



ATRI News

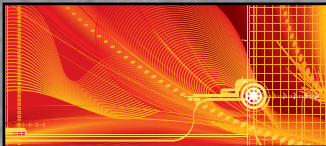
March/April 2012



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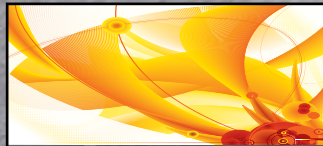


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The ATRI NEWS

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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2817 White Plains Ct.
Springfield, IL 62704
illautorecyclers@aol.com

Articles may be edited for length and format.

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President's Perspective

Larry Brosten, ATRI President

Whether it's an advertising sales rep., a banker, local politician, distant relative, friend or even a friend of a friend who stops by Auto Parts City, Inc., to see me, it's a sure bet that person will get the complete tour of our new facility. What can I say? I want everyone to appreciate the "Wonderful World" of auto recycling as much as I do.

Perhaps it's because of that as well as the fact that our business has been around since the beginning of the Industrial Age that I tend to believe everyone know a little bit about auto recycling. Sometimes, however, things happen that remind me that the world is full of people who know virtually nothing about our business.

That was never more evident than last month when we hosted a business-after-hours networking event at our corporate office building. We had about 30 or 40 local business people attend.

Part of the agreement to host the event was that I would be allowed to take about 15 minutes to describe the new Auto Parts City. (It was too dark to take a tour.)

So, after the PowerPoint presentation was over, I was amazed to learn just how little most of our guests had retained. If I would have given a quiz,

virtually everyone would have flunked it.

One man who, when asked, said his car radio is set to the station we've been advertising on for nearly a year had no clue we even here. (Yeah, I know, the benefits of radio advertising...perhaps the topic of another column?)

A woman who wanted to talk shop with me said she had just purchased a set of brand new tires for her 2002 Buick Regal. When I told her she could have saved a lot of money if she would have stopped by our place to buy used tires she seemed surprised.

"Oh, I didn't know people sold used tires," she said.

Her comment really surprised me, and not just because I just spent 15 minutes explaining the products and services we offer, but as I found out from our conversation, she drives down our street to and from work everyday. That's right, twice a day she drives past our expensive, high tech sign with the computer-controlled LED message board telling commuters--in two languages--to check out our huge supply of "quality used tires."

At the end of the evening, when everyone was saying their goodbyes, about eight or 10 of our guests assured me they would be contacting me to follow-up on a part they needed or to sell a car. That's when I started doing the math: for every auto recycling customer we have, there are a whole lot more would-be customers out there just waiting to find out about the benefits we provide.

I think you'll agree that no matter how long any of us works in this business, we always gain new insights. Finding effective ways to make new customers in our media-saturated, information-overloaded world is one of the biggest challenges, we as member businesses of the ATRI face. We are best able to find solutions to those challenges when we share our knowledge and experience with each other.



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Executive's Viewpoint

Michelle Lechner, Executive Director



Welcome to 2012! I hope you all had a good holiday season. I will share some things for you all to think about in the upcoming year, let's start with environmental issues. Recently we met with IEPA on the Mercury Switch Removal program and we were told that while we have a good program, one of the top 5 in the participating states, we are still not meeting the capture rate that was projected in 2006. Now, do we think this is because of lack of participating auto recyclers, or maybe its lack of those cars with the switches in them, or maybe a little of both? Anyway, ATRI along with IEPA is coming up with an awareness campaign to encourage the removal of the remaining switches in a timely fashion. One thought was to pay ALL OF YOU more for the switches. All I can tell you at this point is that we are brainstorming with IEPA to come up with the best plan we can to ensure the switches are being pulled. IEPA says they have proof that some are not pulling the switches. With the knowledge you have received from IEPA, ATRI, and really this newsletter for the past few years, you ALL should be pulling switches. ATRI was able to point out some reasons for this such as maybe the cars just have not been dismantled yet. Maybe we are, just plainly put, running out of those cars that are 2003 and newer that have switches. At any rate, please continue to pull the switches and send in the buckets. If you have any

questions about them, such as about the bucket, where to send it or any other questions go to: www.elvsolutions.org or call the ATRI office for assistance.

