



# ATR News

July/August 2011



**Save The Date!!! Save The Date!!! Save The Date!!!**

# **CMARConvention & Trade Show**

**Training! Training! Training!  
Something for Everyone!**

**September 23 & 24, 2011**

**The Central Midwest Auto Recyclers  
Convention & Trade Show**

**Springfield, IL**

Events will be held at  
the prestigious

**President Abraham Lincoln Hotel**

701 East Adams Springfield, IL 62701 • For Reservation call 1-866-788-1860

Please refer to the Central Midwest Auto Recyclers for a special room rate

Cut off date is September 1st, 2011

***The I's Have It!***

*Brought to you by the Automotive Recycler Associations of:*  
**Illinois, Indiana, & Iowa**

**Other Convention Highlights include:**

**A Cocktail Reception/Auction at the President Abraham Lincoln Museum**

- **Exclusively for attendees of the CMARC Show.**
- **All exhibits will be available.**
- **Truly an event not to miss!**

**The Route 66 Mother road show will also be going on that weekend.**

- **Come enjoy all the hot cars and all that attraction has to offer.**
- **All of this within walking distance of the hotel.**

**Golf at the Rail Golf Course, home of the State Farm Rail Classic 1976 - 2006**

*Watch your mail for more details!*

*For more information please contact:  
Michelle Lechner 877/880-2874*

**Save The Date!!! Save The Date!!! Save The Date!!!**





## 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 it's 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:

Michelle Lechner  
Executive Director, ATRI  
2817 White Plains Ct.  
Springfield, IL 62704  
illautorecyclers@aol.com

Articles may be edited for length and format.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

## Auto & Truck Recyclers of Illinois 2010 Board of Directors

### Joe Watson President

ABC Auto Parts & Sales, Inc.  
Ph: 708/389-1456  
Fax: 708/389-5126

### Larry Brosten Vice President

Auto Parts City, Inc  
Ph: 847244-7171  
Fax: 847/244-7279

### Andy Zalon Secretary/Treasurer

C & J Auto Pars Inc  
Ph: 800/783-8121  
Fax: 773/523-1158

### David Anderson Immediate Past President

I-55 Auto Salvage, Inc  
Ph: 815/467-2938  
Fax: 815/467-7152

### Sean Krause

Speedway Auto, LTD  
Ph: 800/437-8733  
Fax: 815/726-9427

### John Catalano

Bionic Auto Parts  
Ph: 773/489-6020  
Fax: 773/489-4722

### John Catalano, Jr.

Bionic Auto Parts  
Ph: 773/489-6020  
Fax: 773/489-4722

### Rich Aukland & Jeff Middleton

Rhodes Auto S/S/S  
Ph: 815/673-3737  
Fax: 815/672-5430

### Jack Reichel

Chicago Industrial Catalytic  
Ph: 321-914-6666  
Fax: 847-236-9725

### Rob McCartney

Macks Recycling  
Ph: 217/367-6219  
Fax: 217/367-9001

### Scott & Travis Mefford

Scotty's Auto Parts  
Ph: 217/452-3081  
Fax: 217/452-3299

### Michelle Lechner Executive Director / Lobbyist

Ph: 877/880-2874  
Fax: 217/793-2277

***This publication is mailed free of charge to  
Automotive Recyclers in Illinois.  
This newsletter is supported by the Advertisers.  
Please thank them through your patronage.***

## 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  
Fax 651-458-0125 • Email newsletters@rjmc.com

**Ron McClellan**  
Advertising Sales

**Sheila Cain**  
Layout and Design

## ATRI Contact Information

### Executive Director / Lobbyist

**Michelle Lechner**  
2817 White Plains Ct.  
Springfield, IL 62704  
Ph: 877/880-2874  
Fax: 217/793-2277

Email: illautorecyclers@aol.com  
www.IllinoisAutoRecyclers.com



## President's Perspective

Joseph Watson, ATRI President

I recently attended the URG meeting in Denver, Colorado and came away with some great ideas. As with most conventions I have attended as the night wore on, tongues got looser and the concept of pricing strategy came up. You purchase a vehicle, a vehicle you have never owned, for a specific part such as an engine, and during the processing of the vehicle what remains are a large number of residual parts that have some value but as stated before was not the reason for purchasing the vehicle. These parts are by-products, a secondary or incidental product deriving from a (de)manufacturing process. The question recyclers must ask themselves is: 'What is this by-product worth on the open market?' We

have core values, established by core buyers who can download our inventory from such sites as Car-Part, and they offer to purchase the cores from us, and generally the cores have a similar price from a majority of the core buyers that I have encountered. We also have OEM prices supplied to us from our yard management systems or Mitchell just to name a couple sources. We can get current prices of Used OEM parts by looking up what other companies are listing them by visiting their web sites, checking the prices on EDEN, Car-Part, or any number of sites. So what is a small independent auto recycler to do when faced with the situation of pricing our by-product parts?

In speaking of by-product I am referring to hard items such as glass, engine components, drive train components, suspension and electrical items. Items that generally is either good or bad and not subjective as to quality such as sheet metal and wheels. For the old school people, these were referred to as 'common parts'. Such items as engines, transmissions, differentials, door assemblies and front end assemblies would not be considered in this proposal.

What do major businesses in other industries, such as the financial markets, do when faced with coming up with prices for their

**ICI** Insurance Consultants, Inc.<sup>®</sup>  
Martin Satz Insurance

*Insuring the Salvage & Recycling Industry Since 1976*

***Please contact us for a  
Competitive Quote and ask Our Clients  
about our Exceptional Service***

**800-449-1151**



401 N. Lindbergh Blvd., Suite 322, St. Louis, MO 63141  
ph: 314.994.1151 | tf: 800-449-1151 | fax: 314.994.7494  
[www.InsuranceConsultantsInc.com](http://www.InsuranceConsultantsInc.com)



# Auto & Truck Recyclers of Illinois Association News

July/August 2011

5

product? They let the free market decide the prices based on supply and demand. What an interesting concept. Ask any body shop, and they will tell you that the insurance companies have prices they are willing to pay for any item needed to repair a vehicle down to smallest items. They base these prices on the supply and demand in the regional market of items they need to repair the vehicle. The numbers are already out there, however we as an industry simply do not have these numbers. We guess, based on the limited information we have, as to the value of the by-product parts we have from the vehicles we dismantle.

So, given this information, I came up with an interesting proposal. We as an industry, working with insurance companies and other recyclers, determine a free market value for the by-product parts we place into our inventory based on supply and demand regionally. Sales data from glass, engine components, drive train components, suspension and electrical items gets pooled and sent to a third party company. This company, using the data supplied, provides the recyclers with a suggested retail price which automatically re-prices our inventory so that the price we offer our product is based on current supply and demand.

Components of this proposal to consider:

- This would be a subscription based endeavor, only licensed, accredited business would have access to this service.
- When the suggested retail price, falls close to or below the core value, we can clear our shelves, allowing more demanded product space to be stocked.
- Recyclers who core or scrap out product, the supply of the items in questions falls and thus increases the price of the current inventory.
- Recycler who hold onto product are able to see that the product they have is valued lower based on an over abundance, surplus.

What would such a system accomplish? Correct prices based on current market conditions. The elimination, or

reduction, of product that will never sell at profitable prices. The availability of more shelf space for in demand product. Cooperation between largely independent businesses that need an edge in the competitive in the auto recycling industry.

