams leverage fire suppression systems, but following packaging instructions is key to adhering to compliance and safety procedures.
- **SAFE PACKAGING FOR DAMAGED EV BATTERIES:** Damaged EV batteries can have significant thermal risks and deteriorated mechanical integrity. It is more difficult to identify damage to an EV battery due to its position in the vehicle. Automotive scrap experts may identify a damaged battery by burn or scorch marks around connector areas, dents to the outer casing or the outer casing coming apart due to swollen components. Experienced battery recycling companies can work with your team on how to package and transport your damaged batteries while meeting the highest safety standards.

**ON-SITE DISASSEMBLY AND MANAGEMENT:** Experienced disassembly technicians will oversee the management and disassembly process to ensure EV batteries and damaged ones are handled accordingly to all safety and compliance guidelines, and the critical materials are extracted fully to be put back into the supply chain to meet the demand.

**The Future**  
Auto recyclers and battery recycling companies can collaborate to recycle scrap and end-of-life batteries using more sustainable technological advancements to supply the industry with enough battery-grade materials to manufacture new batteries.

There is an enormous opportunity today to build a domestically sourced supply chain that will positively impact generations to come. There is a large focus today on securing critical minerals domestically. All facets of the supply chain - from automotive OEMs to automotive recyclers and battery recycling facilities - can work together to create a closed loop supply chain that integrates the recycling of these materials to secure these critical minerals and meet the projected demands. **TS**

**Cirba Solutions**  
Cirba Solutions is a leader in battery recycling materials and management, creating a closed-loop business model to support the growing EV industry to help OEMs, cell manufacturers and battery material producers plan for this demand to support the growth and sustainability aspects throughout the battery lifecycle.

With more than 30 years of battery recycling experience, Cirba Solutions has the largest operational footprint in North America, with coast-to-coast facilities in:

- Arizona
- California
- Michigan
- Ohio
- South Carolina (coming soon)
- British Columbia, Canada

Leading reverse global logistics provider for batteries  
Damaged, Defective & Recalled Battery Specialist  
Packaging Solutions  
Certified Battery Recycler

**CIRBASOLUTIONS.COM**

## DO:

- Write well & properly edit your piece
- Offer a solution to a problem
- Share "how-to" information
- Illustrate significant savings
- Show ways to boost the bottom line

## DON'T:

- Send a press release for publication
- Mention or imply competitors
- Be negative or divisive in tone
- Stray from the topic
- Write a glorified commercial

PRINT

# MEMBERSHIP DIRECTORY

The **ARA Membership Directory** is the “Who’s Who” of the industry, containing valuable contact and member benefit information for Affiliated Chapters, Automotive Recyclers, Associate Members, Committees, Industry Allies, International Organizations, and more!

This high-quality directory is sent to every ARA member. It is also included in the ARA booth display at state automotive recycling meetings and industry-related trade shows, reaching thousands of non-members as well!

The **ARA Membership Directory** is poly-bagged and mailed with an issue of *Automotive Recycling Magazine* early in the year.



## RATES:

Space:	Rate:	Ad Size in Inches:
Back Cover*	\$1,995	8.5 x 11 (add 1/8 bleed on all sides**)
Inside Back*	\$1,695	8.5 x 11 (add 1/8 bleed on all sides**)
Inside Front*	\$1,695	8.5 x 11 (add 1/8 bleed on all sides**)
Tab Page Front*	\$1,395	8.5 x 11 (add 1/8 bleed on all sides**)
Tab Page Back*	\$1,395	8.5 x 11 (add 1/8 bleed on all sides**)
Full Page*	\$1,195	8.5 x 11 (add 1/8 bleed on all sides**)
Half Page	\$895	7.5 x 4.75
Quarter Page	\$495	4.75 x 4.75

## NEW THIS YEAR!

ARA Direct Member-to-Member Advertising Rates

Reach other members by placing an ad within the Member Listing section

B/W Full Page ad	\$850	B/W Half Page ad	\$550
------------------	-------	------------------	-------

*To be eligible, you must be an ARA Direct Member in good standing.*

**Ad format:** 300 DPI, High resolution PDF  
**Deadline for space Due:** December 13, 2024  
**Ad Materials Due:** December 20, 2024

\* Binding: The directory will be PERFECT BOUND. The design of the ad must allow for 1/2 inch from the LEFT AND RIGHT EDGE, with live area of all text and images at 7.75 x10.5.  
\*\*Final art size is 8.75x11.25, with crop marks at 8.5x11, and live area at 7.75x10.5.

E-mail your contract & advertising artwork to [Jay@DrivenByDesign.net](mailto:Jay@DrivenByDesign.net)



CARYN SMITH, EDITOR  
(239) 225-6137 | [ARAEDITOR@COMCAST.NET](mailto:ARAEDITOR@COMCAST.NET)

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | [JAY@A-R-A.ORG](mailto:JAY@A-R-A.ORG)

# AUTO RECYCLING BUYER'S GUIDE

[www.AutoRecyclingBuyersGuide.com](http://www.AutoRecyclingBuyersGuide.com)

Auto Recycling Buyer's Guide is the go-to resource for top decision-makers of auto recycling facilities!