Legislatively we are looking at and dealing with, a couple repeat bills that have popped back up and have to do with the sale of precious metals and documentation at the scrap facility. This effects auto recyclers, as well as scrap processors. We will keep you posted through emails and the newsletter on any changes or progress made. A couple other bills are lurking out there, as well, and all I can tell you is that we are watching them and prepared to be a voice to be heard when we need to be. As always, we are still keeping track of the unregulated buyer issue out there. These days there seems to be more and more hanging their shingle, if

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Auto & Truck Recyclers of Illinois Association News

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you know what I mean. I saw a sign on a corner post saying "We Buy Cars, No Title No Problem" so I called, but only got a recording and did not want to leave my info. Some of the members have been sending me this info which I have been sending onto the Secretary of State. They tell me they are investigating. ATRI will stay on top of this issue because something must be done about it. I also know that ARA is asking the Department of Justice for a clarification that requires salvage pools to only use brokers that are registered with NMVTIS. Thanks goes to ARA for their effort for constantly looking out for the best interest of the industry. I hope this happens it would be huge!

Watch your mail for an invite to Waubensee College who will be provide training sessions on a variety of subjects like Airbag/forklift training and more. This will be held at the college in Sugar Grove, IL, this spring. No date has been set yet. It will be a day where

you can receive a variety of trainings and certifications. This event will be on a Saturday and well worth the time. Along with the trainings you can learn all about Waubensee College and their program that is designed for auto recyclers.

Lastly, let's talk about CMARC 2012 in Indianapolis. There will be a new twist on this year's event, more on that later. The event will be held again in the fall and I don't know if many of you have visited Indianapolis lately, but there is a lot to do there. With the Super bowl being held there this year, Indianapolis has really gotten a face lift. All kinds of idea's are in the works. Maybe an event held at the Indianapolis Raceway, or something at Lucas Oil? Watch the newsletter for more information. If there is something you would like to see at the next CMARC please let me know. Your input is always welcomed and encouraged.

Keep Recycling
Michelle Lechner
Executive Director/Lobbyist



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email: csleyko@universallubercants.com

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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

- 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

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County _____

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| <input type="checkbox"/> Automotive Mechanics | <input type="checkbox"/> Towing | <input type="checkbox"/> Import Vehicles |
| <input type="checkbox"/> Domestic Vehicles | <input type="checkbox"/> Light Truck | |
| <input type="checkbox"/> Other _____ | | |

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| <input type="checkbox"/> 5-9 Employees | \$375 |
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Associate Member Profile **RJ McClellan, Inc.** Publisher of the ATRI News

Who is R.J. McClellan, Inc.?

R.J. McClellan, Inc. started out as a publisher of trade journals serving the automotive industry in Minnesota, Wisconsin, Iowa, North and South Dakota. The Auto Body Journal, a magazine serving the auto body/collision repair industry, just started its twentieth year in December 2011. The Auto Repair Journal, a magazine serving the mechanical/service repair industry, is starting its twentieth year in July 2012.

In 2002, R.J. McClellan, Inc. was asked if they would be interested in publishing a newsletter to serve the Automotive Recyclers of Minnesota. So started the involvement with automotive recycling associations and publishing newsletters for associations in currently eight states, including the Auto and Truck Recyclers of Illinois.


Newsletter features are:

- The newsletter is mailed to all of the association members and all licensed automotive recyclers in the state.

- The newsletter carries the news and information about association activities. Newsletter size is about 20 to 40 pages.
- Since the newsletter is mailed to all licensed automotive recyclers in the state it can be used as a membership building tool.
- The newsletter serves as a tool for the association to promote good business and environmental practices through articles and other content.
- The newsletter regularly contains contact information from the Board, Associate Members, and Membership Information.
- The newsletter is published as a service to the Recycling Association at no charge and is wholly supported by the advertising it contains. Please allow these advertisers the opportunity to earn your business.
- R.J. McClellan, Inc. offers full layout and design services for assistance with advertisements. Layout charges are waived with a full year ad contract.

The faces of RJ McClellan, Inc.


