

March 2026

Hello everyone,

Are you ready for spring yet? I know I am! March in Wisconsin always feels like a turning point. The days are getting longer, and it starts to feel like winter won't last forever!

Lately, I've been thinking about leadership — not from a corporate POV, but day-to-day, boots on the ground leaders. A [recent article from Auto Recycling Now](#) talks about coaching and the role it plays in building stronger teams. It's a good reminder that leadership isn't just about managing production or solving problems. It's about things like noticing what's going well, giving credit where it's due, and leading by example. Those small moments add up, especially in our industry where the work is hands-on and fast-moving.

I've also been thinking about how easy it is to get stuck in a rut. I've heard that once in a while, it's good to pretend it's your first day on the job to get fresh eyes on what you do and how you do it. [This article](#) talks about how different types of auto salvage yards practice their business and what works best for them. Maybe you'll find something to spark your creativity and provide some inspiration! As we head into spring, it might be worth asking: What's working well in my yard right now? And where could a small adjustment make a big difference?

Have a great March!

All the best,
Annie Kauffman
Executive Secretary
CARS of Wisconsin

Referenced articles:

Coaching: *The Six Gears That Keep Your Business (and Your People) Running* – Auto Recycling Now – <https://autorecyclingnow.com/news/coaching/>

Connecting Best Business Practices with Business Models – Auto Recycling Now – <https://autorecyclingnow.com/news/connecting-best-business-practices-with-business-models/>