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The Automotive Recyclers Association Adds Key Industry Professionals to the Organization
Impressive Team Brings Over 100 Years Combined Experience to Address Industry Challenges

Manassas, Virginia – The Automotive Recyclers Association (ARA), representing an industry dedicated to the efficient removal and reuse of “green” automotive parts, announces the selection of Elizabeth Vermette to the position of Director of Government Affairs, as well as the addition of Ginny Whelan, Betsy Beckwith and D.J. Harrington as three senior consultants to the organization. “Each of these dynamic individuals has extensive experience that brings exceptional support to ARA’s advancement of the professional automotive recycling industry,” said Michael E. Wilson, CEO of the Automotive Recyclers Association. “Each one has a history of delivering superior results to the those they have served and their knowledge will be a tremendous asset to accomplishing our goals.”

Elizabeth Vermette, who joined ARA in December 2009, brings more than ten years of experience in government relations and public affairs to her new role as ARA Director of Government Affairs. Her most recent position prior to ARA was with AAA’s National Office in Washington, D.C., working in government relations, specifically as the AAA Director of State Relations for the last five years. In that role, she worked with AAA clubs to create state-level safety and consumer campaigns, and directed the Association’s efforts at the national level. Under her leadership, one of AAA’s state-level legislative and public information campaigns were awarded Silver Anvil Awards from the Public Relations Society of America, the public relations profession’s most prestigious honor.

Vermette helped AAA prepare several sets of comments on federal regulations related to airbags, assisted AAA clubs in their efforts to develop public relations campaigns for their battery recycling programs, and assisted in “Right to Repair” efforts at both the state and federal levels. She also published AAA’s *Digest of Motor Laws*. All these efforts and experience will aide Vermette’s efforts to advance the ARA directive to protect the interests of businesses that recycle used automotive parts.

Ginny Whelan, known as an industry trailblazer, has worked in the automotive recycling industry for the past 35 years in various capacities. She was a principal owner in her family-owned full-service automotive recycling facility, as well as in a self-service automotive recycling facility and a mobile car crushing business. She launched the first branded automotive recycling trading group in the U.S. and Canada that started a trend in the industry. Whelan was named *Locators’ Upfront 25* most influential automotive recyclers in 2007 and 2008.

Whelan served as ARA’s first woman President and was the first woman honored with a Lifetime Honorary Membership to ARA. She was President of the ARA Educational Foundation from 2004 to 2009 and currently serves as its Managing Director. She is the founder and managing director of ARA University (www.arauniversity.org), an online resource to educate the industry. Whelan has twice received ARA’s highest honor, the President’s Award, and she has an honorary ARA Scholarship in her

name offered through the ARA Scholarship Foundation. In addition, she has chaired numerous committees for ARA, including the Regional Directors, Governmental, Environmental, Electronic Commerce, and Insurance Committees in her 33 years of volunteer service. She has served on two Congressional Committees on vehicle titling and as the President of the New Jersey Workforce Investment Board, she received the Governor's Small Business Award.

"Electronic commerce is pipeline of the industry's future growth," Whelan comments. As part of her recent efforts in this area, Whelan currently serves as chair of the CEICA Recycled Parts and Inventory Committee. Her consulting focus is ARA's Gold Seal program and the topic of electronic commerce.

Betsy Beckwith, known for her efforts to develop the ECAR Center (www.ECARCenter.org), an online environmental compliance resource for automotive recyclers, will expand her role with ARA, bringing a wealth of government relations knowledge and association management expertise. Her career began on Capitol Hill where she gained on-the-ground experience in the office of a New Jersey Congressman and on congressional committees responsible for issues relative to science and technology and merchant/marine fisheries. Following that, she became immersed in the professional association arena, representing the government relations interests of the health profession both in Washington, D.C., and in the states.

Interested in broadening her scope of work, Beckwith ventured into consulting. In 2006, ARA brought Beckwith on board to develop the ARA/Environmental Protection Agency (EPA) joint venture, the ECAR Center, a role that she continues today as its Manager. In this role, Beckwith has acquired key insights into the automotive recycling industry. She will continue to advance the interests of recyclers by strengthening relationships and networks in EPA and other agencies.

Beckwith combines her federal agency and congressional experience to assist ARA's governmental affairs department on an ongoing basis. Together with Director of Government Affairs Elizabeth Vermette, Beckwith will track legislative and regulatory measures that could affect the practices of automotive recyclers and work with members to advance their interests. Her focus will help ARA in their expanded monitoring of state and international issues.

In his consulting role with ARA, D.J. Harrington will focus on membership recruitment. Harrington is the President and Chief Executive Officer of Phone Logic, Inc., an international training company based in Atlanta, Georgia. He serves as a consultant and trainer to over 1,000 privately owned businesses throughout the country. His years as a sales trainer and motivator for a variety of companies have provided D.J. with an outstanding background which he brings – along with his energy and dynamic personality – to his new role with ARA. Harrington is a longtime supporter of the ARA, and related automotive industries, and will be an asset to building the ARA organization to strengthen its efforts.

ARA is on track for significant growth. The organization added 162 new members during the 2009-2010 fiscal year that ended Aug. 31 – the best recruitment gain posted in ten years.

Established in 1943, the Automotive Recyclers Association ("ARA") represents an industry dedicated to the efficient removal and reuse of "green" automotive parts, and the proper recycling of inoperable motor vehicles. ARA represents over 4,500 auto recycling facilities in the United States and fourteen other countries around the world. With programs such as the Certified Automotive Recycler Program (CAR) and other partnerships, ARA members continue to provide consumers with quality, low cost alternatives for vehicle replacement parts, while preserving our environment for a "greener" tomorrow. To learn more about the Association, visit ARA online at www.a-r-a.org or call (571) 208-0428.