



ATRI News

June/July 2009

Your Illinois Green CAR State Certification Program Can Help Achieve ATRI's Goals

By

David Kendziorski

Illinois Green CAR Program Manager

Throughout its long history, Auto and Truck Recyclers of Illinois (ATRI), the statewide trade association for Illinois' auto recycling industry, has provided a variety of valuable services to its members. There are two objectives of the association that are worth highlighting:

To provide public relations (through lobbying, political action, promotion, this newsletter, and conventions) that improve the image of the industry and its standing within the Illinois community.

To establish collaboration between members. One of the best ways to build collaboration is by developing and agreeing upon technical standards that help members improve their performance and consistency.

The new Illinois Green Certified Automotive Recycler (Illinois Green CAR) program has adopted a set of industry-leading environmental, safety, and business standards; provided assistance and training to help members meet the standards; veri-

fied compliance with those standards; and documented the results in an annual report. We are working hard to attract members to participate in the certification program, to help members comply with the standards, to continuously improve Illinois Green CAR to address new issues and regulations, and to seek recognition and benefits for certified recycling facilities. We're off to a great start: 100% of the Illinois Green CAR members achieved full compliance with the standards in 2008.

The Illinois Green CAR program is designed to help achieve ATRI's primary goals to build positive public relations and collaboration between members. If you are a current Green CAR member, let us know how to improve the program. If you have not yet signed up for Green CAR, please consider how your participation could support your association and your business.

**See the center section for the highlights from the
Upper Midwest Auto & Truck Recyclers
Convention and Trade Show**

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The ATRI NEWS

The ATRI News is published six times per year for the Auto & Truck Recyclers of Illinois. None of the material in this publication necessarily reflects the opinion of ATRI, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to:

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1700 Fieldstone Drive South
Shorewood, IL 60404
illautorecyclers@aol.com

Articles may be edited for length and format.

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Automotive Recyclers in Illinois.
This newsletter is supported by the Advertisers.
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Advertising Contact

ATRI retains the publishing services of
R. J. McClellan Inc. for the publishing of this newsletter.

Monday - Friday, 8AM - 4PM

Phone 651-458-0089 • Toll Free 877-525-4589

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President's Perspective

Joseph Watson, ATRI President

2009 brings to us, in the Auto Recycling Industry, some very interesting situations. The Ferrous and non-Ferrous markets have crashed, scrap processors are closing down, vehicle manufacturers are producing lower number of new vehicles, dealerships are closing, and WE need to work harder and/or smarter for the same money.

This is not the end of the auto recycler, our industry has weathered much harder times, however some businesses will close and the remaining will fill in the gaps. Who will survive? I would venture to say, there are several categories;

- 1) the 1-2 employee operation – you know the type, owner lives on or near the business, buys and pay for everything in cash, has little bookkeeping, and survives as long as the business stays open.
- 2) the deep pocket owner – he has been putting the funds generated from the overinflated metal market into some sort of saving.
- 3) the leaner-smarter business owner – participates in the industry, seeks advice from his peers in the industry, learns then implements better – more profitable ways of doing business.

Your Association can help with either number 1, 2, or number 3.

A Trade Association is defined as an organization founded and funded by businesses that participates in public relations activities such as advertising, education, political donations, lobbying and publishing, but its main focus is collaboration between companies, or standardization. Part of being a member of an association is participation.

Without participation, even at the lowest level, you don't receive the full benefits of that Association.

Any professional association is an 'Idea Bank' – where you can add one idea and withdraw ten. However if people don't participate and make 'deposits', the 'Bank' collapses and we all lose.

The Auto and Truck Recyclers of Illinois NEEDS your expertise, your insight, your experience in addition to your concerns and your fears and WE NEED YOUR

INVOLVEMENT. One idea I am proposing to the board that we have yard tours or 'Field Trips' on a monthly basis, I have proposed and begun safety training bi-monthly. Tell us what we, as your Association, need to do, then help us achieve those goals. We need you!

Joseph Watson
joswatson@hotmail.com



ATRI Summer Seminar Series, Program #2

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August 2009

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details!!!!**

**For questions call Michelle at
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Executive's Viewpoint

Michelle Lechner, Executive Director

Another successful Upper Midwest Convention & Trade Show has come and gone. This year the turn out in Eau Claire, WI was huge! Wisconsin has a lot of members, and so does Minnesota. It was a long haul for Illinois yards but we held our own in terms of participation.