## **WELCOME TO ATRI**

### ***DIRECT MEMBER***

#### **Speedway Auto Parts & Wreckers, Inc**

551 East Lincoln Hwy

Chicago Heights, IL 60411

Ph: 708.758.0002 Fax: 708.758.2173

Email: [speedwayautowreckers@yahoo.com](mailto:speedwayautowreckers@yahoo.com)

Website: [www.speedwayautowreckers.com](http://www.speedwayautowreckers.com)

Contact: Tiffany Spatola or Tammy Spatola

#### **Chicago Heights U-Pull-It**

551 East Lincoln Hwy

Chicago Heights, IL 60411

Ph: 708.758.0002 Fax: 708.758.2173

Email: [speedwayautowreckers@yahoo.com](mailto:speedwayautowreckers@yahoo.com)

Website: [www.speedwayautowreckers.com](http://www.speedwayautowreckers.com)

Contact: Tiffany Spatola or Tammy Spatola

### ***ASSOCIATE MEMBER***

#### **Waubonsee Community College**

Rt 47 Waubonsee Dr.

Sugar Grove, IL 60554

Ph: 630.466.2331 Fax: 630.466.2455

Email: [kkunz@waubonsee.edu](mailto:kkunz@waubonsee.edu)

Website: [www.waubonsee.edu](http://www.waubonsee.edu)

Contact: Ken Kunz

#### **E & R Towing**

16325 S. Crawford Ave.

Markham, IL 60428

Ph: 708.333.7300 Fax: 708.333.7324

Email: [Mwalsh01@unitedroadtowing.com](mailto:Mwalsh01@unitedroadtowing.com)

Website: [www.ertowing.com](http://www.ertowing.com) • [www.unitedroadtowing.com](http://www.unitedroadtowing.com)

Contact: Mike Walsh



## Executive's Viewpoint

Michelle Lechner, Executive Director

So it's the beginning of summer, yeah! I hope all of you have some really fun events planned and will remember to keep September 23 & 24th on your calendar for the CMARC Show. Since the event is in Springfield this year, I want to make sure we have a good turn out by the Illinois members. If you have not made your reservations yet, please go to [www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com) for the hotel information and get your reservations made. The attendee packets will be going out real soon. Lots of talk about this show and I would imagine it's because of all the training that will be going on. Seriously, you will not look at the agenda and say there is nothing there for me because there is something for everyone. Don't forget we will also have the President Abraham Lincoln Museum with the exhibits open at our auction/cocktail reception, yep, it is included in your convention fee. Also, some new vendors are in the mix, as well. Another bonus at this year's event is the Route 66 Mother Road show that will be in town. You will see lots of really cool cars as they will be parked downtown, too. Everything is within walking distance, which is perfect.

I was so disappointed to have to cancel our Spring Fling, not many responded so we will maybe try again this summer. I am not sure what it will take to get more to attend our events? Our Christmas party was a hit, but the fall meeting and now this one just didn't seem to be of much interest. It's funny, because I read the other state association magazines and they all seem to have such successful state meetings. If there is a particular topic you would like to see ATRI do, please let me know. I wish we could have a meeting in the Southern portion of the state so maybe we can try and connect with our fellow recyclers down there. The members who are active tell me they are so glad they attended or that they went to the field trip that day because of who they met and what they learned. I can tell you it is time we band together. There are some issues on the table legislatively that will need our attention. Since I am on that subject, I am going to encourage you to find out what state Representative's district you are in and call them up just to introduce yourself, let them know you support them, and really just making the connection can make a huge difference on an issue. Let's face it, how many emails have you seen from me that ask you to contact your Representative or Senator on an issue we need their support on? Joe Watson told me when he calls his Representative's office they recognize his voice. Since I became a lobbyist a few months back I see the importance of making these connections. One of the future goals of the ATRI board is to have board meetings here in Springfield and make a trip to the Capitol just to say hey, we were in the neighborhood and thought we would drop in and say hello. It really, really goes a long way. We also plan to attend some fundraisers and



**AUTO PARTS & RECYCLING**  
*Serving Illinois and Beyond Since 1946*  
**800-437-1770**

E-mail: [staffdused@aol.com](mailto:staffdused@aol.com)  
Local #: 630-892-4218

900 North Main Street  
Montgomery, IL 60538

Visit our website [www.staffordsautoparts.com](http://www.staffordsautoparts.com)





# Auto & Truck Recyclers of Illinois Association News

July/August 2011

7

make some contributions, where needed. Again, it's kind of like our meetings, we are getting out there and meeting people. You never know when someone you meet is someone who can help you out on an issue at some point. It all goes back to "it's not what you know, it's who you know", sometimes.

You will see an article in this newsletter from Bill Smith, President of Bill Smith's Auto Parts. I also know many of you know of his issues with OSHA. I called Bill Smith and offered our support, and offered to help in any way possible. We all know how scary it is to have OSHA, IEPA or the SOS come knocking at our door. I mention this because ATRI is always here to help you, if this should happen to you. For Bill Smith Auto Parts, this turned out to be a positive situation that makes them a better place of business today.

With the legislature getting ready to adjourn for the summer, it's time to concentrate on CMARC also meet

with some folks this summer to discuss some options for the future of the Illinois recyclers and gear up for the fall Veto session. For now, please have a safe summer and don't forget to make your reservation for the CMARC show.

Lastly, ATRI has some board openings. For anyone who is interested, please let me know. You get out of an association what you put into it.

Keep Recycling,  
Michelle Lechner

*We Would like to express our condolences and sadness that we relay the passing of one of the icons in the ARA family, Norman Dulaney!*



## CHICAGO INDUSTRIAL CATALYTIC LTD.

*Specialists in:*

- ✓ **catalytic converters**
- ✓ **catalysts**
- ✓ **metals**
- ✓ **alloys**

***Please call to schedule a pick up!***

**Phone: (312) 914-6666**

**Fax: (847) 236-9725**

Warehouse - Chicago, IL



## Member Profile ABC History

Seventy Five years translates into five locations and four generations of family involvement at ABC Auto Parts, Riverdale Illinois. In 1936 two brothers, Jim Watson and Millard Watson, started a wrecking business at 67th & South Chicago Ave on a small Chicago lot with a garage next to the AJ Canfield building. Within three years WWII began and the ability to recycle vehicles became very difficult. Metal was being poured into the war effort and vehicles were being scrapped and the valuable parts they contained were being scrapped with them. Millard recognized that the business could not support the brothers so he took a job at a factory. The business needed to move due to the rent prices for the property so the business moved across the street to a lot with a trailer instead of a building. During this time Jim Watson Jr. started to work with his father. Come the 1950's and the Korean War starts, once again cars are hard to get until after the war.

ABC needed to expand, and in 1954 an opportunity came 5 1/2 miles southeast, a double lot site was available at 96th & Torrence Ave in Chicago. Business was very successful at this location; however success was also noted by the landlord. With the landlord's decision to raise the rent, ABC was destined to move once again three years later.

Needing a more permanent solution in 1957 Jim Sr. and newly married Jim Jr purchased 1/2 acre piece of property at 11751 S Ashland Ave. 'In order to get cars I hustled on Sunday, driving around with a tow truck asking people if they wanted to sell their junk cars. I would pay cash money on the spot and would take the cars back to the yard.' says Jim Watson Jr. 'We decided to hire some new employees and actively began working new accounts; this



also forced us to purchase more cars.' Again business was doing very well, however change was at the door.

Developers were interested in the 117th block of Ashland for a housing development. Changes in the neighborhood forced one last move in 1965 to 13741 S Ashland Ave in unincorporated Cook County. 'At that location

we bought 5 acres, put up a building for an office and sold used cars and parts. Five years later and an additional 5 acres came available and we purchased them, and in 1974 we were able to purchase an additional 5 acres which brought us to 15 acres' says Jim Watson Jr.

