



# TARA NEWSBREAK



March 2008

## **TARA Hires New Executive Director**

### **NEW EXECUTIVE DIRECTOR CHERYLL PLANT LAMBRIGHT**

I come to this industry not through my profession, but through my heritage. The Plant family has been in the "recycling business for over 55 years and still are today. John "Jay" Plant began in Corpus Christi in the 40's after he came back from the war, as one of the 'bad" boys on Agnes Street in auto salvage. I grew up in the day auto recyclers were called" salvage yards" and they sold "junk". From there we moved to El Paso and finally in 1956 to Houston, where my father started Truck Salvage Company on McCarty Dr. My father is deceased, but my brother, Johnny, and his son, Jay is still there today.

I attended Sam Houston State and the University of Texas and have a BA & MA in Education and English and taught school for several years. I am presently married to Tom Lambright, an attorney in Houston, and have for the past 22 years been a legal secretary and office manager for five attorneys.

This transition to TARA has afforded me the opportunity to touch base with my old life. I view my job as someone who keeps the gears oiled so we can move forward. You members are the real forces that drive this association and I hope that you will share your knowledge and ideas with me. I understand, that "you" are your business and you spend every day "making a living". My job is to provide you with a voice and resources to let your concerns be known and fight to keep your business at the forefront of the industry.

Recycling, with all the environmental concerns, quickly has brought us to the playing field and we want to make sure that the playing field is level. Your Board of Directors is determined to establish the importance of our industry to the state and national arena. We can no longer be the little guy in the middle but must position ourselves at the front of the line.

I am Tara's "home base". Contact me for information, suggestions or just to educate me. I will try to help connect all the puzzle pieces to get your request done and will need all your years of experience to be able to do my job.



## **Check out TARA's New Website & Application**

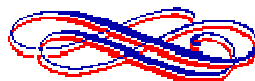
### **NEW MEMBERSHIP APPLICATION**

It's time to renew your dues with TARA. Not only do we need your continued support, we need you to bring others in the industry on board with our Association. Texas is a huge state and as our membership grows, so will our influence before the legislature. Your appointed Board Members work without pay to make sure we make our presence known, not only to lawmakers, but across the industry. Recycling goes hand in hand with environmentalism and as we move towards a cleaner earth, lawmakers are quickly realizing the critical importance of automobile recyclers.

TARA is diligently working to make sure that you are afforded the rights to continue the operation of your business without the unnecessary government controls. We want to give you all the best tools and the most up to date ideas to run your business in the most productive manner and share all these ideas across the state. The automotive recycling industry will be making many changes in the next few years and it will take the committed efforts of all members for TARA to actively participate.

Bottom line—you need your voice heard, and with enough members, TARA can't be ignored.

Dues are \$275.00 for a year. You can find the application on our new website, [www.texasara.com](http://www.texasara.com), which Jannette Patke has done a tremendous job of putting together, or you can call 800-710-8272. We'll also be mailing out applications to current members. We hope that you'll commit yourself to helping TARA grow. Make this the year of membership and TARA will see that your investment is returned.



## **Proposed Mississippi Bills Killed in Committee**

Two bills recently introduced in the Mississippi state legislature which would have negatively impacted the automotive recycling industry have been killed in committee. You may be asking why you should care—and the reason is that bills run in trends just like anything else, and if it was brought up before another state’s legislature, there’s a fair chance we’ll see a similar bill brought before Texas lawmakers.

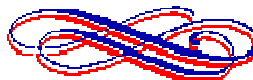
Mississippi House Bill (H.B.) 351 would have included motor vehicles and motor vehicle parts in the list of items purchased by salvage yards for which books and records must be kept and maintained and reports to law enforcement officers must be provided. The bill would have also prohibited salvage yards from disassembling or crushing any motor vehicles for a period of at least 15 days from the date of purchase.

The other bill, H.B. 366, would have required dismantlers and crushers to notify lien holders before destroying any vehicle. The lien holder would then have seven days to claim the vehicle. The bill also would give the Tax Commission the right to investigate a yard to ensure compliance.