I am always hoping for more to attend because the way I see it, this event is inexpensive, educational, fun and a great way to network with other recyclers. I ask myself, what does it take to get my members to go? It seems like a no brainer to me, and it is a great member benefit that is being provided for you. I get asked all the time what does the association do for me? I always respond, "you get out of an association what you put into it."

I also wonder, do you get the information about the events that happen when sent to your yard? Do your employees see it? Is there a way to communicate this event better to you? So many questions I have, because the way I see it, I would think it helpful to reap the benefits the association has to offer. Many times I hear that getting away is hard, especially when you are open on Saturday. Would it be helpful if you had more lead time on meeting dates? Would planning be easier if the events were finalized sooner?

Feel free to answer any of the questions I have. I welcome the responses. I will give you a heads up and let you know that this convention will return to Illinois in 2011 and my goal is to see 75% of ATRI Members participate. What will it take to get you there? You will see this information come across your desk and I want you to put it into your calendar and maybe that will help. If there are certain

topics you would like to see discussed let me know. I WANT TO HEAR FROM YOU!!! This is an ever-changing industry so being kept up on the latest and greatest is vital to your day today business.



In June ATRI will be having one of four educational seminars that will be held through out the year. You should have received the flyer for the first one, which will be June 6th at ABC Auto Parts in Riverdale, IL. This seminar will be a CPR/AED training provided by the American Heart Association. This seminar will

provide a wealth of information for you and for your employee's. Sending at least one person from your facility is huge. If you did not get the information you can go to www.illinoisautorecyclers.com for the information.

Changes continue at ATRI. David Anderson has completed his term as ATRI President, and Joe Watson from ABC Auto Parts in Riverdale, IL takes over the reins. I must say it has been a pleasure working with David Anderson for the past two years. Not only was he a great person to work with, but, he was always accessible for whatever the industry needed. If it meant we had to take off at

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the drop of a hat and run to Springfield to lobby on an issue, or take part as a convention committee member David always stepped up. I can only imagine how hard it must be for some of you who are owners of a business to take on the responsibility of being President of a state association.

And now I bring to you Joe Watson who will bring so much to this association with his enthusiasm, innovative ideas and so much more. Just talk-

ing with Joe, you can feel the electricity and can see the many thoughts and plans for ATRI dancing around in his mind, how fun!!! I am looking so forward to it and you should too.

Keep Recycling,
Michelle Lechner
Executive Director

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Legislative Report

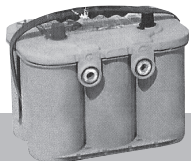
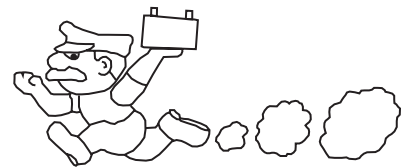
SB0183 has died, but discussions continue. ATRI has met with our lobbyist and the Cook County State Attorney office over the course of the last 5 months on issues related to the transport of crushed vehicle hulks. The target of the State Attorney's office is Chicago based scrap processors who are accepting junk vehicles without appropriate documents. ATRI has continued to educate the office as to how we operate and the challenges related to crushed vehicles identification on specific loads. We have asked for and been denied an exemption to sending our junk certificates, which we must keep for 3 years, along with each load. We have proven the chain of custody

issues and a verification the vehicles which we send are ours by NMVTIS compliance. We have a contact in the office and she is aware of the 20 issues and is sympathetic to our business issues however they have no interest in allowing us to transport vehicles to the shredder without a title or junk certificate. We will continue to convince them otherwise and will share our thoughts with the Illinois scrap processors.

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Automotive Recycling Industry in Crisis!

The U.S. Government DEMANDS Scrappage of ALL ENGINES and TRANSMISSIONS
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Vehicles retired under the American Clean Energy and Security (ACES) Act.

The goals of the program are to stimulate domestic automobile sales and increase the fuel economy of the nation's automotive fleet.

It is projected that this program will prematurely retire over a **MILLION** cars and light duty trucks.

These two part types account for over 50% of sales revenue for many members of our industry! ARA your national association is active on you behalf in Washington, meeting with other stake holders and Members of Congress to avert this misguided plan which will eliminate the sale of ALL ENGINES AND TRANSMISSIONS. Our adversaries the OEM manufactures and Big Banks have the upper hand and they are doing everything in their power to eliminate the possibility that now and even in the future, when the economy recovers, we can supply parts to customers who want to keep affordable transportation running.

