

## Head in the Right *General* Direction for Compliance through Certification

*Certification is simple but not easy, to paraphrase the late Zig Ziglar.* The simple part is that the standards have been laid out in a straightforward manner. The standards are easy to understand and easy to track with the new online system. The easy to track part was an important goal of the Certification Committee to address the roadblock of not being able to easily start and stop working toward certification. The new Compliance Checkpoint system has completely obliterated that issue.

The most surprising thing for ARA members that are interested in achieving certification for the first time is that they are much closer to the goal than they may realize. Why? Because the businesses that join an association are generally more progressive and more proactive than those who do not belong to a membership.



*So, breathe easy and let's address the "low hanging fruit" first!*

### General Business Standards

The first nine General Business Standards are tried-and-true commonsense criteria that sets a professional auto recycler apart from the junkyards. *Yeah, I said it.*

2.01 Customer Parking – Is Customer Parking separate from the Vehicle Holding area with adequate Grading and Drainage? [Photo Required](#)

2.02 Sales & Reception area - is this clean and organized? [Photo Required](#)

2.03 Signs in good Taste. Are signs/pictures in reception area in good taste and of a positive tone?

2.04 Department of Labor – Is the required Department of Labor Employee Information Signage posted? [Photo Required](#)

2.05 Building & Property Maintenance and Appearance – Are buildings and property well maintained? Attach a photo of the outside sign and/or building. [Photo Required](#)

2.06 Salvage Vehicle Storage – is Salvage Vehicle Storage Safe and Organized? [Photo Required \(Two Views\)](#)

2.08 Licensed Delivery & Recovery Vehicles - Is a professional image maintained with licensed and presentable delivery and recovery vehicles?

2.13 Pest control for mosquitoes and rodents is managed through preventive maintenance. *This is no wrong answer to this question. The control of pest is not required but can improve public perception of an auto recycling facility. Beware that the use of professional grade poison can also create compliance and health issues.*

2.14 No open burning is practiced at the facility as prohibited by State law.

The next five General Business Standards were brought forward from the Gold Seal Program. The Certification Committee felt that these standards had moved from “above and beyond” to basic requirements of a professional auto recycler.

2.07 Parts storage systems is well maintained, orderly, and clean.

2.09 Does the facility maintain compliance for local ordinances, such as city license or permits?

2.10 Does the facility maintain general liability insurance with a minimum of \$2 million limit per occurrence for property, bodily and personal injury?

2.11 Does the facility have proof of ownership of all vehicles in their possession?

2.12 Has the facility reported all VIN's to NMVTIS within 30 days or state law timeframe? Provide the NMVTIS Last Report Date in the system.

That's it. Take six facility photos and verify that your auto recycling business is adhering to very practical General Business Standards set forth for certification through the ARA Certified Auto Recyclers program.

Order a new CAR Certification record at <https://arauniversity.org/product/certification-record-car-gs/> and get started today.