An opportunity came in 1994 to annex into Riverdale IL, this offered some tax advantages which allowed ABC to erect several buildings. A major change to the business infrastructure and appearance was about to begin. Initially came a showroom building, as well as an automobile disassembly building, then two years later in 1996 an installation garage appeared, in 1997 a cold storage building, and in 2002 another storage building was built.

ABC Auto Parts started as a family business in 1936 and continues to be the center of the Watson family. Over the years the company has employed quite a few family members. 'We are blessed to have family that works well together, each is successful in a separate part of the organization, each has a vested interest in the success of the company and each family member really cares about the company and each other' says Jim Watson Jr. Four generations of family, five location changes and 75 years of working together has made the Watson family and ABC Auto Parts successful.





## ***Discover the Benefits of Being an ATRI Member!***

### ***Illinois Green Car Program (Illinois Certified Automotive Recyclers)***

Illinois Green Car recognizes and certifies that the member meets certain criteria in terms of environmental impact, safety, licensing and other regulatory standards as well as general business practices. This program is endorsed by the Illinois EPA and is cost effective. For just \$50 a year you can become CAR certified through the National Association. ATRI has an established a working relationship with Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

***ATRI Executive Director*** is a lobbyist for the association and engages legislative issues pertaining to Illinois auto recyclers. Through the Executive Director, ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

### ***Education and Training Opportunities***

ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.

Opportunities to network, share and learn from other recyclers. See what works and what does not.

### ***ATRI Newsletter is published 6 times a year***

The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

### ***CMARC Central Midwest Auto Recyclers Convention and trade show held annually***

This event rotates between Iowa, Illinois and Indiana. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes CMARC a regional show like none other.

### ***Website and staff accessibility, [www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com)***

- All members are listed on the website with all of your information, including a link to your website, if available.
- Newsletter archives
- Calendar of Events, as they are scheduled.
- Parts Search, an opportunity for each member to sell parts.
- Suppliers list, a complete list of suppliers, associate members of ATRI.
- All contact information for the ATRI Board of Directors and Staff.
- Staff accessible to answer all your questions, or find the answer for you.
- Information friendly, ask ATRI to email the membership with an article or question you may have.

***ATRI is a member of the Automotive Recyclers Association***, the National association for auto recyclers. ATRI is active by participating at the ARA conventions and sharing that information with ATRI Members.

***All Illinois recyclers encouraged to join ATRI and make a  
difference by getting involved. Support your state association  
and reap the great benefits of the membership.***



# Auto & Truck Recyclers of Illinois Association News



## Auto & Truck Recyclers of Illinois

### Application for Membership Please print or type

Business Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

County \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Website \_\_\_\_\_

### Type of Business Activities

(CHECK ALL THAT APPLY)

- Recycler
- Automotive Mechanics
- Domestic Vehicles
- Other \_\_\_\_\_
- New Parts
- Towing
- Light Truck
- Body Shop
- Import Vehicles

### Investment

- 1-4 Employees ..... \$250
- 5-9 Employees ..... \$375
- 10 + Employees ..... \$500
- Associate. .... \$250
- Amount Remitted ..... \$ \_\_\_\_\_

### Mail Completed Form to

Auto & Truck Recyclers of Illinois  
 2817 White Plains Ct. • Springfield, IL 62704  
 Fax: 217/793-2277 • Email: ILLAutoRecyclers@aol.com  
**QUESTIONS CALL: 877.880.2874**



## Why Teamwork? Aligning Your Team for Results

By Christine Corelli

Forget tough. Today's competition is fierce! Now, more than ever, your commitment to establishing a true "team" culture is not optional, it is vital to your company's success, and is a major key to survival in today's tough economy.

*Is it easy to establish highly effective and proficient work teams?* Absolutely not.

*Does it simply mean that everyone in the company is working toward a common goal?* That would be too easy..

There are two major challenges when it comes to creating a true team culture. The first consideration is that teamwork is voluntary. You cannot force anyone to be a team player. The second is that it does not necessarily come naturally; teamwork requires training. Here's why. Most individuals have been programmed from childhood to excel as individuals and not as team players. Unless a person has had a teamwork training program, or experience on a sports team under the direction of that rare dynamic coach, he or she does not know how to perform effectively as a member of a team.

In spite of these obstacles, it is absolutely critical to develop teamwork within your organization. You can't achieve success through turbulent times without the full support of every employee.

Think of yourself as a professional racecar driver. No matter how proficient and daring you are behind the wheel, a split second can make or break you on the course and in the pit. you cannot win the race without a highly cohesive and dynamic pit crew.

A pit crew is a great example of teamwork, as they must work together as a highly cohesive team to assist the driver. There are also many similarities in what a pit crew must do for their driver and what your team must do for you. Review these few below.

- They are committed to the driver and focused on the goal of helping them win the race, just as your team must be committed to helping you achieve your goals and focused on your competitive strategy.
- All parts are pre-staged before the race. Your team must have practices in place for fast and efficient customer service.
- They practice gassing, changing tires, engines, parts, and tearing off breakaway windshields for greater speed and efficiency. In addition, they train continuously. Your team must work together to improve processes, procedures, and find ways to streamline what they do.
- They have meetings to share ideas for continuous improvement with an atmosphere of open communication. These meetings are both formal and informal. They stick to an agenda, and don't go off into discussions other than what has been set. Communication is "open," where everyone feels free to voice an opinion or bring forth an idea and speaks up without being asked. If you have set the tone for open



**Recycled Parts Plus**  
[www.rplusplus.com](http://www.rplusplus.com)

**Parts Broadcast Line: 888-210-1850**

**Fax: 800-469-9445**

**Cindy LaVesser**

**Direct: 866-837-2039**

**[cindy@rplusplus.com](mailto:cindy@rplusplus.com)**





communication in your company, your people will, and should do the same.

- Often, they participate in competitions with other race drivers. Your team must recognize that each and everyday, they are competing for you against those who offer similar products or services. They must develop an obsession to deliver their best performance each and every day.

Establishing highly effective and proficient team of professionals who can perform together in an environment of open communication and idea sharing- both internally and externally- is critical.

It is the only way to ensure that your company can perform at the highest level of quality in all you do.

And it is certainly key to whether you can stay in the race and win the competitive battle during these tough times.

## What can happen when there is a lack of teamwork?

Without teamwork...

...You can bring disharmony into your company. That's not healthy in today's highly competitive and stressful work climate. Harmony within your team is critical to job satisfaction, customer retention, and business growth.

...Your people can lack the capacity to understand each others' pressures and the concerns of your customers.

...Barriers can develop among people.

...Walls are built. Territorialism and competitiveness can exist within your team.

...Silos can form, where each department or branch location operates in its own way.

...Quality work and service can be compromised.

...Problems can occur and not be "nipped in the bud."

...Customers will not receive exceptional service.

...Conflict can arise and not be resolved.

No business can afford any of these situations. On the other hand, when there is a true team culture, positive outcomes are achievable.

Effective teams can take problems and fragments of ideas and mold them into solutions and positive results. Ideas can build one on top of another. Individuals, working as a team, can take these scattered bits of information and structure a wide variety of options and solutions to the problems an organization continually encounters.

Consequently, teamwork promotes creativity and innovation. Relationships are strengthened-inside and outside your organization. Issues are uncovered, conflict is resolved, and people all pull in the same direction to achieve their goals and provide exceptional service. Voila! Individuals are effectively becoming solid team players, and strong leaders emerge.