## PRINT



## DIGITAL



**BEST  
VALUE!**

## BONUS PRINT & DIGITAL BUNDLES

### PREMIERE EXPOSURE

ARA MEMBERS, \$2,150 (COVER ADVERTISER + \$250)  
NON MEMBERS, \$3,864 (COVER ADVERTISER + \$350)

**DIGITAL** Includes – Large logo on homepage of [autorecyclingbuyersguide.com](http://autorecyclingbuyersguide.com), dedicated web page

- Company logo featured on homepage under heading, "Premiere Automotive Recycling Industry Suppliers."
- Logo links to dedicated webpage with:
  - 600 word supplied text on your company, products or services. Use for SEO keywords!
  - Your print Buyer's Guide full page ad, when clicked, is shown large so it is readable.
  - Artwork – Up to 5 photos, 1 logo, and 1 video.
  - Complete company contact information.

Included:

**PRINT:** 2 Page Spread + Logo Listing

- Full-page color ad.
- 600 word company editorial, opposite page from ad.
- Logo / listing in guide portion.
- **BONUS:** Unlimited opportunity to post news / promotions on SUPPLIER BLOG.

### GOLD (2ND-TIER) EXPOSURE

ARA MEMBERS, \$1,395  
NON MEMBERS, \$2,925

**DIGITAL** Includes – Logo on homepage of [autorecyclingbuyersguide.com](http://autorecyclingbuyersguide.com), dedicated web page

- Smaller-sized company logo featured on homepage under heading, "Automotive Recycling Industry Supplier Roundup."
- Logo links to dedicated webpage with:
  - 300 word supplied text on your company.
  - Your print Buyer's Guide half page ad, when clicked, is shown large so it is readable.
  - Artwork – 1 photo and 1 logo.
  - Complete company contact information.

Included:

**PRINT:** 1 Page + Logo Listing

- Half-page color ad.
- 300 word company editorial, above ad.
- Logo / listing in guide portion.
- **BONUS:** 4 posts of news / promotions on SUPPLIER BLOG.

## PRINT ONLY

The ultimate PRINT resource for the busy automotive recycling facility owner or manager. It is also included as a FLIPBOOK on ARA website.

- Poly-bagged & mailed with the May-June *Automotive Recycling* magazine for maximum exposure.
- Made available to attendees at state-level trade shows and industry events.
- Company listing is at the finger tips of auto recyclers with purchasing power.

### Full Page Ad Special!

For \$1,050, you'll receive:

- A color shaded box highlights your listing
- Color logo with your listing
- Expanded 40-word detail listing

### Half Page Color Ad

\$550 and includes a color company logo with listing.

Quarter Page  
Color Ad \$425



CARYN SMITH, EDITOR  
(239) 225-6137 | [ARAEDITOR@COMCAST.NET](mailto:ARAEDITOR@COMCAST.NET)

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | [JAY@A-R-A.ORG](mailto:JAY@A-R-A.ORG)

# ARA WEBSITES DELIVER

DIGITAL

Align your brand with the ARA mission of empowering professional automotive recyclers to advance, grow and profit. Each website delivers an aspect of ARA's Member Benefit Value – ideal to reach your target market.

Each site is a hub of industry news, information, training and expert articles you can **ONLY** get from ARA, and is tracked with Google Analytics.

Choose the Websites that meet your marketing goals.

## A-R-A.org

### ALIGN WITH ARA'S GLOBAL BRAND!

As the official website of the ARA, automotive recyclers visit the site often for important industry updates, news and easy access to the online Membership Directory, two blogs, resources and more!

## AUTORECYCLINGNOW.COM

### ADVANCE WITH ARA'S AWARD-WINNING MAGAZINE, ONLINE!

Online home of ARA's official award-winning magazine, *Automotive Recycling* and the Auto Recycler's *Toolbox* magazine. The DAILY resource for auto recyclers looking for industry relevant news, expert commentary and more.



#### 1. Choose Your Placement

##### Homepage / Site-Wide Leaderboard Ad

This ad appears near the top of the homepage. (This ad may rotate with a limited number of other advertisers in the same space).

**Only \$400** per month (10 spots avail.)  
970px horizontal x 90px vertical

##### Rectangle Ad

This ad appears on the homepage. (This ad may rotate with a limited number of other advertisers in the same space).

**Only \$300** per month  
300px horizontal x 250px vertical

#### 2. Specify the URL Link!

#### 3. Sit Back and Enjoy the Click-Throughs!

## ARA 360° E-NEWSLETTER

With an impressive open rate, averaging 35-40% per email & appealing click-through rate, ARA's monthly e-News delivers timely info to ARA members and provides a way to keep you fresh on the minds of people of influence.

Ads per email are limited in quantity, so you are sure to stand out!



1 ISSUE	\$250
3 ISSUES	\$525
6 ISSUES	\$750

## ASK FOR SAMPLE EMAILS



CARYN SMITH, EDITOR  
(239) 225-6137 | ARAEDITOR@COMCAST.NET

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | JAY@A-R-A.ORG

# CUSTOM eBLASTS

DIGITAL

## ARA CUSTOM eBLASTS Reach Every ARA Member! \$895

You can reach ARA members with your message through ARA's e-mail platform!