Ron McClellan, the president of RJ McClellan is semi-retired and focuses just on the marketing for the company. Sheila Cain, the vice president of RJ McClellan, Inc. wears many hats including Creative Director, Editor, CFO, and Manager. She does layout and design of new ads as well as some layout of the newsletters or other projects. Most of the newsletter work now falls to the newest member of the company, Ryan McClellan. Ryan started with R.J. McClellan a year ago and is also studying Graphic Design at




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the Minneapolis Institute of Art. "The addition of Ryan to the company was a much needed relief to me," says Sheila Cain. "By adding Ryan we have doubled our capacity for publications as well as other products. In 2011 we have added three new publications and we are able to take on special projects for a couple of the associations as well.

"Our company has grown more in the last three years with Ron out of the office and focusing his efforts on sales and marketing," says Sheila. Ron is fond of saying that now he can work **ON** his business instead of **IN** his business.

Both Ron and Sheila believe that "publishing of the newsletters has given us a new focus in addition to our Journal publishing." Sheila also added, "We enjoy doing the newsletters and are looking forward to finding more niches for our publishing business. The printing of the newsletters is supported solely by the advertisers in it. It is our hope that the readers of the newsletters will support the advertisers, as they support the association. We are thankful to the

automotive recycling associations for giving us this opportunity." If you are interested in placing an ad in this or any of the newsletters, feel free to contact Ron or Sheila.

"The newsletters have fit nicely into our publishing efforts and utilize more of our resources. We can support the auto recycler associations and it has allowed us to branch out into another part of the automotive industry."

One other aspect of the company is the ability to act as a print broker. Because of the relationships they have developed with printers and manufactures, they are able to offer printing services to their customers. "We are able to provide line cards, flyers, brochures, business cards, envelopes or any other printing needs you may have. We have some of the best prices out there on envelopes and business cards," says Sheila. If you are in need of any of these products, give them a call. Ron or Sheila will be very happy to give you a quote!

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St. Teresa Devereux Signs to Run with Redbirds

By Justin Conn, H&R Staff Writer

When St. Teresa senior Ellen Devereux first started receiving attention from colleges as a freshman, she was just happy to be getting mail.

"I was so excited," Devereux said. "It was the coolest thing ever because I never used to get mail."

But Devereux, the No. 1 runner for the Bulldogs' back-to-



back state cross country championships, didn't really start taking the possibility of becoming a college runner seriously until the end of her junior year. She got plenty of attention - she considered Eastern Illinois, Nebraska and Central Arkansas - but she chose Illinois State. Devereux signed of a letter of intent to run

cross country and track for the Redbirds on Wednesday.

"I was open to going out of state, but I liked that I found somewhere that was a little closer to home," Devereux said. "When I visited the campus, I fell in love. It's a good running program, and my coach said it should be similar to what I'm already used to."

St. Teresa coach Todd Vohland said he sees ISU, coached by Jeff Bovee in cross country and Elvis Forde in track, as a good fit for Devereux.

"She was comfortable with the coach and she enjoyed the other girls on the team during her visit. She had some other good visits but you could tell ISU was right there all along," Vohland said. "It's a very good program, and that was important to Ellen. She wanted to go somewhere the team was going to be good."

"And I like the fact that Coach Bovee isn't going to try to shape her to what everyone else is doing. He's going to shape her to what she's been doing and go from there."

Devereux made an immediate impact in high school, finishing 28th at state cross country as a freshman to lead the Bulldogs to a ninth-place finish. As a sophomore, she had the first of her three top-10 finishes at state cross country (sixth) and the Bulldogs were second. She was third as a junior in



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the first of St. Teresa's state titles and this year she was fifth as the Bulldogs repeated.

Devereux has qualified for state her first three years in track as well, taking eighth in the 3,200 as a sophomore and second as a junior.

Devereux received a partial scholarship from ISU and plans to major in journalism and creative writing.

Other signings:

T.J. Onstott, Tuscola

Onstott, a football three-year starter who played in three state title games, signed and received a scholarship from Lindenwood University - an NCAA Division II school in Belleville.

Onstott, who was named H&R All-Area First Team the last two years and second-team as a sophomore, had several offers from Division II and NAIA schools, and was offered preferred walk-on status at a couple of FCS schools. But he felt most comfortable at Lindenwood. His position coach will be former University of Illinois defensive back Justin Harrison.

Kyle Leckrone, St. Teresa

Leckrone, a lineman, is headed to NCAA Division II Truman State in Kirksville, Mo.