Protect you business NOW!

Join ARA to fight for the Automotive Recycling Industry.

Field Trips in Illinois

Trading partners are an excellent source of parts for our customers. Some parts sell better in one market than another; however the concern is the quality of the parts and the business practices other recyclers employ. How are we to know if the business that has our needed parts we need live up to our expectations? The best possible way is an on-site visit. Those of us that attend conventions have the experience to visit other facilities and are allowed to see and meet the people we might never get to trade with. We as a Trade Association, are discussing setting up a series of 'Field Trips' to visit other facilities in Illinois and experience firsthand what they do, how they do it, and have the ability to question owners, operators and employees of those facilities. May 21st at the board meeting of ATRI we will discuss how to implement procedure and

practices to make monthly 'Field Trips' to member facilities available to Association members.

If this sounds like something that interests you, either as a facility or a visitor, contact us.

Joseph Watson

joswatson@hotmail.com



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Thank You Upper Midwest Auto & Truck Recyclers Convention & Trade Show

By: Ron McClellan

On May 1st and 2nd my wife and I and Sheila Cain had the pleasure of attending the 2009 Upper Midwest Auto & Truck Recyclers Convention and Trade Show. It was held this year in Eau Claire, Wisconsin, and I would like to thank all of the convention committee and boards of the five states represented at the convention.

We had a great time for the two days. It was nice to see all the recyclers again that I have known for so many years as well as meeting many new friends. It was also a real pleasure hearing all the great comments about the newsletters we are pub-

lishing for the state associations. We also had a number of people tell us they really enjoy our other publications, The Auto Body Journal and The Auto Repair Journal. In fact a couple of people told us our Journals are the only publication they get that they actually open and read other than the association newsletters.

Thank you again and we are looking forward to next year's convention.



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Auto and Truck Recyclers of Illinois,
Automotive Recyclers of Indiana,
& Iowa Automotive Recyclers



Convention Highlights



Our Sincere Thanks and Appreciation

If you ask people why they think the 2009 Upper Midwest Auto & Truck Recycler's Convention and Trade Show was a great success, you would get a lot of different answers. Some would say it was because of the vendors in the trade show. Others would say it was because of the informative speakers. Maybe the generous auction bidders? Was it the sponsors, so we could keep our registration at an affordable fee? Or was it the donations that we receive that help keep costs down? There really is not one particular reason, it is the combination of many, many people working together to provide our industry with such a beneficial weekend. And without "you" the attendee, there would be no reason to have an event at all. So our appreciation goes out to each and every one of you who collectively made this weekend what it was.

An extra thanks goes to:

- **This year's convention committee.** It was made up of representatives from all 5 states.
- Representing **Wisconsin**, the host state, was **Jim Wieland** Convention Chairperson, **Sandy Dumke** Convention Executive Secretary, **Mark House** as Convention Treasurer, and President **Deanna Hart**.
- **Minnesota's** representatives were President **Carl Genz** along with **Dan Brekke** and **Rick Lemke**.
- Representing **Illinois** were President **Dave Anderson** and **Joe Watson**.
- The **Indiana** representative was **Katrina Kerlin**.
- **Iowa's** representatives were President **Mike Swift**, **Tom Snyder** and **Jodi Kunde**.
- The board members, who not only served on the many sub-committees, but lended helpful hands when needed.
- The **Iowa Automotive Recyclers Association** for joining us this year. Not only did they assist throughout the planning of the event, they provided us with some very artistic and creative donations. Their members found the time to not only fully participate in our many events but also offered their assistance as well.
- **Sue Eiler** for organizing the Valve Cover Races. **Pete Krumenauer** for being our "local area" liaison and organizing the Street Rod Display. Executive Director **Michelle Lechner** for chairing the golf outing. Executive Director **Kelly Lynch-Salseg** for chairing the auctions and participating with her states responsibilities.
- **Adam Sedlacek**, **Paul Oman**, **Jerry Conrad**, and **Dewayne Krumenauer** for taking the time and effort to bring their pride and joy Street Rods for us to see.
- There were many volunteers who gave their time as well. **Donna Rowin** - Dependable Auto Parts, **Ron Holmes** - Holmes Automotive Recycling, **Bill Morrison** - Morrison's Auto, **Cindy Radtke** - Rhinelander Auto Salvage, **Gail & Nicole Kratzke** and **Pete & Kim Dumke**.
- The director of the **Eau Claire Exposition Center**, **Rolf Utegaard** who was always there to lend a hand and make sure all of our needs were met.
- The group of men and women who call themselves "**The Friends of the Fair**" who worked so hard to keep us well fed all weekend with their delicious and plentiful meals.