When an eBlast arrives in the inbox of ARA Members, they trust the source ...  
Which raises the open rate!

Take advantage of that OPEN RATE and include a special offer or message to ARA Members about your company (beyond a regular press release) that will improve their operations. Your offer can be a limited time offer, special savings or other deals.

To Participate, Your Company Must be:  
ARA Associate Member in Good Standing,  
and a current advertiser or a confirmed ARA  
Convention & Expo Sponsor or Exhibitor



### YOUR EBLAST INCLUDES:

Your Company Logo • One Graphic/Picture • Call to Action • Your Contact Info • Clickable Links

You must contact Jay Mason at [Jay@DrivenbyDesign.net](mailto:Jay@DrivenbyDesign.net) to book your eBlast!



## CUSTOM eBLASTS \$795

Our growing list consists of over 1,200 verified subscribers.  
ToolBox eBlasts receive above-industry open/click through rates.

Toolbox advertisers have the exclusive opportunity to reach an audience hungry for information. They want to know what you have to offer to improve their facility operations and sales! Take advantage of that OPEN RATE and include a special offer or message about your company (beyond a regular press release) that will improve their operations. Your offer can be a limited time offer, special savings or other deals.



CARYN SMITH, EDITOR  
(239) 225-6137 | [ARAEDITOR@COMCAST.NET](mailto:ARAEDITOR@COMCAST.NET)

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | [JAY@A-R-A.ORG](mailto:JAY@A-R-A.ORG)

# ARA CONVENTION PROGRAM GUIDE

PRINT

## Are you exhibiting at the ARA 82nd Annual Convention & Expo?

One way to set yourself apart from the crowd is to place an AD in the handy **ARA Convention Program Guide**, available ONLY to exhibitors. This advertising opportunity is a right-hand placement, and is sure to capture the attention of convention attendees!

### Available Options:

- Full Page Right-Hand Placement \$900
- Inside Front, Inside Back and Back Cover \$1,100
- Center Spread \$1,600



*Premium Ad Spots go fast, so check with us on availability!*

Information about ARA's 82nd Annual Convention & Expo to be available soon!

**Space Reservation Due:** August 22, 2025  
**Ad Materials Due:** September 5, 2025

**Have you decided on your advertising placements?**

**Request your Advertising Placement Agreement TODAY  
by emailing Jay Mason at [Jay@DrivenbyDesign.net](mailto:Jay@DrivenbyDesign.net)**

## TERMS & CONDITIONS

**ARA REQUIRES FULL PAYMENT AT THE ONSET OF CONTRACT.  
CONTACT ARA TO ARRANGE ALTERNATE TERMS OF PAYMENT.**

Acceptance of this insertion order by the Automotive Recycling Association ("ARA") constitutes a Contract. Payment terms are upon receipt of invoice. Interest of 1.5% per month will be charged on overDue accounts. This Contract is not binding until it has been accepted in writing by the signature of an authorized representative of each of the parties. ARA reserves the right to accept or reject any submission for any reason in its sole discretion. ARA shall not be liable under any circumstances for any incidental, special or consequential damages or economic loss, based upon breach of Contract, negligence, strict liability in tort or any other legal theory and any ARA liability under a Contract formed hereunder shall be limited to the amount paid to ARA by the customer over the prior twelve (12) month period before the particular event. The Contract may not be assigned by either party without the written approval of both parties. ARA will retain the sole original copy of this Contract in its records, and produce a copy for the customer upon request of customer. This agreement shall be covered by the laws of the Commonwealth of Virginia. Any modification, supplement or waiver with regard to this Contract must be in writing and signed by a duly authorized representative of the party against whom enforcement is sought. Waiver of any default shall not constitute a waiver of any subsequent default. In any legal suit for collection of amounts owed by customer hereunder, customer hereby consents to the jurisdiction of any court in the Commonwealth of Virginia and further agrees that any process or notice of motion may be served outside the Commonwealth of Virginia to the customer at the address set forth in this Contract, by certified or first class mail, or by personal service, provide a reasonable time for appearance is allowed. If any provision of this Contract is or becomes unenforceable because of present or future laws of any governmental body or entity, then the remaining parts of this Contract shall not be effected. Any Cancellations of/or change in this Contract must be submitted in writing 30 days prior to issue closing date. Advertisers failing to meet Contracted frequency program will be subject to shortrate.

**PUBLISHER:**

Automotive Recyclers Association  
Sandy Blalock  
9113 Church Street

Manassas, VA 20120-5456 USA / (571) 208-0428 / [www.a-r-a.org](http://www.a-r-a.org)



CARYN SMITH, EDITOR  
(239) 225-6137 | [ARAEDITOR@COMCAST.NET](mailto:ARAEDITOR@COMCAST.NET)

JAY MASON, ADVERTISING SALES  
(239) 223-9408 | [JAY@A-R-A.ORG](mailto:JAY@A-R-A.ORG)