On Monday, February 19 opponents were able to stop both bills in their tracks, effectively arguing that the regulations would ultimately hurt the recycling industry.

Its TARA’s mission to make sure we know what’s coming before it goes to a vote. Our Legislative Committee, chaired by Bruce Ormand, District Director 3, from Austin, will be working to make sure your voices are heard, in hopes that it’ll pay off when the legislature reconvenes in 2009.

If you have information on proposed bills that would negatively affect the industry in other states or our state, please contact TARA at [www.texasara.com](http://www.texasara.com)



## **AIR CHECK TEXAS** **'DRIVE A CLEAN MACHINE'**

Texas Commission on Environmental Quality has launched its new “Drive a Clean Machine” program aimed at retiring old vehicles and getting them off the road. It’s the Texas version of a

project that's been a huge success in both California and Canada. So far, it's only available in certain counties of Texas.

The program has a budget of 100 million dollars over the next 3 years to get the job done—and it's a job that can't be done without the auto recyclers. TARA board members are now working with TCEQ and Senator Averitt, who sponsored the bill; to figure out how to make the program work for us.

Under Senate Bill 12, the dismantler (auto recycler) is to receive the vehicle at no cost from the auto dealer (new or used), scrap the emissions control equipment and engine, and certify that this was done and that the total vehicle has been destroyed. "Destroyed" means crushed, shredded, scrapped, or otherwise dismantled to render a vehicle, vehicle's engine, or emission-control components permanently and irreversibly incapable of functioning as originally intended.

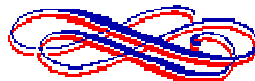
The "dismantler" then provides the residual scrap metal of the retired vehicle to a participating recycling facility at no cost, except for the cost of transport of the residual scrap metal to the recycler. All salvage parts not destroyed, including the catalytic converter, may be sold by the dismantler.

It works in theory, but the program has gotten off to a rocky start with the dismantlers—many have found it's just not cost effective to participate. Under the program, both the auto dealer and the scrap metal recycler are guaranteed a healthy return, but the dismantlers are left with parts that may or may not sell.

TARA board members have been traveling to meetings from Dallas, to Austin to Houston, to get our concerns addressed. We're by no means done, but we have made some progress. TCEQ has agreed to make storm water permits mandatory for participating dismantlers, and they're actively working with TARA to find a solution.

The state has good reason to work with us. Legislators have 100 million riding on the project and they're counting on its success to bring Texas in line with other states that've been quicker to adopt environmental regulations.

If you'd like more information on the program go to [www.driveacleanmachine.org](http://www.driveacleanmachine.org). You can also register as a participating dismantler and get put on the list. Let us at TARA know your thoughts and suggestions to make this a productive project for all participants.



## **TCEQ'S EMISSIONS REDUCTION INCENTIVE GRANTS**

**President Craig Barker, [craigbarker@suddenlink.com](mailto:craigbarker@suddenlink.com) , District 2**

This is the air check program for heavy loaders that we all use to move our vehicles. Craig points out that one of our members was able to secure this grant money and acquire a loader at minimal costs.

**A Program of the Texas Emissions Reduction Plan (TERP) [www.tceq.state.tx.us](http://www.tceq.state.tx.us)**

The TCEQ's Emissions Reduction Incentive Grants (ERIG) Program provides grants to eligible projects in nonattainment areas and affected counties. The grants offset the incremental costs associated with reducing emissions of oxides of nitrogen (NO<sub>x</sub>) from high-emitting internal combustion engines.

The TCEQ is **currently accepting applications** for funding under the Emissions Reduction Incentive Grants Program from eligible applicants in the **Houston-Galveston-Brazoria; Dallas-Fort Worth; Beaumont-Port Arthur; Tyler-Longview; Austin; and San Antonio Areas.**

Applications must be received by the TCEQ by **5:00 p.m., Friday, April 11, 2008.**

Complete details concerning this application period are contained in a [Request for Grant Applications](#) (RFA) (1/11/08). (Help with [PDF](#).)