Thank You to ALL of Our Vendors!

The Upper Midwest Auto & Truck Recyclers Convention Committee and all five participating states wish to thank the following vendors for participating in our show.

We had a very nice representation from a wide variety of businesses that serve the recycling industry.

We hope that your efforts over the busy weekend result in additional business success.

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We also wish to thank the following vendors who participated in the giveaway drawings that added much to the fun and excitement of both days:

Bauman Associates Brock Supply David Ruberg Repair Hollander A Solera Company	Manheim Minneapolis Auction Northern Light Refinishing, Inc. Nu-Parts Automotive Products URG/Pinnacle	Power Parts Products Quality Replacement Parts Recycled Parts Plus Unishippers
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Golf Outing

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This was the first year that a golf outing was held and it was a huge success. Despite the chilly temperature and partly sunny skies, 43 golfers arrived ready to play. The golf outing was held at Wild Ridge Golf Course in Eau Claire on Friday morning. The main sponsor was **Lamb, Little and Co/ JG Sullivan, Insurance for Recyclers.**

First place was a tie and cash prizes went to Eric & Amy Schultz, Bill Velin, Patrick McKinney, Don Miller, Joe Voit, Katie Olson, and Dale Saunders. Closest to the pin was Jake Dunworth, and the longest drive went to Andrew Morrison. There was a twist on Hole Number 11 when each golfer had to use a putter made from a Ford Explorer caliper bracket welded to a torsion bar and attached to a couple of horns at the handle. Believe it or not, Micah Mouser one-putted with the custom putter so he was also awarded a prize.

Once again, thanks to **Lamb, Little & Co/JC Sullivan,** our main sponsor, all 18 hole sponsors listed below, and, of course, our golfers.

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- URG/Pinnacle**
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- Wheeler's Autobody Supply**
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- Dean Bellin
- Mike
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- Cindy LaV
- Shanon Holmes
- Justin Lebah
- Kent Bahr

The event ended

The Show N' Shine
Erin Johnson - Mo

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packed, the crowds were roaring, the
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 a total of 31 very unique cars
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- Kadinger -Kadinger's, WI
- Kadinger - Kadinger's, WI
- Lesser - Recycled Parts Plus, WI
- Holmes Automotive Recycling, WI
- Nordstrom's Automotive, SD
- Conrad's Auto Salvage, WI

with 3 cars being auctioned off.

car was purchased by
 Morrison's Auto, WI.

between the two classes was purchased by Rick Lemke - Metro

consin's 50th Anniversary, Morrison's Auto donated their car to be
 ch they purchased through an auction years ago. It was the first
 ver built. CARS Of Wisconsin purchased it and presented it back
 the original builder/owner, in appreciation of her years of dedi-
 anization.



1st Place Custom
 Jim Wolterstorff
 Dykes Auto Salvage, MN



1st Place Stock
 Jim Wolterstorff
 Dykes Auto Salvage, MN



2nd Place Custom
 Jerry Conrad
 Conrad's Auto Salvage, WI



2nd Place Stock
 Cindy LaVesser
 Recycled Parts Plus, WI



3rd Place Custom
 Donica & Dorisa Duellman
 Elmer's Auto Salvage, WI



3rd Place Stock
 Jesse Rodriquez
 Roz Auto Salvage, WI



Show N' Shine
 Roger Losinski
 Centerville Auto Salvage, WI
 Custom Class



Education Providers & Speakers

The Five-State Convention Committee wishes to thank the following for their outstanding contribution to the education and training of our members at this convention.

Bill Klein: Developer of management and leadership training programs who for over 25 years has provided motivational and inspirational lectures, seminars and break-out sessions on business and organizational matters.

Bernadette Hull: A manager and business consultant professional with Bauman Associates, Ltd., Bernie has had 27 plus years of public accounting experience. Her industry expertise includes the automotive industry with particular emphasis working with auto recyclers.

John Harshaw: John and Kathy are owners of Nu-Parts Automotive Products located in Tempe, Arizona and conduct Air Bag Shipping training and certification courses throughout the country.