Leckrone began contributing for St. Teresa as a freshman and was among the conference's best as a sophomore and a junior. A broken foot kept him out most of this season - he played in St. Teresa's playoff loss to Macomb - but showed enough as an underclassmen to get recruited.

Erin Hettinger, St. Teresa

A three-sport standout since her freshman year, Hettinger's best sport is softball and she'll continue her playing career at Parkland College in Champaign next year.

Hettinger, a shortstop, has been named H&R All-Macon County second team the last two seasons. She's outstanding defensively and packs some pop at the plate. Last year, Hettinger batted .449 with nine home runs and 38 RBIs.

Hettinger will join former teammate Raeshel Braden at Parkland.

Kendal Butler, Cumberland

Butler, an H&R All-Area first team pick at defensive back, was part of Eastern Illinois' recruiting class.

Butler played both ways as a senior, leading Cumberland to a 7-4 record and an appearance in the Class 2A quarterfinals. As a quarterback, Butler rushed for 1,413 yards and 21 touchdowns and passed for 1,007 yards and 10 more TDs. For his career, he had 25 interceptions.

Taylor Olden, Lincoln

A three-year starter at Lincoln and this year's H&R All-Area Player of the Year, Olden signed a letter of intent at NCAA Division I Murray State.

Olden was All-Central State 8 first team twice and finished her career with 849 kills, 458 digs and 123 aces. She broke two single-match records at Lincoln (25 kills and 22 digs).

Janie Howse, Central A&M

The discus and shot put standout signed a letter of intent at Eastern Illinois for track.

Last year at state, Howse earned a runner-up medal in discus and a fifth-place medal in shot put. She also medaled in discus (fourth place) her sophomore year.

The senior currently holds A&M's girls discus record (138-7) and girls shot put record (39-5). But she's been setting new discus records since her freshman year.

"She's just been breaking her own record," said A&M track coach Todd Rorke, who has also been her calculus teacher the past two years. "They don't get much better than her. She's a dominant student as she is an athlete."

Howse is ranked first in her graduating class and holds a 3.99 GPA.

Eric McCausland, Charleston

McCausland, a two-time all-sectional selection, will stay home and join his brother, Ian, on Eastern Illinois' men's soccer team.

The midfielder was second on the Trojans with eight goals last season and led the team with seven assists as Charleston racked up a 10-8-2 record. He was on the Chicago Fire All-State Academic team, the Charleston Red & Golf All-Tournament team and was an All-Apollo Conference selection.

He played four years on varsity for the Trojans.

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Update on Illinois Mercury Switch Removal Program

By Becky Jayne



Steel Pellet Switches in 2003 and Newer Vehicles – End of Life Vehicle Solutions (ELVS) reports that it is receiving a large number of steel pellet switches from 2003 and newer vehicles. The only 2003 vehicle with a mercury switch is the Jeep Wrangler, which has mercury anti-lock brake sensors. Mercury switches were not used in any passenger vehicles after 2003. Please do not ship switches with steel pellets to ELVS. ELVS asks that you visit their website for information on which vehicles contain mercury switches. Go to http://www.elvsolutions.org/mercury_home.html and click the “Educational Materials” link on the menu bar. ELVS will not reimburse recyclers for steel switches.

Switch Removal Requirements for Scrap Metal Processors – A growing number of individuals and non-licensed vehicle recyclers are taking end of life vehicles to scrap metal processors. Under the state law, scrap metal processors have a responsibility to ensure that mercury switches are removed from end of life vehicles before they are crushed, shredded, or otherwise processed in their facilities.

Illinois EPA Inspections – Illinois EPA’s Office of Pollution Prevention is accompanying Bureau of Land field inspectors during their inspections at vehicle recyclers, crushers, shredders and scrap metal processors. The purpose of the inspections is to assess compliance with the solid and hazardous waste regulations and the Illinois Mercury Switch Removal Act.

Below is a list of hazardous/solid waste and mercury switch compliance issues that may be found at vehicle recycling facilities during an inspection by IEPA:

- Not removing mercury switches.
- Not documenting mercury switch removal.
- Improper storage of mercury switches.
- Not sending collection bucket for recycling within a year.
- Leaking drums/containers.
- Drums/containers with liquids that are not labeled.
- Drums/containers with liquids that do not have a top on the container.
- Large oil/liquid stained areas on ground.
- Visible oil/liquid on ground or in standing water.
- Open dumping.
- Storing tires off rim and not in a closed container.
- Storing too many tires.
- Not paying used tire fees.

