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Internet Orion cost \$380/mo (Can) & includes Basic Service & Trading Partners

For more info, call Bryan VanDevender 256-765-2315 or Car-Part.com: 859-344-1925

**ARA SALUTES ARC**

I was absolutely delighted to learn in a recent telephone conversation with Steve Fletcher that the Automotive Recyclers of Canada (ARC) is being resurrected and will again be a force in representing automotive recycling Canada. This is great news! We are eager to work with our friends and fellow recyclers in Canada and look forward to opportunities to explore how we might cooperate and move the industry forward in areas of mutual interest.

As I mentioned to Steve, I would be happy to come up to Canada to meet face to face with ARC leaders to get acquainted and start dialogue on how we might assist ARC in the accomplishment of its mission. We want to help if we can, and we want to offer whatever assistance we may be able to provide in order to improve cooperation, communication and success towards improving the wealth of our members.

We are making a lot of progress at the ARA with new leadership and changes. This is improving communication and encouraging involvement by and from the individual members. The tone is definitely positive and good things are happening. Membership is increasing, and recent improvements to strengthen government affairs include having a registered lobbyist on staff, and the creation of a political action committee to strengthen ARA's voice in the policy decision process.

While this does not directly aid our Canadian members and friends, it does offer some indirect impact, hopefully favorable, because of the huge trade back and forth across the border. Yet it is this kind of change at the ARA that underscores why it is so important that we meet and communicate. We understand what the issues are and how we may be able to help Canadian recyclers improve their bottom line.

I welcome the opportunity to personally hear from anyone in Canada at any time with ideas, suggestions and thoughts on what is needed and how the ARA can be helpful. I would also be happy to answer any questions about the ARA and to discuss what we are doing to

elevate ARA upward and forward in achieving its potential. I can be reached at 703-385-1001 ext. 14 or via email at: [george@autorecyc.org](mailto:george@autorecyc.org).

Again, congratulations on your efforts and progress to date. We look forward to working with ARC in the future.

*George K. Eliades, CAE  
Executive Vice President  
Automotive Recyclers Association*

**INDUSTRY NEWS**

**Glass Safety Council Clarifies ANSI Standard on Use of Salvage Glass**

The Auto Glass Replacement Safety Standards (AGRSS) Council has issued an interpretation of the ANSI/AGRSS standard that clarifies the conditions under which recycled/salvage glass may be used in auto glass replacements.

The interpretation of the ANSI/AGRSS standard is the first such analysis issued. It was developed in response to an inquiry from an auto glass company that wanted to know if the use of salvage glass met the ANSI/AGRSS standard.

"The ANSI/AGRSS standard is all about safe installations," says AGRSS chairperson Cindy Minon-Ketcher-side of JC's Glass. "It was important for us to look at whether or not the use of salvage glass is consistent with the standard."

The council defines the terms "recycled" and "used" as "any automotive glass previously installed in a motor vehicle at least once."

In answer to the question, "Does the AGRSS standard permit or address the use of recycled, or used stationary automotive glass, with the exception to remove or install (R&I) of automotive glass?" the council said: The "ANSI/AGRSS standard 002-2002 does not prohibit the installation of "recycled" or "used" stationary automotive glass in motor vehicles provided the following three conditions are met:

1. The glass is in a condition that will permit a safe installation and must be free of obvious structural or visually objectionable flaws. Unacceptable flaws include delamination, edge chips, cracks/breaks, or distortion in an acute vision area.

2. The glass is installed with a retention system compatible with the original equipment (OE) design.

3. For adhesive bonded glass, the adhesive manufacturer's application instructions must permit its use in connection with the installation of "recycled" or "used" adhesive bonded, stationary automotive glass."

The Automotive Glass Replacement Safety Standards Council, Inc., is a not-for-profit organization dedicated to the safe replacement of auto glass. AGRSS was founded and is supported by companies in the auto glass replacement industry that keep safe installation as their primary goal.

*...continues on page 4*

| Calendar of Events |                              |                   |
|--------------------|------------------------------|-------------------|
| What:              | When:                        | Where:            |
| ARPAC Congress     | September 16-19, 2004        | Sherbrooke, PQ    |
| AARDA Meeting,     | September 18, 2004           | Sylan Lake, AB    |
| OARA Meeting       | September 30-October 2, 2004 | Niagara Falls, ON |
| ARA Convention     | October 6-9, 2004            | Memphis, TN       |
| ARC Annual Meeting | October 8, 2004              | Memphis, TN       |
| CCIF               | October 16, 2004             | Montreal, PQ      |
| CCIF               | January 15, 2005             | Mississauga, ON   |
| CCIF               | April 6, 2005                | Surrey, BC        |
| CCIF               | June 18, 2005                | Fredericton, NB   |
| CCIF               | October 15, 2005             | Regina, SK        |