



VIRGINIA AUTOMOTIVE RECYCLERS ASSOCIATION

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November 1, 2008

Dear Salvage Yard Owner:

I am writing to invite you to join the Virginia Automotive Recyclers Association (VARA), the only statewide trade association dedicated to advancing Virginia's auto salvage industry. VARA has represented auto recyclers before state and federal officials for more than 25 years, while offering regular updates, networking events and other benefits for our members.

This past summer, VARA members played a lead role in working with the Department of Motor Vehicles and other stakeholders to overhaul Virginia's salvage code. Legislation being introduced for the 2009 General Assembly session will simplify the legal process for handling of abandoned vehicles for which no title exists. We are also working to preserve Virginia's salvage auction eligibility requirements so that only licensed salvage yards are allowed to bid at these auctions. Joining VARA will ensure that your business keeps informed about changes to laws and regulations affecting Virginia's salvage industry.

Your business has demonstrated compliance with environmental regulations by obtaining a storm water permit and perhaps taking part in Virginia's mercury switch removal program. Unfortunately, a majority of licensed salvage yards have not yet complied with these requirements. If, like me, you are frustrated by spending time and money to do the right thing for our environment while others do not, I encourage you to join our efforts to improve DEQ enforcement and require that yards seeking renewal of their DMV salvage licenses either list their storm water permit number or provide proof of having met exemption requirements.

We have a special offer for new VARA members! James Environmental, a longtime VARA associate member, has offered a \$200 discount on their company's storm water permit services for companies who join VARA for the first time before January 15, 2009. VARA will provide verification of new members to James Environmental and the discount can be applied for services contracted through December 31, 2009.

We hope this discount will provide just one of several reasons to join VARA now. Members receive insurance discounts, access to specialized training on topics such as airbags, forklifts and handling of hybrid vehicle batteries, as well as regular updates through our quarterly newsletter. Families of the employees of member companies are also eligible to participate in our scholarship program.

VARA will be hosting a Trade Show & Annual Meeting on September 25-26, 2009 at Bruce Auto Parts in Mechanicsville. Past events have included as many as 20 vendors from across the nation as well as informative speakers and educational seminars.

A membership form is enclosed. Please let us know if you have any questions -- and please join today!

Best Wishes,

Tony Wilson, VARA President