- [Are Applications Currently Being Accepted?](#)
- [What Projects Are Eligible for a Grant?](#)
- [How Do I Apply for a Grant?](#)
- [Grant Application Forms and Information](#) **NEW** (1/11/08)
- [TERP Upcoming Meetings and Workshops](#) **NEW**
- [ERIG Financial Documents Needed to Administer Your Grant](#)
- [Fiscal Year 2005 Grants Allocation Concept](#)
- [Guidelines for Emissions Reduction Incentive Grants - Pending Publication \(RG-388, December 2007\)](#) (PDF) **NEW**
- **Other TERP Incentive Programs**
  - [Heavy-Duty Motor Vehicle Purchase or Lease Incentive Program](#)
  - [Light-Duty Motor Vehicle Purchase or Lease Incentive Program](#)
- [TERP Summary Reports - Information on Projects Funded to Date](#)
- [Contact Information](#)



## **Members Spot**

### **TIPS FROM A MEMBER TO PREVENT THEFT**

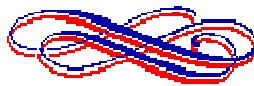
Share your tips and hints with all the members:

Mike Farlow, [mike@mikefarlow.com](mailto:mike@mikefarlow.com) District 2 shares these ideas:

Stories are filtering in from a variety of auto recyclers on thieves stealing both cars and scrap. Tips to help control or prevent theft of metals.

1. Mark all of your scrap items with your paint marker just like you do your good parts. Then show the local scrap metal yards in your area what your mark looks like. This way if a thief shows up with a quantity of your marked goods, the scrap dealer can identify the items as stolen and possibly help you recover your goods and prosecute the thief.
2. Make sure all your valuable scrap is stored in a controlled fashion. Just like you lock up your home to protect your valuable possessions, lock up your valuable scrap!
3. Lock up your cutting torch and all cutting saws. Also lock down your loader and forklifts. I have heard stories of dismantlers locking up their scrap in the big seagoing containers but not controlling their torches, saws, or loaders. Then the thieves use these as tools to open the containers and make off with the goods. (Locking these items down is a good idea anyhow because the thief won't care about damaging anything else that is in his way, including other equipment, buildings, or valuable vehicle inventory. Plus you sure don't want them to use the torch to set your place on fire!).
4. Don't let the scrap over accumulate. To keep the attraction to steal low by keeping the quantity you have on low. If you're fortunate to collect enough to make a scrap sell run every week, do it! You might be generating enough revenue to purchase a "free" vehicle a week for your inventory.

Email Cheryll at [txautorecyclers@hotmail.com](mailto:txautorecyclers@hotmail.com) with tips and we will share them in the newsletter.



## **MID-YEAR BUSINESS CONFERENCE & HILL DAYS**

ARA is having their 2008 Mid-year Business Leadership Development Conference and Hill Days in Chantilly, Virginia on March 8-11, 2008. This year Tim Straney, Linda Pitman and Cheryll Lambright will be attending. Our very own Past President of TARA, Linda Pitman is the current ARA Vice President and will serve as the President of ARA when she is elected in October, in Kansas City

in 2008.

The schedule is packed with educational sessions on everything from better serving your member base, to using government incentives, tax credit, developing emerging markets, salvage solutions, EPA agenda and other government programs.

On March 11, 2008, the three are off to Capitol Hill where they have visits scheduled with US Senator Kaye Bailey Hutchinson and US Senator John Cornyn as well as their respective Representatives from their own districts. During those meetings, they hope to make our positions on the issues clear, and establish TARA as an indispensable ally in the move towards a cleaner environment and stricter enforcement of all regulations governing our industry.

They will bring everything they learn back to Texas with them, and pass it along to you. In the meantime, you're welcome to call them if you have anything specific you'd like for them to address. Take comfort in knowing that TARA is devoted to making the needs of its members a first priority.