Sound too ideal? It's not. All effective, successful organizations operate at this level. Why shouldn't yours? To begin, follow these steps to move your company forward to take its place among the best:

1. **Practice dynamic leadership.** Make sure that you, as their team leader, practice dynamic leadership. Think of yourself as a great sports coach, coaching and encouraging your team to excel. Coach them toward greatness. Help them to excel in their job role. As a leader, you are also a teacher. Remember whose job it is to keep your team motivated. It's yours! Make your team members feel as if they are working WITH you, and not FOR YOU. If they feel they are working for you, you will get robots that go through the motions of their job, and never

**"The Place for Parts"**  
**I55 Auto Salvage, Inc.**  
USED CAR & TRUCK PARTS

**877-467-2941**

PHONE: 815-467-2938

FAX: 815-467-7152

DAN - DAVE - DOUG - DON - TODD

22661 FRONTAGE ROAD • CHANNAHON, IL 60410



show initiative beyond their job description. If they feel they are working with you they will look forward to coming to work each day.

2. **Get the right players on the team.** Have the courage to remove anyone who might prevent the team from performing at the highest possible level. You can't afford to have a weak player. Once you have the right people, your job will be infinitely easier. When you have people who perform to their highest capacity and provide outstanding service to customers and the other members of their team, you will be able to focus on business growth and development.
3. **Communicate.** Sit down with your team and tell them how much you appreciate the good job they do for you. Then, describe what you would like to accomplish. Explain that you need their involvement in an important team-building and idea-sharing process. People tend to promote what they help to create. Asking for their ideas and input in this initiative is the first step in effective team-building. Employee involvement is critical to the success of your team.
4. **Set expectations and competencies specific to each job role.** Communicate your expectations for each team member, and also the expectations you have of them as a team. As a team they should demonstrate the following:
  - They are all working toward the common goal of carrying your organization into a more successful future.
  - Peer support will be practiced day to day.
  - Conflict will be resolved amongst each other. If it cannot be resolved, they are to come to you.
  - The team is empowered to solve problems on their own.
  - Team members will speak openly about their opinions without being asked.
  - Team member will not be afraid of losing their job when they do speak up.
- A high-level of trust must exist between you, your team, and the team members with each other.
- Team members are to demonstrate the core values of honesty, integrity, safety, respect, customer focus, teamwork, accountability, professionalism, family, and concern for Earth and the environment.
5. **Set high the highest standards for yourself and your team.** Never settle for mediocre performance from an individual or your team. You will never be able to achieve success if you do. Another reason to set the highest standards, is that your people will respect you for it!
6. **Ask for ideas. Ask for ideas on how you can modify or eliminate any procedure that does not allow for flawless execution.** Ask them how you can avoid wasteful spending and how you can cut costs during this volatile economy. Ask how you can improve productivity and morale. It is amazing how many great ideas you will obtain if you do it right.
7. **Create guiding principles for the way the team will communicate and operate, and how all customers will be treated.** Create guiding principles, have them printed out and posted around the office. Have each team member sign them, and agree to adhere to them. Then, assign a team to add to them Quarterly. Use this document for new hires. Let them know that they won't fit in with the team if they don't practice these guiding principles.
8. **Set rigorous, but achievable goals for sales, error-free performance, customer complaints, and safety.** You can keep your team pumped up by setting goals and then, giving the entire team a small reward when they reach these goals.
9. **Train your team!** Arm your team with all the interpersonal skills, tools, knowledge and expertise so that they can drive faster and smarter



# Auto & Truck Recyclers of Illinois Association News

14

July/August 2011

than your competitors. . Better yet, consider teamwork training to help your team become a truly effective entity.

10. **Establish five critical success factors and use it as your road map.** Work with your team to establish five critical success factors for business success. This will be your road map to get you where you want to go. Print them out and put them on cards and on your walls so that your team doesn't forget to stay the course.

Take a good hard look at your team and begin these steps as soon as possible.

## Look Who's Driving?

You are behind the wheel in the racecar, striving to drive your business forward. Drive as smart and safely as you can and surround yourself with the smartest and most supportive pit crew you can possibly find.

There is one major difference between a professional racecar driver and you running your business, for them, there's a finish line to cross.

For you, The race for business growth has no finish line. Times are tough. Real tough. Remember what the driver uses for fuel-the love of the race. As you are driving, love your business, your people and your customers. And make every effort to enjoy the ride! .

© Copyright 2011 Christine Corelli. All rights reserved. Christine Corelli & Associates, Inc. Christine is the author of the popular book, "Wake Up and Smell the Competition."

She has been a popular speaker at numerous automotive industry events. To learn more about her presentations and books, call (847) 581-9968, or visit [www.christinespeaks.com](http://www.christinespeaks.com)



## ASSOCIATE MEMBERS

Please patronize all our Associate Members who generously support ATRI throughout the year.

**Berlinsky Scrap Corp.**  
Joliet, IL  
815-726-4334

**Car-Part.com**  
Ft. Wright, KY  
800-347-2247/859-344-1925

**Chicago Industrial Catalytic**  
Lincolnshire, IL  
312-914-6666

**Donate A Car 2 Charity**  
Escondido, CA  
760-755-2071

**E & R Towing**  
Markham  
708-333-7300

**General Core Supply, Inc**  
Chicago, IL  
773-767-6600

**Hollander, A Solera Company**  
Plymouth, MN  
800-825-0644

**Insurance Auto Auctions**  
Westchester, IL  
708-492/7000

**James Environmental**  
Round Rock, IL  
512-244-3631

**LKQ Government Affairs**  
Fort Lauderdale, FL  
954-492-9092

**McNamara-Weaver Group**  
Chicago, IL  
312-827-6651

**Market Financial Group**  
Shaumburg,  
847-398-7060

**Quad City Salvage Auction**  
Oswego, IL  
630-897-8000

**R.J. McClellan, Inc.**  
St. Paul Park, MN  
877-525-4589

**Recycle Technologies, Inc**  
Wood Dale, IL  
630-350-8909

**The Rogers Group**  
Family Business Success  
Glenview, IL  
847-562-8992

**Stormtech Inc.**  
Campbellsport, WI  
920-533-5271

**Trissel, Graham & Toole, Inc.**  
Insurance & Risk Management  
Sterling, IL  
815-625-0027

**United Recyclers Group**  
Centennial, CO  
303/367-4391

**Waubensee Community College**  
Sugar Grove  
630-466-2331

**Young Insurance Agency**  
Rockford, MI  
616-214-4238





## Why You Should Join the Illinois Green Certified Automotive Recycler (Illinois Green CAR) Program

By David Kendziorski

Illinois Green CAR Program Manager

These are challenging times. Sales are suffering but payroll remains the same. The cost of salvage is through the roof and the salvage pool is shrinking. You're fighting with larger competitors with deeper pockets than you, with illegal unlicensed operators, and with Craig's List and eBay for fewer customers still hurting from the poor economy. You need to figure out how best to comply with NMVTIS and the ELVS mercury removal program, and Cash for Clunkers, at best, was a short term help. You face a growing mix of OSHA and IEPA regulations.

ATRI membership offers a variety of benefits that provide real value to members. One of the more useful programs that can help you raise your performance and improve your competitiveness – and deal with many of your business challenges -- is the Illinois Green Certified Automotive Recycler (Illinois Green CAR) program. Green CAR members agree to meet a series of safety, environmental, and regulatory standards. They receive important information and professional assistance to help meet the standards. An independent on site audit program verifies compliance, and members then become recognized as Illinois Green CAR certified recyclers.

