



EXECUTIVE DIRECTOR'S REPORT SEPTEMBER 8, 2006

1. MEMBERSHIP

a. Membership Totals (as of August 25, 2006)

Total Members: 235* *WPADRA bills for 48 of our members.

NOTE: Compared to one year ago, this is a net gain of 8 members.

b. **Membership Recruitment Plan** – Attached is the Membership Recruitment Plan for 2006-07. I will review the plan during our meeting.

c. **New Members:** Since May 17, the following new members have joined:

Cleveland Auto

Jim Whipple Auto Parts

Costy's Truck & Auto Parts

Bossard's Garage

2. **FINANCIAL REPORT** - The financial statements dated July 31, 2006 are included in your meeting packet.

4. PROGRAMS - *Reflects the period of May 18, 2006 to August 21, 2006.*

a. **Tag & Title:** 14 coupon books sold. **\$845.00** income reported.

b. **Business Insurance:** There are currently **218** salvage yards in the program. In July 2006, the Trust received a check from GJ Sullivan for **\$5072.39**. The total received since January 2006 is \$22,603.47 (Last year total to date = \$22,908.19)

c. **First Choice Phone:** We have **73** participants in this program and have received income totaling **\$909.62**. Beginning in September, we will be undertaking a marketing campaign with LSI to raise awareness of this program. The Member Services Committee will be meeting to discuss the fee structure for this program and may have a recommendation for the Board to consider.

d. **Premium Card Solutions (Credit Cards):** We have **10** participants in this program and have received income totaling **\$278.27**

e. **PARTS PAC Bags:** The PAC sold **2** cartons of bags and has reported income of **\$895.00**. We currently have 6,530 bags in stock.

4. LEGISLATIVE/REGULATORY UPDATE

a. **Mercury Switches** – A Red Alert was sent to all members on August 18 regarding the recently announced National Voluntary Switch Removal Program. I participated in a meeting with DEP and ISRI regarding the impact of the national program on our state program. At this time, there are not enough details to determine the impact. We did agree to submit a letter of intent requesting additional support for the state program through the funds available in the national program. The goal is to build on our already successful state program.

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- b. **Towing & Abandoned Vehicles** - I will be meeting with Representative Ron Miller on September 11 to discuss potential legislation to increase the reimbursement rate to salvors as well as to require district magistrates to collect fees for storage and processing of abandoned vehicles. Mike Darrah will be joining me as well as Terri Johnson from PA Towers.
 - c. **Accepting Valueless Vehicles With No Titles** - I am still awaiting the form being developed by PENNDOT.
 - d. **Licensing** - Many members have expressed a desire to see licensing legislation advanced by the association. Several other states have passed licensing bills and have used those laws as a basis for regulating bidders at auctions. I believe this would be a good topic for the Legislative Committee to discuss in-person later this fall. I will be preparing a comparison of the various licensing laws for the committee to review.
5. **PENN-CAR UPDATE** - We continue to move forward in the development of this program. In August, our committee met to further develop the structure and services to be offered by the network to adjusters and body shops. I will be meeting with Keith Clark to discuss the business structure for the network and will have a more complete update at the Board meeting.
6. **COMMUNICATIONS/MARKETING**- The next issue of the *Digest* will be mailed in October.

****END OF REPORT****