Dave Kendziorski: As president of Stormtech, Inc., Dave specializes in certification and storm water compliance services for the automotive and scrap recycling industries. He has extensive experience implementing compliance programs throughout the country.

Dr. Dean Russell: Holding various degrees in management, human resources development and international business focusing on Quality Systems, Dr. Russell has designed a program to train all employees in current business etiquette.

Joe Watson: ARA University's Forklift Trainer for the Upper Midwest Convention. Joe has worked in the automotive recycling industry for over 30 years and currently is the Operations Manager of ABC Auto Parts. Joseph oversees the department managers behind the scenes, while also taking on the position of Vice President of the Auto and Truck Recycler of Illinois.

We also want to thank **Linda Pitman and Michael Wilson of ARA, Al Utizig of WACTAL, Laurie Woods of Hollander, Don Davis and Michelle Alexander of URG, and Roger Schroder of Car-Part.com.**

Yard Tours

We would like to thank the yards for the generous donation of their time and effort for allowing yard tours at their facilities during the five-state Upper Midwest Auto & Truck Recycling Convention. We know there is a lot of planning and manpower that goes into readying a facility for these tours, and we want you all to know how much it is appreciated!

Alter Metal Recycling

Eau Claire, WI

Cadott Auto Recyclers, Inc.

Cadott, WI

Kadinger's Inc.

Downing, WI

Remington Salvage Yard

Eau Claire, WI

Randy's Auto Salvage City

Eau Claire, WI



Live & Silent Auctions

Once again this year, both a live and a silent auction were held as part of the convention. Historically the live auction has taken place on Saturday evening, but this year it was held Friday evening and we had a great crowd. Bidding was hot and heavy with Billy Morrison volunteering his services as auctioneer. The state baskets were hot



items but the hottest item was the "Tractor Seat" art work donated by Trail's End of Des Moines. The silent auction bidding ran through Saturday afternoon with a wide variety of items. This was one of our most successful auction combos ever and we were able to raise a

lot of money for the state associations.

A special thank you to all the generous folks who donated items for the auctions: Accurate Auto, Commercial Forms, The Connection, Sandy Dumke, Holmes Automotive, Hurst Salvage, Kirchayn Auto Parts, Manheim's Minneapolis Auto Auction, Miller Compressing, Morrison's, Newville Auto Salvage, Norb's Auto Salvage, North End Auto Wrecking, Nu Parts, S & L, Total Resource Auction, Trail's End Auto & Truck Salvage, and Craig Van Batenberg. Also many thanks to Sarah Davis, Marla Wolterstorff, Mark & Donna House, and Billy Morrison for their assistance!



Thank you to ALL our Attendees!

WISCONSIN

Accurate Auto Parts
 Alter Metal
 B & M Auto Sales & Salvage
 Bay Auto Parts
 Badger Motors
 Bruno's Auto Salvage
 CARS of WI
 Centerville Auto Salvage
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 Kadinger Auto - Downing
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 LKQ Star
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 Norb's Salvage
 Oak Leaf Auto Salvage
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 Viking Auto Salvage Inc
 Windy Hill Auto Parts

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Allied Auto Salvage

SOUTH DAKOTA

Nordstrom's Auto

TEXAS

Dulaney Auto & Truck

Pre-registered listing of attendees. We apologize for anyone we missed.



ARA Releases New Torch Use Protocol

By

David Kendziorski

Illinois Green CAR Program Manager

The Automotive Recyclers Association (ARA) has established a new training protocol for the use of gas cutting torches. This training protocol was developed under the national Certified Automotive Recycler (CAR) program, and will be implemented in 2009 under the Illinois Green Certified Automotive Recycler (Illinois Green CAR) program that has been accredited by ARA.

The use of gas cutting torches has been declining over the years, and many facilities never use the tool, or use it very infrequently. Only employees who have been properly trained should use cutting torches, and the activity should be carefully monitored and restricted. The training protocol developed by ARA is intended for facility management personnel and any employees that use the torches.

Improper or unsafe use of cutting torches can lead to explosion, fire, flash burns, skin burns, eye injury, and even loss of life. ARA notes that "some insurance companies have changed their insurance policies so that property damage and loss caused by the use of a cutting torch would lead to steeply increased deductibles in the event of a claim."