Here's a sample of some of the more important benefits of Illinois Green CAR:

- The opportunity to network and share ideas with the most successful recyclers in Illinois

- Information on state and federal regulations affecting the auto recycling industry
- An Illinois Green CAR Guidance Manual that explains each of the industry-leading standards
- Expert assistance to help you comply with your stormwater permit, including assistance with the permit Notice of Intent, stormwater pollution prevention plan, site map, and employee training
- Compliance with OSHA Right to Know requirements
- Employee training for forklift operation, air-bag shipping (hazardous material transportation), and torch cutting

**RHODES**  
*Auto S/S/S INC.*

815-673-3737  
800-548-9151  
Fax 815-672-5430

401 WEST 10TH STREET, STREATOR, IL 61364  
[www.rhodesautosss.com](http://www.rhodesautosss.com)

IN THE QRP NETWORK, WE HAVE 34 LOCATIONS IN  
9 STATES AND 1.3 MILLION PARTS IN INVENTORY



★ ARA ★ GOLD SEAL ★  
★ CAR CERTIFIED ★





- On site verification of your compliance by an experienced industry advisor, including education and guidance that is specific to your facility
- Help attract and build relationships with industry partners, including regulatory agencies, scrap processors, insurers, the collision repair industry, auto and parts manufacturers, suppliers, and environmental organizations
- Be automatically recognized as a certified CAR member by the Automotive Recyclers Association (if a member of ARA), and eligible for the Gold Seal program and use of the Green Parts logo
- Advance the image and reputation of the auto recycling industry in Illinois

Illinois Green CAR members demonstrate that they are committed to being well informed, complying with applicable regulations, and providing safe working conditions. We are constantly searching for additional benefits that provide even more value to members. Similar programs in other states

(and Canada) have been able to help members secure salvage, be listed as preferred parts suppliers, and earn state and federal awards and recognition.

To obtain more information about the Illinois Green CAR program, please contact Michelle Lechner at (877)880-2874.

FOR MORE INFORMATION, CONTACT:  
**LSB FINANCIAL**  
PETERSEN-HILL INSURANCE



**Pete Hill**  
VP / Commercial Insurance  
Email: PeteH@MyLSB.com  
Cell: (319) 240-2428



**Adam Brickley**  
Insurance Consultant  
Email: AdamB@MyLSB.com  
Cell: (319) 310-6225

**219 Main Street**  
**Cedar Falls, IA 50613**  
**Phone: (319) 268-4242**  
**Fax: (319) 268-4211**  
**Toll-free: (866) 907-4242**

## Vendor Packets for the CMARConvention Have Mailed!



**Need One Now?**  
**Download it at**  
**[www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com)**

**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): \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

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.

***Illinois Green Car Members***

***ABC Auto Parts and Sales, Inc.  
Auto Parts City, Inc.  
BC Automotive, Inc.  
Bionic Auto Parts and Sales, Inc.  
C & J Auto Parts, Inc.  
Elgin Super Auto Parts  
I-55 Auto Salvage  
Mack's Auto Recycling  
New Cats Auto Parts  
Rhodes Auto S/S/S, Inc.  
Rockford Auto Parts, Inc.  
Route 14 Auto Parts  
Scotty's Auto Parts  
Speedway Auto LTD  
Stafford's, Inc.***

*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)

*Mail to: Illinois Green Car, c/o ATRI, 2817 White Plains Ct., Springfield, IL 62704*





## Say “YES” If Your Business Is Positioned for Success

By Christine Corelli

Forget tough. Today, competition is fierce. As never before, your company faces sophisticated new competitors—many from non-traditional sources. And these competitors are using some very aggressive market strategies to shake up the status quo. It's a difficult time to be in business and it's tougher than ever to position your company to succeed.

To survive in this environment, your company needs to have smarter strategies than the competition. Your leadership team as well as everyone who works for your company must be aligned with those strategies and be committed to working hard to support your company's efforts. Here, market research, customer input, and employee involvement are key.

Take this simple 'yes' or 'no' test to help you determine whether your company is positioned for future success:

1. Have you conducted research to identify consumer or industry trends and do you have a formal program to obtain information from your customers regarding their

needs?

2. Have you consulted with groups of end-users to help you reach decisions in your strategic initiatives?
3. Did you learn what direction your competitors are taking and analyze what you can do to differentiate your product or service?
4. Have you analyzed what new markets your company can tap into?
5. Are you doing business internationally, or preparing to do so?
6. Did you involve your customers and your sales force in creating your strategic plan?
7. Are your sales goals and incentives aligned with your company's marketing strategy?
8. Did your marketing team involve your entire sales team when creating your marketing plan?
9. Did your marketing team share the consumer or end user data they obtained to create the plan with your sales team?
10. Did your company meet with your sales team to discuss strategic areas they may disagree with and come to a mutual understanding?
11. Do your product manager, chief engineer, director of operations, warehouse manager, etc. add their input when your sales people discuss customer needs with upper level management?
12. Is your sales team committed to "agreeing to disagree," with your plans if necessary, and fully support the company effort?



**Global Parts Solutions  
& Transport LLC**

[www.globalpartssolutions.com](http://www.globalpartssolutions.com)

**Specializing in  
New Take Off & OEM Surplus  
Pickup Beds, Bumpers, Cabs, etc.**

Wisconsin: Rod Egelseer • 414-861-8442  
U.P. of Michigan: Don Egelseer • 906-360-5940

3170 Hwy 60 • Jackson, WI 53037



13. Does your company, recognize that where there are conflicting opinions, creativity is stimulated, and positive results can occur?
14. Did management communicate the strategic plan, marketing plan, and sales strategy to the entire company and obtain staff input?
15. Does everyone in your company—from sales to customer service, from marketing to R&D and from the warehouse to the front desk—fully support those plans and recognize that everyone must be on the same page if you are to succeed?
16. Does your company have a diversified team, or several teams, working continuously to determine ways to make those plans work?
17. Does your company realize that such teams can take fragments of ideas and structure a wide variety of options and solutions to problems?
18. Does upper level management solicit, listen, and respond to all ideas, selecting the best ones to implement?
19. Do your sales people enlist the help and expertise of your techs, product manager, CSR's, etc. to help their customers and do they recognize that they, too, are "in sales?"
20. Do your sales people recognize that, regardless of their individual sales prowess, it requires a strong sales team for ultimate company success?
21. Does your company strive to outdistance your current and future competitors with innovation?
22. Is your company willing to take calculated risks to diversify what they offer and introduce new products to the market place that customers are demanding?
23. Does your company strive to leverage vendor expertise and partner for success through strategic alliances?
24. Does your company invest in training and learn faster than your competitors?
25. Is there a sense of urgency to solve any service problems, quality problems, or problems with employee morale?

There are many more questions we can add to this list. For now, your goal is to answer "yes" TO AS MANY AS possible. If you can, your company is in a better position to compete in today's world.

© Copyright 2011

Christine Corelli. All rights reserved. Christine Corelli & Associates, Inc. Christine is the author of the popular book, "Wake Up and Smell the Competition."

She has been a popular speaker at numerous automotive industry events. To learn more about her presentations and books, call (847) 581-9968, or visit [www.christinespeaks.com](http://www.christinespeaks.com)



***"Bill Smith Auto Parts, Inc is working hand in hand with OSHA to make sure that our store functions are of the utmost compliance to OSHA code. This has been a great opportunity for us to improve our systems and daily safety controls. If any auto recycler has any questions about our process of up to date compliance please feel free contact me at anytime."  
- Robert Smith, President of Bill Smith Auto Parts, Inc.***



# National Motor Vehicle Title Information System Provides Crucial Support in Combating Vehicle-Related Crime

## Scope of the Problem

Automobile fraud and theft negatively impact public safety and often result in tremendous financial loss to the public. Fraud involving vehicles is a profitable business for criminals and heavily burdens consumers. In 2009, nearly one million vehicles were stolen nationwide at an estimated value of \$5.2 billion, according to the Uniform Crime Report, while consumers and insurance companies lost nearly \$8 billion per year from auto theft, as reported by the National Insurance Crime Bureau.