Persons found violating environmental rules and regulations may be subject to enforcement action.

Replacement Buckets – Recyclers must contact Environmental Quality (EQ) for replacement buckets. This company processes switches and reimbursement requests for ELVS. Illinois EPA recommends emailing your request to elvsbuckets@eqonline.com, but you still have the option to call EQ to request a replacement bucket. Call 734-547-2511 and leave a message. You also need to give the company name, shipping address, bucket size and number of buckets requested in your email and phone messages.

Becky Jayne is an Environmental Protection Specialist with Illinois EPA’s Office of Pollution Prevention. If you have any questions about the Illinois Mercury Switch Removal Program, please do not hesitate to contact her at either Becky.Jayne@illinois.gov, or 217-524-9642.



Waubonsee Tours Auto Parts City, Inc.

Approximately 25 students from Waubonsee Community College's Automotive Technology program toured Auto Parts City, Inc.'s, auto recycling facility last month. Waubonsee began its Automotive Recycling Certificate of Achievement program last year.

"Taking the tour was an awesome experience for the students," Professor Ken Kunz said. "Having a chance to visit a modern auto recycling facility provides students with the real world experience that helps them develop a more complete

understanding of what they're learning in the classroom. Auto recycling is an important aspect of automotive technology."

Auto Parts City co-owner Jay Brosten, who led the tour, was equally enthusiastic.

"Auto recycling programs like the one at Waubonsee really show how far our industry has come," Brosten said. "We hope other educational institutions will follow Waubonsee's lead and add auto recycling curriculum to their auto technology departments."



DOJ Issues Penalty Guidelines for Failing to Report Salvage Vehicles

The U.S. Department of Justice Bureau of Justice Assistance (BJA) has posted the final schedule of considerations the BJA will use when determining the amount of fines it will levy on parties that fail to report salvage vehicles to the National Motor Vehicle Title Information System (NMVTIS).

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. The 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.

Regardless of which industry a company may operate, if that company is in the business of own-



ing 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.

The BJA provides industry 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. All fines collected under NMVTIS are turned over to the U.S. Treasury.

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NMVTIS Final Penalty Decision Considerations¹

Size of the Business: Accounts for up to 25% of maximum penalty²

Generally determined by ascertaining the business gross profit.

Level 1 (under \$1,000,000 gross profits): 0 - 5% of maximum penalty

Level 2 (\$1,000,000 to \$5,000,000 gross profits): 0 - 10% of maximum penalty

Level 3 (over \$5,000,000 to \$10,000,000 gross profits): 0 - 20% of maximum penalty

Level 4 (over \$10,000,000 gross profits): 0 - 25% of maximum penalty

Gravity of Violation: Accounts for up to 50% of maximum penalty

Generally determined by the total number of unreported automobiles.

Level 1 (under 100 unreported automobiles): 0 - 5% of maximum penalty

Level 2 (100 to 500 unreported automobiles): 0 - 10% of maximum penalty

Level 3 (over 500 to 2500 unreported automobiles): 0 - 25% of maximum penalty

Level 4 (over 2500 unreported automobiles): 0 - 50% of maximum penalty

Demonstrated Willingness to Comply: Accounts for up to 25% of maximum penalty

Generally determined by the number of automobiles identified in the Notice of Civil Penalty which have subsequently been reported to NMVTIS, as well as the ongoing reporting compliance of the business.

The following factors may, at the discretion of the Director of the Bureau of Justice Assistance, aggravate or mitigate any penalty:

- The length of time that automobiles have gone unreported
- Whether non-reporting was due to negligent or intentional action/inaction
- Whether the business was forthcoming in responding to DOJ requests for information
- Whether automobiles were used in the commission of a crime or resulted in a purchaser's being defrauded or injured
- Whether the business has been the subject of other proposed or final NMVTIS enforcement action by DOJ
- Other appropriate factors worthy of consideration to further the interests of justice

¹For use in deciding the penalty subsequent to issuance of a Notice of Civil Penalty letter.