The ARA Torch-Use Education and Orientation protocol is a two-page document. Once training is completed, the protocol document should be dated and signed by the employee and the supervisor, owner, or manager. The training protocol is available at http://www.a-r-a.org/files/torch_protocol_2009.pdf. Keep the original in the employee's personnel file, and provide a copy to the employee. During the Illinois Green CAR audits, I will ask to see a signed copy of the training protocol for each employee that may use a cutting torch. There is no required refresher training, but management should repeat the training as appropriate.

The protocol reviews 19 best management practices for safe use of cutting torches. The safe practices address:

- Restricted Use
- Eliminate use or limit to trained employees
- Proper use of equipment (proper pressure, protect tip, open cylinder valves carefully, purge hose lines correctly)
- Inspect before each use
- No smoking
- Safe Location
- Establish clear zone away from combustibles, gas tanks, fuel spills, and other hazards
- Adequate ventilation (preferably outside)
- Second employee on "fire watch"
- Proper PPE and Fire Protection
- Eye and face protection
- Non-flammable gloves (not greasy)
- Adequate fire extinguishers

In addition to the ARA protocol, both OSHA and the National Fire Protection Association (NFPA) have established specific requirements for conducting hot cutting operations. The safest option, of course, is to eliminate the use of cutting torches completely.



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Illinois Green Certified Automotive Recycler (Illinois Green CAR) Application Form

Owner/Contact Name(s): _____

Business Name: _____

D.B.A. (If applicable): _____

Street Address: _____

City: _____ State: _____ Zip Code: _____

Mailing Address (if different): _____

Phone: _____ Fax: _____

E-mail: _____

I wish to apply for Illinois Green Certified Automotive Recycler (Illinois Green CAR) certification.

I agree to meet the Illinois Green CAR standards.

I agree to participate in the Illinois Green CAR auditing program to verify compliance with the Illinois CAR standards.

I agree to pay the Illinois Green CAR membership fee as established by ATRI.

I agree to comply with the following guidelines:

- Be a member of ATRI, and meet the membership requirements.
- Appropriately display applicable Illinois Green CAR program identity and promotional materials. I agree to surrender same if ATRI membership is canceled or terminated.
- Improve my effectiveness as a business person and professional automotive recycler either through business courses and seminars offered by ATRI, or by recognized colleges and universities.
- To not knowingly purchase and/or sell automotive parts of questionable origin. An Illinois Green CAR member should take pride in his industry and business, thereby enhancing quality, customer service and confidence.

I understand that as the automotive recycling industry changes, the requirements to be an Illinois Green CAR member may also change, I agree to incorporate any such changes in my business. If I fail to do so, my Illinois Green CAR membership will be subject to termination.

Business Owner Signature: _____ Date: _____

Staff Use Only: _____ (date received by ATRI)



Update on Reissued IEPA Industrial Storm Water Permit

By

David Kendziorski

Illinois Green CAR Program Manager

On May 1, 2009, the Illinois Environmental Protection Agency (IEPA) reissued the industrial storm water permit, General NPDES Permit ILR00. Storm water permits are reissued every five years. Many recyclers have already received the new permit from IEPA. Recyclers that were covered under the previous Illinois industrial storm water permit are automatically covered under the reissued permit.

The reissued permit contains several significant changes:

- The new permit requires the electronic submission of a Storm Water Pollution Prevention Plan (SWPPP) by both new and existing facilities. The SWPPP should be submitted to epa.indilr00swppp@illinois.gov at the same time as your next annual report is submitted.

WELCOME TO ATRI'S NEW DIRECT MEMBERS

Big Top Auto

20877 Cottage Grove
Ford Heights, IL 60411
ph: 708/758-6433
fax: 708/758-6445

contact: David Watson

email: Davidwatson@bigtopauto.com

website: www.bigtopauto.com

Coultas Recycling Company

11 North Second Street
Danville, IL 61832
ph: 217/443/0510
fax: 217-446-6364

contact: Edward Coultas

email: coultas@cbnstl.com

Whittaker Auto Salvage

1365 N 45th Rd
Earlville, IL 60518
ph: 815/246-7019
fax: 815/246-9333

contact: Wes Whittaker

Y-Yard Auto & Truck, Inc

8485 North US Highway 45
Effingham, Illinois, 62401
ph: 217/536-6116 or 800-252-4040
fax: 217/536-5551

email: autoparts@y-yard.com

website: www.y-yard.com

contact: Kelly Roepke



Auto & Truck Recyclers of Illinois Association News

- The annual reports must now be submitted electronically to epa.indannualinsp@illinois.gov.
- The reissued permit requires some changes to your SWPPP.
- The Notice of Intent (NOI) has been revised.