## The Role of NMVTIS

The Anti-Car Theft Act of 1992 established NMVTIS as a national information system enabling states and others to access automobile titling information. The U.S. Department of Justice (DOJ) has had responsibility for the oversight and operation of NMVTIS since 1996. As part of that role, DOJ's Bureau of Justice Assistance (BJA) is responsible for enforcing civil fines on junk and salvage yards, towing operators, insurance carriers, and others who fail to report on a monthly basis, as required. Failure to report to NMVTIS is punishable by a civil penalty of \$1,000 per violation; therefore, a failure to report 100 junk or salvage automobiles could result in a civil fine of up to \$100,000. All fines collected under NMVTIS are turned over to the U.S. Treasury.

Criminal investigations have shown that those involved in domestic auto theft enterprises often perpetrate violent crimes, such as homicide, drug trafficking, human trafficking, and terrorism. To help

combat vehicle-related crime, the National Motor Vehicle Title Information System (NMVTIS) was created to promote information sharing among state Division of Motor Vehicles (DMVs) as well as federal, tribal, state and local law enforcement personnel. Operational since 2009, NMVTIS is the only national information system that requires junk and salvage industry reporting. The system is designed to protect consumers from fraud and unsafe vehicles and to prevent stolen vehicles from being resold. NMVTIS also assists law enforcement in deterring and preventing title fraud, Vehicle Identification Number (VIN) cloning, and other crimes.

***To date, BJA has over 100 active nonreporting referrals in 23 states. Current enforcement efforts have added over 100,000 previously unreported vehicles to NMVTIS.***

## NMVTIS Enforcement Activities

BJA provides the field with information on NMVTIS reporting requirements, the methods for reporting, and the penalties for non-reporting. BJA is coordinating its efforts with the National Highway Traffic Safety Administration (NHTSA), the Federal Bureau of Investigation (FBI), and state and local law enforcement to identify and investigate NMVTIS reporting violations.

Enforcement efforts include:

- **Outreach** – BJA undertook a major NMVTIS





education campaign with mass mailings for the junk/salvage/recycler and insurance industries. In 2010, over 20,000 letters were sent to NMVTIS reporting entities. This was followed by a targeted mailing to auto insurance underwriters across the country. BJA will continue these efforts, including targeted outreach to the towing and used automobile industries, and other sectors that process junk and salvage vehicles.

Regardless of which industry a company may operate, if that company is in the business of owning or acquiring five or more junk or salvage vehicles per year for resale (in their entirety or for spare parts), rebuilding, restoration, or crushing, it is required to report to NMVTIS.

- **Site Visits** – On-site inspections of junk/salvage/recycler facilities have occurred in Delaware, Maryland, New Jersey, New York, Pennsylvania, and Virginia. In addition, BJA continues to coordinate with NHTSA inspectors from across the country to facilitate enforcement of NMVTIS reporting in all 50 states.
- **Office-based Monitoring** – NMVTIS records are regularly monitored to identify nonreporting entities. This includes reviewing auction and insurance industry submissions to determine which businesses have not submitted timely reports. Once identified, nonreporting businesses are contacted by phone and a 30-day nonreporting notice is mailed. If the required NMVTIS entries are not made in a timely manner, civil penalties are pursued. To date, nonreporting notices have been sent to businesses in 30 states and these efforts resulted in approximately 100,000 additional vehicles being reported to NMVTIS.
- **Nonreporting Referrals** – A nonreporting referral process has been developed to en-

able the general public to use the NMVTIS web site to send confidential e-mails concerning nonreporting companies. Referrals are reviewed and, if necessary, appropriate follow up enforcement actions taken. **To date, BJA has over 100 active referrals in 23 states.**

Any member of the public, who wishes to notify DOJ of an entity that is not currently reporting, can e-mail [nmvtis@usdoj.gov](mailto:nmvtis@usdoj.gov) and include "Non-reporting Referral" in the subject line of the message. For answers to general NMVTIS questions, please visit the NMVTIS web site and refer to the Frequently Asked Questions section at [www.nmvtis.gov/nmvtis\\_faq.html](http://www.nmvtis.gov/nmvtis_faq.html).

The Department of Justice respectfully requests that if any individual or organization disseminates this article to members and interested parties, then the entire article should be provided.



## Quick Pay & Top Prices Since 1936

### We Buy All Metals including...

- Insulated Copper Wire
- Aluminum & Brass Radiators
- Aluminum Wheels
- Catalytic Converters
- Starters and Alternators
- Scrap Iron & Steel
- Automotive Cast Iron

**P: 314.481.2800 • TF: 800.527.6865  
F: 314.481.4703**

*Pick Up Service Available.*

**6400 South Broadway • St. Louis, MO 63111**



## Auto Recyclers Ask EPA to Rescind Guidance Memorandum on Stormwater Permitting

MANASSAS, VA - Today, the Automotive Recyclers Association (ARA) urged the Environmental Protection Agency (EPA) to retract its November, 2010 Guidance Memorandum that encourages state permitting authorities to measure industrial stormwater discharges through numeric effluent limits rather than use the traditional and effective best management practices (bmp) approach. "This Memorandum goes well beyond simply updating a policy as EPA suggests," says ARA's CEO Michael E. Wilson. "Rather, it appears to represent a major shift in how best to measure stormwater discharges - a change that ARA believes to be wholly unnecessary and done in an inappropriate manner," Wilson adds.

ARA made this request in response to EPA's invitation to concerned stakeholders to comment on its Memorandum - an invitation tendered only after EPA received numerous objections from stakeholders that they had not been made aware of the change nor given any opportunity to comment before the Memorandum was finalized. In its communication to EPA, ARA voiced serious concerns about the procedural process surrounding the Guidance Memorandum as well as the potential negative impacts of the EPA's stormwater measurement recommendations on both the environment and automotive recycling industry.

ARA believes that rulings of past court cases and the provisions of both the Small Business Regulatory Enforcement Fairness Act of 1996 and recent Presidential Executive Orders require that EPA

follow the formal notice and comment rulemaking process for a change of this significance.

Even more importantly however, ARA asserted that if the appropriate rulemaking procedures had been followed initially then EPA would have heard real world examples of how the longstanding process of measuring stormwater discharges through best management practices and benchmarks is far more effective than the proposed system of numeric effluent limits. Further, as part of this process, EPA would have realized that the automotive recycling industry and others with stormwater discharges are committed to protecting our nation's waterways - but that in order to do so, they need a full panoply of tools available to manage levels of defined pollutants.

Since 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 the interests of 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.

*Reprinted with permission of ARA*



## Auto Recyclers Ask EPA to Rescind Guidance Memorandum on Stormwater Permitting

Olympic Steel Inc., a metals service center headquartered in Cleveland, has entered into an agreement to acquire Chicago Tube and Iron Co. (CTI), Chicago for around \$150 million, plus the assumption of around \$6 million in debt. When the acquisition is complete, CTI will become a wholly owned subsidiary of Olympic.

In a release, Michael Siegal, chairman and CEO of Olympic Steel, says, "We are thrilled to welcome CTI to the Olympic Steel family. Our patience and strong balance sheet have been rewarded with the addition of CTI and its complimentary financial strength and values. The acquisition of CTI pro-

vides a compelling value for our combined customers, suppliers, employees and shareholders. CTI is expected to be immediately accretive to our earnings.

"We are excited to enhance our commercial opportunities, as we add the combined companies' product offerings to our expanded customer base. CTI also increases our distribution footprint with its network of ten operations. With our other recently announced expansions, Olympic and CTI combined will operate from 30 locations to serve our growing customer base," Siegal adds.

