

# Auto Recycling eNewsletter

## AutoSalvageConsultant.com

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### This Month's News

Florida Salvage Facility Gets Design Award: While salvage facilities aren't usually noted for their attractive buildings and design features, one Stuart, Florida business recently received an award from the National Association of Home Builders National Commercial Builders Council. Snake Road Auto Salvage, which concentrates on the "green" side of auto recycling, was honored for its attractive and environmentally-friendly facility.

"Auto salvage yards don't usually have the eye appeal of this project," said Commercial Builders Council Chair Carl Harris. "Congratulations for a job well done."

To learn more about Snake Road Auto Salvage and the award, read the full article [here](#).



Peer Benchmarking Opens Doors for Auto Salvage Professionals: Running a business in this economy can be challenging, but Mr. Mission Possible, Ron Sturgeon, has helped many entrepreneurs turn challenges into success stories through peer benchmarking sessions. In these sessions, professionals from different auto salvage markets get together to support one another and offer tips for success.

"It's a competitive world out there," says Ron Sturgeon. "Because we only take one representative from each market area, we eliminate that competition and make this into a productive session for everyone involved. It's a great way to grow your business."

Learn more about how peer benchmarking can help make 2011 your best year yet. The next group will be on May 14, 2011. [Register](#) now.

Planned West Dallas Salvage Yard Meets with Community Resistance: A recent opinion piece in the Dallas Morning news illustrates the community resistance many new salvage yards face, despite the important niche these businesses fill in local economies. Community members sometimes object to the physical appearance of the salvage yard and express concerns about environmental practices.

"The salvage yard is not a job-creator; at best, it is expected to provide just 10 jobs," said the editorial. "And once the yard opens, dislodging it will be difficult."

Read the full story [here](#).

Texas Salvage Yard Is a Haven for Classic Auto Enthusiasts: For people who love restoring classic vehicles, a good auto salvage yard is heaven on earth. CTC's Auto Ranch, located in Denton, Texas, sells classic car parts to auto restorers around the country and even worldwide. Most of the vehicles in the yard date from between the 1940s and the 1980s, and there's a definite focus on the muscle car era.

Owning the yard is a dream come true for Dale Williamson, who runs the facility with his two sons. He opened his first yard in 1985 and loves his job.

"I'm going to retire pretty soon — one of these days. I'm 77 now, so when I get to be about 90, I'm going to retire," Williamson says with a smile.

To read more about CTC's Auto Ranch, see the full article [here](#).

No Major Injuries from Pennsylvania Salvage Yard Fire: A fire at a Pennsylvania salvage yard caused serious damage to the facility but resulted in no major injuries. One worker received minor burns when a gas tank exploded and ignited Auwarter Auto Salvage in Covington, PA.

"They were working on a car inside the structure. Apparently they were working on the gas tank, and somehow the tank exploded and set the building off, fully involved," said Fire Chief Shawn Carey.

Read more about the fire [here](#).

Maine Salvage Yard Fire Causes \$200,000 in Damage: An auto salvage facility in Alfred, Maine sustained some damage from an overnight fire. When workers arrived at J&J Auto the morning after the blaze, they discovered that smoke had damaged some of the facility. No one was hurt, and the damage amounts to about \$200,000.

The facility also repairs vehicles, and that part of the business was unharmed. Until the damaged building is repaired, J&J Auto will not be accepting salvage vehicles.

Read more [here](#).

#### How's Business?

*"The person who gets the farthest is generally the one who is willing to do and dare. The sure-thing boat never gets far from shore."*

*Dale Carnegie*

AutoSalvageconsultant.com was formed in 2001 to help recyclers improve their businesses. The group has become THE definitive source for recyclers' management and training needs. The founder, Ron Sturgeon is past owner of AAA Small Car World. In 1999, he sold his six Texas locations, with 140 employees, to Greenleaf. In 2001, he founded North Texas Insurance Auction, which he sold to Copart in 2002. In 2009, his book [Salvaging More Millions from Your Small Business](#) was published to help small business owners achieve significant success. Ron consults, speaks, and writes about issues key to [successful entrepreneurship](#). Reach Ron at 817-838-8477 8# or contact him on [www.autosalvageconsultant.com](http://www.autosalvageconsultant.com).