The Illinois Green Certified Automotive Recycler (Illinois Green CAR) program can help

you comply with these new storm water requirements. The Illinois Green CAR standards include nearly all of the storm water pollution prevention practices. You'll receive onsite assistance from a professional with over 30 years of storm water management experience. Most valuable is the peace of mind knowing that your compliance has been verified under the nationally accredited Illinois Green CAR program.

*“Having a business and not advertising
is like winking at a lady in the dark.
You know what you are doing but no one else does.”*

Unknown

Auto & Truck Recyclers of Illinois ATRI News Advertising Rates

Submit by the 1st day of the month prior to publication date of newsletter.

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ATRI Summer Seminar Series, Program #1

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June 6, 9 a.m. to noon

ABC Auto Parts, 13741 S. Ashland Ave, Riverdale IL

\$50 a person RSVP to Michelle

Lunch included

PROTECT YOUR YARD

Be prepared. You never know when you will be called to assist in an emergency situation.

This program could save a customer's life, an employee's life, or even your own life.

The American Heart Association CPR/AED Class (AHA-AED) Covers:

CPR: *Cardiopulmonary Resuscitation* **AED:** *Automated External Defibrillator*

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Safety techniques to protect yourself and others from exposure to hazards/excretions

Understanding your role as a first responder in an emergency

Knowing when to call 911 and what information to give them

Knowing the difference between heart attack, cardiac arrest, and stroke

Knowing how to properly open the airway on a victim

Fainting & Methods for checking adequate breathing

Performing proper chest compressions for adults, children, and infants

Knowing how to perform two person CPR for adults, children, and infants

Understanding "Hands Only CPR"

Knowing how to use protective barrier devices when doing mouth-to-mouth ventilations

Choking techniques for adults, children, infants, and self

Knowing how to put a person in the proper recovery positions

Understanding the AED machine and how it works

Seizures Shock (isothermal blanket)*Bloody Noses*Mouth/Teeth Injuries*Head, Neck, and Spine Injuries

Bone, muscle, and joint injuries (breaks, sprains, strains)*Burns (1st, 2nd, and 3rd)*Bites and Stings

Note: Those receiving CERTIFICATION will need to demonstrate the techniques in more detail and show the instructor that they are capable of performing proper CPR on an adult, child, and infant. Those techniques will be evaluated and critiqued professionally for proper learning. A certification card is valid with the American Heart Association for two years.

Class Time: Depending on class size and level of participant experience, the average class is approximately 2 1/2-3 hours in length.

Joan O'Malley, Instructor certified by the American Heart Association

To Register:

Call Michelle at 877.880.2874

Email Michelle at ILAutoRecyclers@aol.com

Fax Name & Company to: 815.744.2277

Auto & Truck Recyclers of Illinois, 1700 Fieldstone Drive South, Shorewood, Illinois 60404

Fees Payable at the Door or Invoice to Current ATRI Members



Is Your Organization Going To Make It To 2010 and Beyond?

By Dana Borowka, MA of Lighthouse Consulting Services, LLC

If the question above is keeping you and your colleagues up at night in the Recycling industry, we have some ideas for you to consider and implement so your organization will not only make it through the current storm but will thrive well into the future! You'll know by reading this article if your ship is heading towards the rocks, towards the open sea or on a clear course to your destination.

Think for a moment about the various components of a boat that are needed in order to keep it afloat and heading in the intended direction. Observe how they compare to your organization.

Components of a Vessel

Hull – Need to have a structure that can endure and thrive in the elements.

Fuel – The energy needed to move the vessel forward and towards its destination.

Crew – The crew will either make sure the ship reaches its destination in a timely manner or cause it to go off course or cause an incident that could result in loss of resources.

The Changing Environment

Water is the most unstable surface on our plan-

et. No matter how much planning a business does a rogue wave can come along and cause havoc. This might be changes in the market, unhappy clients, distribution channels, technology, financial, etc. Preparation can only go so far yet if your organization has one key ingredient you'll be able to survive and thrive beyond your wildest dreams.

Key Ingredient to Thrive

The answer always comes back to having the right crew on board. It all begins with the selection process, mentoring and staff development. If this is done correctly or you have the right people with potential for growth, you'll not only make it through to 2010... you'll also be ready to ride the wave of 2011 and beyond! Let's take a look at how this works.