²The "Maximum penalty" is \$1,000 per automobile that is not reported to NMVTIS. 49 U.S.C. ' 30505(a).



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**Illinois Green Certified Automotive Recycler
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Application Form**

Owner/Contact Name(s): _____

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

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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.

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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



Body Shops and Recyclers Need to Form Alliance, PRP Manager Says

Kansas City, Mo.—The use of recycled parts in the collision repair industry is on the rise, and an improved relationship between repairers and recyclers needs to follow, said Mel Hunke, general manager of PRP Midwest, a group of 52 independent recyclers in the U.S. heartland.

Hunke spoke at the Missouri/Kansas chapter of the Society of Collision Repair Specialists meeting Aug. 15 at Buca Di Beppo in Kansas City, calling for an alliance between the two.

“Parts are going to be parts,” he said. “It’s the relationship between people that’s going to have to change in order to make a difference.”

Currently, recycled parts account for 12-15 percent on insurance-related repairs, Hunke said, adding that he foresees insurance companies increasing that number closer to 20 percent.

“The insurance companies will meet their goals,” he said. “They will find someone who will help them achieve that goal.

“I think you’re aware that there are over-capacity problems in the body shop business — some people put

it at 50 percent. That means there are a lot of people that are hungry, a lot of people who will do anything to keep working, and if you say, ‘No, I’ll never use used parts,’ there’s going to be a half-dozen people down the street that will, and you’re just going to watch work drive away.”

In order to create an alliance between recyclers and repairers, Hunke said the first step is very basic — recognizing that a used part is not a new part.

“Everybody needs to understand that used parts are not new parts, they never will be new parts, so get over it,” he said. “Repairers cannot expect a used part to perform and install like a new part.

“Recyclers must stop pretending a used part is a new part, and insurers need to understand that there is a different labor base for installing a used part than there is a new one. You cannot take a new part labor-time study and apply it to a used part and have it be accurate.”

As for body shops using recycled parts, Hunke suggested that shop owners use them as a bargaining tool in the repair process.

“A lot of the DRP supervisors are watching the used part percentage of the final bill as one of their indicators to whether the repair shop is performing to the level they want or not,” he said. “If you can negotiate using more recycled parts in return for more business through the door, I think it deserves an analysis.”

Hunke added that assigning an employee to repair parts with dings and dents could be an answer for some shops.

“One of the options I would see is finding somebody at the end of their career and on a part-time basis have them clean up the used parts,” he said. “It is a great idea if it works in your business.”

FOR MORE INFORMATION, CONTACT:

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Recycled parts also play a vital role in customer-pay work, which Hunke said many shops are seeing more of.

"Customer-pay work is an excellent opportunity to use a recycled part as an option to hold the cost down," Hunke said, "rather than letting your customer drive their car with a bent fender."

While those are some options for using recycled parts, Hunke said, the body shops must work on developing loyal relationships with recyclers, too.

"I want you to think about your history as a customer as it relates to the recyclers that you deal with," he said. "Ask yourself, 'Am I a valued customer? Why would that recycler or any vendor look at me as a valued customer?'"

"How often do repair shop guys and recyclers go to lunch together – we should, because when

we sit down together we can start talking, and once we start talking, we can get down to the nitty gritty and build a relationship where people can depend on each other."

Hunke suggested that open communication would be a good first step in creating an alliance that moves the industry forward.

"I think we have a little ways to go in terms of developing this relationship," he said, "especially when we are not even talking to each other, not asking the right questions, but here we are buzzing because we don't have all the right answers."

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Ferrous Scrap off to a Strong Start in 2012

Figures from RMDAS indicate spot market buyers paid \$20 to \$40 more per ton for ferrous scrap in January

Even without severe winter weather playing a major role, domestic steel mills paid up to \$39 per ton more on the spot market for ferrous scrap in January compared to the month before.

According to the monthly averages issued by the Raw Material Data Aggregation Service (RMDAS) of Management Science Associates (MSA), Pittsburgh, mill buyers paid an average of \$34 per ton more for shredded scrap in the January 2012 buying period, which includes the first 20 days of the month. (Click here to see January RMDAS prices.)

The price increases caused RMDAS Prompt Industrial composite grade (consisting of No. 1 busheling, No. 1 bundles and No. 1 factory bundles) to rise to \$516 as a national average, placing it at \$500 or above for the first time since October 2011.