*Reprinted with permission of Recycling today*

### Sales Tip 1:06

#### Ask The Questions Sell More Parts

- How much do you want to spend?
  - When did you need that part?
  - Are you ready to buy today or is this for an estimate?
  - Are you busy or slow?
  - Have you called any other recyclers yet?
  - What else do you need on this vehicle?
  - What is your PO # and when can I send this part?
  - What other vehicles are in your shop that you might need parts for?
  - When is a good time to follow up with you on this quote?
  - When is a good time to call and see if you need any other parts in the future?
  - Can I do anything to further help with the process of buying this part?
  - What is your favorite sport team?
  - Do you like sports?
  - What do you like to do for fun?
- If you ask the right question take control of the conversation qualify the customer and sell the part you are a real salesperson. I Hope these simple sales tips have helped out

# ATRI Direct Members

**111 Salvage, LLC**

Granite City  
618-344-9922

**A+North Ave, Auto Parts  
Wreckers and Recycling**

Villa Park  
630-832-1936

**A Afford Auto Parts, Inc.**

Joliet  
815-722-9072

**A&A Midwest Rebuilders  
Suppliers Inc.**

Blue Island  
702-649-7776

**ABC Auto Parts & Sales Inc.**

Riverdale  
800-458-7838/708-389-1456

**Aero Auto Parts**

Chicago  
800-371-2620/773-483-2625

**Auto Parts City, Inc.**

Gurnee  
847-244-7171

**Available Auto Parts**

Decatur  
800-252-0780/217-877-1000

**B-Auto Parts**

East St., Louis  
800-851-3157

**BC. Automotive, Inc**

Zion  
800-452-6768/847-746-8056

**Big Top Auto Parts**

Ford Heights  
708-758-6433

**Bill Smith Auto Parts, Inc**

Danville  
800-252-3005

**Bionic Auto Parts & Sales Inc.**

Chicago  
800-626-9618/773-489-6020

**Broadway Auto Salvage**

Braceville  
815-237-8747

**Bryants Auto Parts & Recycling**

Westville  
217-267-2124

**C & J Auto Parts, Inc.**

Chicago  
800-783-8121/773-523-8121

**Chicago Heights U-Pull-It**

Chicago Heights  
708-758-0002

**Cimco Recycling**

Ottawa  
815-433-0031

**City Auto Wreckers**

Aurora  
630-898-2900

**Coast to Coast International**

Quincy  
217-228-8330

**Collins Truck Parts Inc**

Tamaroa  
618-496-5003

**Coultas Recycling Company**

Danville  
217-443/0510

**Decatur Auto Parts**

Decatur  
800-728-8733/217-877-4371

**Elgin Super Auto Parts**

Elgin  
847-695-4000

**Fierce Auto Parts**

Quincy  
217-224-3000

**Geiger Truck Parts**

Watseka  
815/432-4944

**I-55 Auto Salvage Inc.**

Channahon  
815-467-2938

**International Auto Brokers &  
Sales Corp.**

Palatine  
847-776-0680

**Junction Auto Parts/  
Graceffa Co., Inc.**

Caledonia  
815-765-2731

**Kankakee Auto Recyclers**

Kankakee  
815-939-3534

**LKQ, A-Reliable Auto Parts**

Blue Island  
708-385-5595

**LKQ Heavy Truck ARSCO**

(Warehouse)  
Chicago Heights  
708-755-7133

**LKQ Metro**

Caseyville  
618-345-9659

**LKQ Self Service Auto Parts**

Rockford  
815-397-2277

**Mack's Auto Recycling, Inc.**

Urbana  
217-367-6219

**Mullins Auto Parts**

Mt. Olive  
217-999-2030

**Neal Auto Parts**

Peoria  
309-673-7404

**New Cats Auto Parts**

Chicago  
773-947-0500

**Ogra Auto Inc.**

Chicago  
773-804-1771

**Rhodes Auto S/S/S Inc.**

Streator  
815-673-3737/800-548-9151

**River Valley Auto Parts**

Kankakee  
815-936-0406

**Rockford Auto Parts, Inc.**

Rockford  
815-964-3396

**Route 14 Auto Parts**

Woodstock  
815-338-2800

**Sarabia Auto Parts**

Chicago  
312-927-6262

**Scotty's Auto Parts**

Virginia  
800-346-4540/217-452-3081

**Shelby & Sons, Inc.**

West Frankfort  
618-932-3083

**Southwest Auto Salvage, Inc.**

Lockport  
815-723-6878

**Speedway Auto, Ltd.**

Joliet  
800-437-8733/815-726-0666

**Speedway Auto Parts &  
Wreckers, Inc**

Chicago Heights  
708-758-0002

**Stafford's Inc.**

Montgomery  
800-437-1770/630-896-1342

**Tom's Auto Inc.**

Hainsville  
847/546-5422

**U Pull it North**

(LKQ A-Reliable North)  
Chicago  
773-489-1321

**U Pull it South**

(LKQ A-Reliable South)  
Blue Island  
708-597-5128

**Y-Yard Auto and Truck, Inc.**

Effingham  
217-536-6116





## **Joplin, MO In the News**

To all the members that have inquired, thank you for checking on your fellow-recyclers in Missouri. We contacted Jim & Rhonda Fanning of 43 Auto Salvage and Greg & Shirley Freeman of Freeman's Auto Salvage Center, Inc. and both survived

the horrendous tornados that have wreaked so much damage and heartache in Joplin. They asked that we pass the word that they are thankful to be safe and appreciate everyone's concern!

---

---

## **ARA Calls for EPA to Rescind Guidance on Stormwater Permitting Memorandum**

The Automotive Recyclers Association, ([www.a-r-a.org](http://www.a-r-a.org)) (ARA) Manassas, Va., is calling for the Environmental Protection Agency to retract its November 2010 Guidance Memorandum that, the association claims, encourages state permitting authorities to measure industrial stormwater discharges through numeric effluent limits, rather than use the traditional best management practices approach.

"This memorandum goes well beyond simply updating a policy as EPA suggests," says Michael Wilson, ARA's CEO. "Rather, it appears to represent a major shift in how best to measure stormwater discharges - a change that ARA believes to be wholly unnecessary and done in an inappropriate manner."

According to a release, ARA made the request in response to EPA's invitation to stakeholders to comment on its Memorandum. In its communication,

ARA voiced concerns about the process surrounding the memo, as well as asurement recommendations on both the environment and automotive recycling industry.

In its letter, the ARA says that it believes that rulings of past court cases and the provisions of both the Small Business Regulatory Enforcement Fairness Act of 1996 and recent Presidential Executive Orders require that EPA follow the formal notice and comment rulemaking process for a change of this significance.

ARA's also asserts that if the appropriate rule-making procedures had been followed initially then EPA would have heard real world examples of how the process of measuring stormwater discharges through best management practices and benchmarks is far more effective than the proposed system of numeric effluent limits.



## Team PRP Announces Major Expansion With Launch of PRP Midwest

**April 21, 2011 – Denver, CO** – Team Premium Recycled Parts (TEAM PRP) has announced a major expansion of their membership with the creation of a new regional group, PRP Midwest. This new organization serves America's heartland - from Minnesota to Georgia, Texas to Ohio - and was formed by combining the former QRP Midwest, PRP Absolute and PRP Heartland groups. The announcement was made at the Annual TEAM PRP Owner's Meeting, held in conjunction with the United Recyclers Group (URG) & Pinnacle Training Conference, held April 14-17, 2011 in Denver, Colorado.