By having the right crew on board, you'll have:

- Contributors – That will help the ship reach its course through innovation, ingenuity, timely fulfillment of tasks, follow through, etc.
- Happy customers – They'll keep coming back due to the outstanding service and quality of the product.
- Happy employees – They'll go the extra mile for the organization and its customers. This also leads to positive word of mouth that can attract top talent.
- Open Minded Culture – Problem solving is the key to anticipate needs, deal with weather changes, being open to adapting to the environment.
- Profitability – You'll meet your organization's goal and objective where everyone is rewarded for doing a great job and your

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organization will be able to continue to provide services and products with the opportunity to visit other destinations in the future.

An organization can build a sturdy ship but without the right people behind the scenes it won't leave port. All this starts with the captain of the ship and with its officers. If they select the correct crew up front, they know the job will get done correctly, in a timely manner and the work can be trusted. Can you trust that your crew will do their job not only correctly and in timely manner? Do they also contribute ideas for further improvement so you can get the maximum value from each individual?

If the answer is "I'm not sure" then your answer may be reflective of the future survival of your vessel. Every organization must have all

hands on deck with crew members that are excited and grateful to be aboard and have the ability to perform the best they can.

A Whale of a Tale for Teamwork

A manager once had an outstanding team but always told everyone what to do. This person didn't listen, didn't ask questions, demanded a higher level of volume without asking if the organization could handle it and created a closed environment. Over time things started to slip through the cracks, customers were not getting the attention they needed, sales slipped, people started to leave and the organization began to develop a bad reputation where recruitment became a problem. Upper management stepped in and started to ask the team members for their feedback. It turned out that the manager was not a good fit for that position and

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was transitioned into another department. When the new manager was selected, it was based not only on experience but also the ability to work with others. They learned that it is vital to understand a person's work style and how they interact with others in order to have a high performing team. If just one person isn't "playing well in the sandbox" the effects can ruin a brand and effect sales and future growth of an organization.

A Checklist for Success

- When selecting the crew – have a clear understanding of the ideal crew member and have a system and process to assure you have selected the correct crew members. This can be done through interviewing and asking questions for specific examples and compare those answers to what an ideal crew member would do. Gather as much data as possible from reference and background checks as well as provide an in-depth work style and personality assessment with Lighthouse Consulting Services. The information should be used to validate
- the interview responses, background and reference checks.
- Ask each current crew member for feedback on where they see the team and themselves could be more efficient in the market place within the next 30-60-90 days. This means that everyone on your ship needs to have their eyes and ears open to seeing where it might be possible to improve and enhance processes, structure, services, customer service, etc.
- Captains and officers need to listen to everyone and create a truly open environment. Come up with three things that you can do that will make that happen.
- Define what the ideal crew member would possess in skills, work style and personality and make it measurable.
- Assist the current crew to fulfill that role. Make sure you have an in-depth work style and personality assessment of your crew members so you'll have the insight to help everyone thrive and to get the best performance from every member of the team.

You'll want to know how someone problem-solves, deals with stress, makes decisions, processes information, creates and follows up on leads, etc. This will help to ensure that you have the right person in the correct position so they can perform to the best of their ability. Contact us at reception@lighthouseconsulting.com to get started.

If you have the right team in place, your organization will be able to deal with the many challenges that will come along during the voyage. The key is to hire right the first time and to assist those on board to be the best that

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they can be. This will lead to happy customers, happy employees, innovation for the future, efficiency for delivery of the product or service and of course, a profitable bottom line.

To take a leadership assessment to see if you have what it takes to help your organization sail well into the future, please go to: www.crackingthepersonalitycode.com/LeadershipTest.php

You can gather additional ideas for working with your current and future crew members by reading *Cracking The Personality Code*. To order this book, go to: www.crackingthepersonalitycode.com

Dana Borowka, MA, CEO and Ellen Borowka, MA, COO of Lighthouse Consulting Services, LLC have over 25 years experience in the area of business and human behavioral consulting. They have been helping organizations both nationally and internationally in raising the hiring bar through using



in-depth work style assessments. They are nationally renowned speakers and radio personalities on this topic. They have built a well recognized organization that provides expert interpretation of in-depth work style assessments during the hiring process, providing a variety of workshops and assisting those with communication challenges. They are authors of the book, "Cracking the Personality Code". To order the book, please go to www.crackingthepersonalitycode.com.

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