The other two common ferrous grades summarized in the RMDAS report (No. 2 shredded scrap and No. 1 heavy melting steel [HMSI]) also moved up in price, but maintained a national average below \$500 per ton in January.

By region, prices in the South—which had experienced the smallest price gain in December—gained the most in average value in January. In the South (consisting of Alabama, Arkansas, the Carolinas, Florida, Georgia, Louisiana, Mississippi, Oklahoma, Tennessee, Texas and western Virginia), each of the three major grades advanced by more than \$30 per ton on the spot market, with No. 1 HMS rising \$39 per ton.

Regarding scrap generation, a recycler near the U.S.-Mexico border manufacturing region says the generation of material remained hectic even through the holiday season, especially in the automotive sector.

The North American auto industry continues to enjoy a modest rebound, with some 12.8 million passenger cars and light trucks sold in the United States in 2011, up substantially from the doldrums of just 10.4 million vehicles sold in 2009. An analyst quoted by Forbes magazine in mid-January has forecast sales of 13.5 million vehicles sold in the United States in 2012.

A Northeastern scrap recycler comments that an unusually mild winter (as of mid-January) also was helping to keep scrap flows steady, as have healthy scale prices for both ferrous and nonferrous scrap.

A processor in the Midwest says while spot prices offered by mills surged the first few days of January, by the middle of the month spot prices were softening considerably. He says he anticipates that most ferrous grades will drop by \$20 per ton or more in the February buying period.

On the demand side, 2012 has started out on an encouraging note for North American steel mills. In the week ending Jan. 14, 2012, mills in the United States operated at 76.2 percent of capacity, according to the

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American Iron and Steel Institute (AISI). That level is above the 2011 same-week rate of 73.2 percent, but down slightly (0.4 percent) from the previous week.

Globally, figures from the WorldSteel Association showed a rebound in December 2011 after a somewhat troubling drop in production compared to the month before. The world's steel producers manufactured more than 117 million metric tons of steel in December—historically a slower month—exceeding the November figure of just 115.5 million metric tons.

China's renewed steel production was a major reason for the resurgence, as that nation's production rose from 49.9 million metric tons in November to 52.1 million metric tons in December. North American steelmakers also rebounded (by about 250,000 metric tons of output, or about 2.5 percent).

European steelmakers, on the other hand, witnessed

their second straight month of decline. After producing about 1 million metric tons less in November compared to October, European producers slumped by another 1.7 million metric tons in December. Steelmakers in Europe who produced nearly 15.3 million metric tons in October had an output of just 12.5 million metric tons in December—a drop of 18 percent.

The Raw Material Data Aggregation Service (RMDAS) Ferrous Scrap Price Index is based on data gathered from a statistically significant compilation of verified ferrous scrap purchase transactions.

RMDAS is a service of Management Science Associates Inc. (MSA), Pittsburgh. Those seeking more information about RMDAS can contact MSA's Jeralyn Brown at 724-265-6574 or via e-mail at JBrown@MSA.com.

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Sales Tip 1:08 Lost Business

Customers leave your business because of the treatment they received. Some customers say there is no contact from your company when there was a problem, indifference, or attitude problem from your sales staff or from your customer's service department. Customers will leave you or your business because of product or service dissatisfaction issues. Some customers move away, go out of business, and just simply die. This all equals lost business.

I have a few ideas you can use to help with this. Be friendly, professional, and courteous to the customers when you are dealing with them. I know from the customers stand point that no one likes a rude, mean, un-friendly sales person to deal with. Acting that way is sure to lose a customer. Sales people that have bad attitudes should fix their attitude problem they will keep customers and make lots of money. When a problem comes up fix it fast, resolve the issue make the customer happy, and move on to the next sale. If you can't resolve the issue consult with your manager or owner for a solution to the problem. The best way to keep your customer is to solve his problem and make him happy. Customers hate being sent bad products, late deliveries, and inventoried wrong products.

Managers and owners need to set up quality control procedures and service procedure so their staff will have guidelines to follow. This is the first step in the reduction of lost customers. URG has a great set of guidelines and steps to follow through their URG 6000 7000 8000 accreditation program. Customers that move away, go out of business, or just simply die a salesperson will need to make cold calls, prospect for new customers, and regain the trust of old lost customers to make up for this lost business. I hope you liked my tips happy selling and have a great month.

