



## EXECUTIVE DIRECTOR'S REPORT JUNE 3, 2006

### 1. MEMBERSHIP

a. **Membership Totals (as of May 17, 2006)**

Members paid: 215\* \*WPADRA bills for 48 of our members.  
Unpaid from 05-06: 18

b. **Unpaid Members:** A total of 18 members have yet to send in their renewals for 05-06. Board members were faxed the attached roster on Tuesday, May 23 for one last attempt at retaining these members.

c. **Membership Recruitment Plan** – At the September 2006 Board Meeting I will map out our recruitment plan for next year. This plan will identify 50 top prospects. These prospects will receive complimentary mailings of the Digest and Weekly Update. In addition, I will work with board members in the prospects' regions to coordinate visits and ongoing communication. Our goal will be to recruit 25 of these prospects into membership by the Spring.

d. **New Members:** Since March 21, the following new members have joined:

**Active Members: D & P; Mercer Auto Wreckers; Rossman's Automotive; Everlast Automotive**      **Business Partners: PSC Metals**

2. **STRATEGIC PLAN** – A report from the Strategic Plan Task Force is enclosed. The report covers assignments for the various tactics contained in the plan.

### 3. FINANCIAL REPORT

a. **Financial Statements:** The financial reports dated April 30, 2006 are included in your meeting packet.

### 4. PROGRAMS - *Reflects the period of March 21, 2006 to May 17, 2006.*

a. **Tag & Title:** 8 coupon books sold. \$520 income reported.

b. **Business Insurance:** There are currently 218 salvage yards in the program. In May 2006, the Trust received a check from GJ Sullivan for \$12,416.09.

c. **First Choice Phone:** We have 73 participants in this program and have received income totaling \$614.66.

d. **Premium Card Solutions (Credit Cards):** We have 10 participants in this program and have received income totaling \$342.63.

e. **PARTS PAC Bags:** The PAC sold 5 cartons of bags and has reported income of \$1,432.00. We currently have 7,530 bags in stock.

f. **PENN-CAR/Nationwide:** I am awaiting a call from one of the executives at Nationwide regarding the proposed PENN-CAR Network. Marc indicated that he saw nothing in the program that would appear to be a concern for Nationwide. (A draft copy of the brochure for the network is attached.)

#### 4. LEGISLATIVE/REGULATORY UPDATE

- a. **Mercury Switches** – Senator Mary Jo White's refusal to move SB 524 forward has forced us to consider a different strategy. We are now looking at the feasibility of introducing this legislation in the House where we appear to have more support on that chamber's Energy & Environmental Resources Committee. The new legislation has been redrafted to include a \$5 incentive per switch.
- b. **Towing & Abandoned Vehicles:** Representative Ron Miller's office is working on draft legislation to address our concerns related to this issue.
- c. **Waste Tires:** We are waiting, along with ISRI, for a response from DEP on our proposed language to be included in a DEP memo to its field offices.
- d. **Accepting Valueless Vehicles With No Titles:** We have been working with PENNDOT on a process whereby our industry can accept valueless vehicles without titles. The process being proposed by PENNDOT mirrors the Maryland model. Valueless vehicles can be accepted without title so long as the person possessing the vehicle signs a form verifying their release of the vehicle and the fact that no title exists or can be found. Once in possession of the vehicle, you would need to apply for a Nonrepairable Certificate.

#### 5. MEETINGS/EVENTS

- a. **Region Meetings:** Our meeting at Malinish Auto Wrecking was a great success. Over 60 people from almost 30 different yards attended the meeting with also featured eleven exhibitors. During the meeting, over \$300 was raised for the PARTS Scholarship Foundation from two raffle drawings. Special thanks to the Scott and Tina, their family and staff for their hospitality. Also, "thank you" to the PARTS Insurance Trust for its financial support of these meetings. Due to low response, the events at Triple Nickel and Kress-Allentown were consolidated into the Williamsport-area meeting. We are closely monitoring responses for the meetings in Williamsport and Erie.
- b. **Annual Convention:** Car-Part.com has agreed to be our Grand Slam Sponsor at the \$3000 level. Additional sponsorships are also available. (See the attached Sponsorship Guide.) Exhibitor information was sent to all prospective vendors in May and a second broadcast fax is planned for June. The Registration Booklet is being developed with a June mailing planned.

#### 6. COMMUNICATIONS/MARKETING

- a. **Digest:** The next issue of the *Digest* will be mailed in June.

**\*\*END OF REPORT\*\***