"We are extremely pleased to bring QRP Midwest into the PRP family," says Kent Rothwell, TEAM PRP Chairman and CEO of Weaver Auto Parts (Carnesville, GA). "This greatly strengthens our membership core in the center of the country, and it makes TEAM PRP the largest progressive group of independent auto recyclers serving major markets in the nation." He added that the move adds 31 new members to TEAM PRP, bringing the organization's membership to a total of 107. PRP Midwest will hold their first meeting as a new group in Tulsa in July, with details to be announced.

"Everyone involved benefits from this new venture," says Mel Hunke, former General Manager of QRP Midwest. "With the tough competition that independent recyclers face today, we're all going to do better working together than we will separately. This new organization is made up of a great group of people, and our future success will build on the tremendous quality of the companies and organizations that now form PRP Midwest."

Bringing QRP into TEAM PRP adds 34 warehouse locations across nine states, and adds 750,000 sq-ft of warehouse space holding some 1.3 million parts in inventory. It also will enhance parts deliveries to customers, who

will benefit from an enhanced network of parts providers. Team PRP members will also benefit from a larger network and economies of scale.

"TEAM PRP members represent the best the auto recycling industry has to offer," says Mike Kunkel, PRP Board Member and General Manager of American Auto Salvage (Ft. Worth, TX). "TEAM PRP is growing and trading parts today at record-breaking volumes. We are competing for our share of the \$20 billion vehicle repair market."

TEAM PRP is a leading supplier of recycled parts for a majority of markets across the United States, and choosing a TEAM PRP facility for parts is the smart choice of many of the best collision and repair facilities – with the full support of leading insurance companies. Hard to find parts can be located anywhere in the national network and delivered promptly. You can be sure that a TEAM PRP recycler has spent a great deal of time and money providing their customers a clean high quality part (with adherence to tough URG 8000 standards) that is accurately described and delivered promptly. Superior warranties and a quote guarantee are important parts of the TEAM PRP way of doing business.

TEAM PRP now has four regional alliances – PRP West, PRP Midwest, PRP Northeast, and PRP Mid-Atlantic - operating in the U. S. Each alliance is independent, but has adopted the minimum standards of the URG PRP program. Alliances consist of between 20 and 54 recyclers with several hundred thousand to a million parts in inventory. Warranties, quote guarantees, delivery guarantees, and other business practices are the same within each alliance. Each recycler remains independent, however, thus guaranteeing competitive prices.

*For more information on Team PRP, contact TEAM PRP spokesman Mike Jones by phone at 303-905-9148 or e-mail: [jmjones51@hotmail.com](mailto:jmjones51@hotmail.com).*

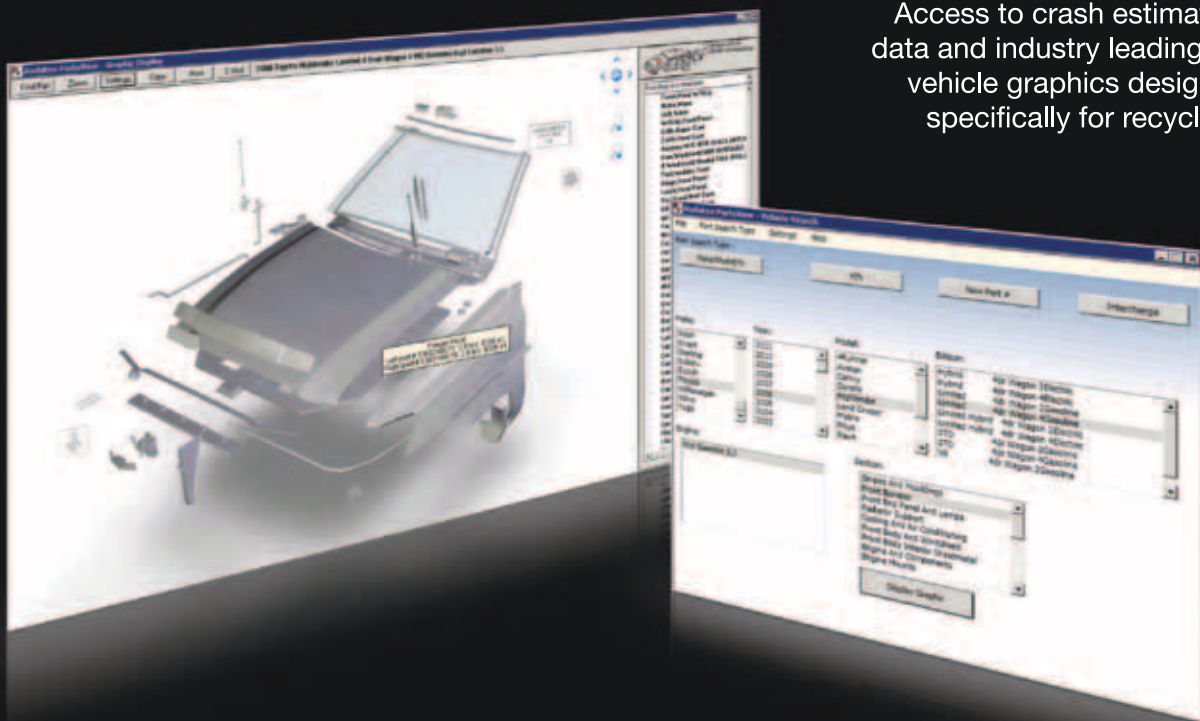


“PartsView has given us a better picture of the product we sell to our customers. Through 2D or 3D imaging we are better prepared to answer and supply the customer with information and parts. By allowing our sales team to better view the product break outs we can educate the customer on additional pieces needed for their specific needs, **increasing our sales...**”

Terry Westedt, Weller Auto Parts Inc.

# PartsView™

Next Generation Parts Identification Tool



Access to crash estimating data and industry leading 3D vehicle graphics designed specifically for recyclers.

Audatex®, Hollander's sister company, just launched its' vehicle graphics program, **PartsView**, which has the same information used by insurers and body shops to create damage estimates but designed specifically for **use by recyclers**.

Contact us TODAY!

**800-825-0644**

[www.hollandersystems.com](http://www.hollandersystems.com)  
[hollandersales@audatex.com](mailto:hollandersales@audatex.com)

**ATRI News**

*RJ McClellan, Inc.*

445 Broadway Avenue #5

St. Paul Park, MN 55071

Change Service Requested

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
St. Paul, MN  
Permit No. 7911



What's new at Car-Part.com?



**Car-Part Pro!**

- Increase sales to professional repairers
- Provide delivery times to shops based on your delivery zone and production process
- Broker parts to shops on Car-Part.com
- Boost extended warranty sales with price built in
- Promote your quality by listing certifications and national, local and private memberships

Car-Part Pro is part of the Gold Package. Call and we'll get you configured.  
<http://products.Car-Part.com> • 859-344-1925



**Checkmate**<sup>®</sup>  
by Car-Part.com

Car-Part Training  
August 4 - 6, 2011  
<http://products.Car-Part.com/2011training>  
Open to all Auto Recyclers

**What's new with Checkmate?**

- ✓ OE Pricing, Calculator, Interchange and Diagrams
- ✓ RealTime Barcoding wirelessly updates Checkmate and Car-Part Pro™ delivery times
- ✓ Integrated OrderTrakker™ software manages your production process.
- ✓ Vehicle and part image processing simplified in Checkmate, Car-Part Pro and eBay®.
- ✓ eBay integration for high volume listings, deletion upon sale and images.
- ✓ Car-Part.com website request data in Bidmate™ helps you buy salvage smarter!
- ✓ Price salvage vehicles using data from Car-Part.com's 6 million part searches per month.

For more info, call 859-344-1925  
or visit <http://products.Car-Part.com>