John Catalano Jr
Bionic Auto Parts & Sales Inc



ARA Affirms FTC Recognition of “Recycled” Claims

The Automotive Recyclers Association (“ARA”) urges those in the collision repair industry who question the use of the term “recycled” to describe the commerce of used parts to review more closely the U.S. Federal Trade Commission’s (“FTC”) ruling of May 1, 1998 on this issue. Specifically, ARA’s concerns are prompted by recent press accounts that allege that the use of the term “recycled” to describe used auto parts is misleading. In 1998, the FTC in their Environmental Marketing Guides (“Green Guides”) took into account consumer perceptions and determined that “recycled” is acceptable in promoting used automotive parts utilization. The revisions, published in the Federal Register on May 1, 1998, state that with regard to the used automotive parts market that the “unqualified use of the word ‘recycled’” is not deceptive.

Since their inception, the U.S. FTC Green Guides were intended to help reduce consumer confusion and prevent the false or misleading use of environmental terms in the advertising and labeling of products in the marketplace. From the beginning, the Commission ruled in its Green Guides that it is better for the environment to recycle by reusing, since reuse is likely to consume fewer resources than recycling from raw materials.

In their final revised Green Guides in 1998, the FTC

offered a specific example from the automotive industry to make it clear that reuse is a form of recycling. The representation in the document confirmed that it is acceptable to describe a serviceable engine from a vehicle that has been totaled that is offered for resale as recycled. Additionally, the FTC’s Bureau of Consumer Protection brochure entitled “Facts for Consumers, Sorting Out ‘Green’ Advertising Claims” published in April 1999 explicitly states the following: “For example, a used auto parts store may sell used automobile parts that have been salvaged from other cars and label them ‘recycled’ without any other description because it is plain that they are used parts”. Since the Bureau’s mission is to protect consumers, it is quite reasonable to deem that these objective third-party conclusions are based on sound principles.

Finally, it should also be noted that this determination has been reaffirmed several times by the Commission since 1998. The most recent confirmation being in a FTC Consumer Alert, July 2011 that states that “a recycled part is a part that was made for and installed in a new vehicle by the manufacturer or the original equipment manufacturer, and later removed from the vehicle and made available for resale or reuse”.

The issue of the automotive recycling industry’s appropriate use of the term recycled has been thoroughly addressed by the FTC. ARA commends the Commission for protecting consumers while recognizing legitimate business activity and urges all in the collision repair industry to do the same. Now is the time for professional automotive recyclers and collision repair representatives to join together to keep repairable vehicles in the professional collision repair pipeline which in turn will lessen the number of “total loss” vehicles that are increasingly being purchased and repaired by individuals with little to no accountability and sold to unsuspecting consumers.

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Recyclers' local delivery times are affected by where the parts are in the recyclers' production processes. For example, a part in the warehouse may be delivered today, whereas a part still on the vehicle may be delivered tomorrow, and it could take two days for delivery if the whole vehicle needs to be dismantled. Some recyclers have robust overnight shipping networks and often can deliver a part next-day from their distribution networks. The buyer simply chooses when the part is needed, and all parts meeting that delivery selection will show in the results.

See parts from an unfamiliar recycler? Certifications offer great insight into recyclers' values and services. For example, if you are looking for recyclers that conform to ARA's Gold Seal Program's environmental code, just look for the Gold Seal



logo. Car-Part has three certification levels, gold, silver and bronze, that deal with services recyclers offer to buyers. Car-Part Gold certified recyclers offer a one year warranty option, a 30 day refund policy, deliver parts to professional shops, grade parts using ARA international part grading standards, and disclose whether their body part pricing system uses actual or undamaged pricing. Certifications are an easy way to buy safe and green! Car-Part Pro offers a summary of a recycler's certifications, affiliations, and business practices.

By integrating real-time communication into the work flow, Live Service™ allows buyer and seller to communicate their needs quickly and efficiently while maintaining a written record of the transaction. The "Confirm Availability" button will let the buyer confirm in real time that the part is still available and in stock. Car-Part Pro can easily be integrated into third party applications such as work flow, estimating, and shop management.

