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***January/February 2014***



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## President's Perspective

*By John Catalano, Jr., ATRI President*

The Holiday season has past and I hope the New Year is great and prosperous for everyone. This is for sure my favorite time of year, the snow will be hopefully falling and everyone will be busy because of it. Just like the changes in the seasons there has been many changes happening in our industry. One of the big changes that has been happening for the last year is Parts Trader. The software that is being pushed onto to us to do business with



State Farm Insurance. This is not for everyone but if you want to do business with State Farm you must be on the system. We have to learn how to adapt to these new systems and either be part of them or not. The best advice I have if you are selling sheet metal parts, and want to do business with State Farm, then try the system and see if it works for your business. The amount of estimates you have to sift through, find something you can quote, is shocking and time consuming. We do sell parts on the system but the question we have to ask is at what cost? How much manpower do we have to throw at this thing to keep up with it? I have not been able to get a handle on that part of it yet. What I do know is this is probably not going to go away, and if you are participating in it you feel the crunch of trying to have staff members work this system in between phone calls and other daily activities. If any members have question regarding parts trader please e-mail Michelle Lechner. I would also like to let everyone know Michelle and I will be out visiting members in March & April we may stop in to say hello. We will also be visiting some prospect members to hopefully bring them on board with ATRI so they too can receive the great benefits the association has to offer. I would also like to encourage members to spread the word about the association and the benefits of being a member. These days it only seems right to be a part of an association that is always looking out for your best interest.



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## Executive's Viewpoint

*By Michelle Lechner, Executive Director*

### **HAPPY NEW YEAR!!!**

It is hard to believe here we are in 2014 isn't it? I wish I could say I hear business could never be better but I don't. What does the future hold for auto recyclers and other business? I ask the question "how is business going" all the time. The answer I hear is, some days better than others, slow, just okay or not so good. I was recently at the National ARA Convention & Trade Show and the consensus is about the same. The issues that plaque our industry are still out there as well. New adventures like Parts Trader that is forcing their program down our throats have now taken place. Did you all see that one coming? I heard about it a long time ago from the Auto body Association in IN. When I forwarded that information onto the members in IL and IN no one seemed to be that interested, maybe thinking it would never materialize, and here we are. Are there other programs out there just waiting to be lunched? Maybe as a state association the members should band together and come up with their own program? Maybe there should be a program that is member friendly only, supportive, insightful and prosperous to all of you? How could regular members of the state association, along with our associate members, suppliers to the industry, complement one another in a way that makes our business better and stronger? I guess from my perspective I think that with a large group of people who are interested in the same goal could work together somehow to make it work for everyone. I am just brainstorming here so if any of you have the answer please let me know, if not I will just keep looking for it.



On a positive note we don't have any pending legislative issues going on. With the priority being the Pension issue it seems all other issues are on hold. Maybe if the legislature would just take a year off, not introduce any new programs the state may save money, interesting idea. We will be watching to see if anything new creeps up in the spring. We have constant communication going on with the Secretary of State's office too, and we think by keeping them educated on what really goes on out there in the big world is a very good idea. I think they finally realize some of the issues at hand are real and are starting to look into them seriously.

Environmentally, things seem pretty sound there as well. If you are an IL Green Car Member you should be looking for a few changes coming down the pike. After talking with Becky Jayne from IEPA I know they would like to see some added standards to the IL Green Car Program.

The 2014 dues notice went out electronically this year. In trying to keep with the recycling theme and not wasting paper, we thought this would be a good idea. If you have not received one then I don't have a correct, or any, email address for you. If you don't have email please call me at 877/880-2874 and I will be glad to fax or mail you one at your request. If you have received it we appreciate a timely response and thank you for your support. I will continue to email them out weekly.

The ATRI Board of Directors is working on the 2014 goals and objectives. There are some new members on the board and we will all keep working hard to bring you the latest and the greatest this industry has to offer. Always know, your thoughts, suggestions and ideas are always welcome.

Cheers!

Michelle Lechner  
Executive Director



## Update on Illinois Mercury Switch Removal Program

By *Becky Jayne*

### Extension of Program to Increase Mercury Switch Removal and Recycling –

As many of you know, the Product Stewardship Institute (PSI) received a grant from the U.S. Environmental Protection Agency (USEPA) to increase mercury switch removal and recycling. The program deadline has been extended to April 30, 2014.

In addition to extending the program, PSI is now giving a \$2 incentive for mercury light switches. The incentives you can receive are:

- A **\$4** incentive payment for each mercury-containing convenience lighting switch.
- A **\$4** incentive payment for each mercury-containing anti-lock braking system (ABS) sensor that is sent in for recycling.
- A **\$4** incentive payment for each “miscellaneous” auto switch sent in for recycling, including all mercury auto switches that are not from hood and trunk lighting or ABS sensors. This includes airbag crash sensors from certain older vehicles (see enclosed list). Please visit [www.elvsolutions.org](http://www.elvsolutions.org) for more information.
- A **\$100** “first bucket bonus” for vehicle recyclers who have not sent in a mercury switch collection bucket since September of 2011. This ap-

plies only to the first bucket you send in.


These bonuses are in addition to the \$2 payment you already receive for each mercury hood and light switch and \$6 for each ABS sensor you send ELVS for recycling. For more information about what vehicles contain mercury switches or to request a collection bucket, please visit [www.elvsolutions.org](http://www.elvsolutions.org).

If you participated in the May 1st through October 31st PSI pilot program, there is nothing you need to do except send in your switches to ELVS by April 30, 2014. If you did not participate the first phase of the pilot program all you need to do is sign up for the program by contacting PSI at:

Product Stewardship Institute  
29 Stanhope Street  
Boston, MA 02116  
Phone: 617-236-4855  
Fax: 617-236-4766  
Email: [evan@productstewardship.us](mailto:evan@productstewardship.us)

**At the end of the program, PSI will pay you the additional incentive payments and bucket bonus described above.** To receive these incentives, you must send switches to ELVS for recycling between November 1, 2013 and April 30, 2014. **The additional incentives will only be paid for buckets containing more than 10 switches.**


*Becky Jayne is an Environmental Protection Specialist with Illinois EPA. 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](mailto:Becky.Jayne@illinois.gov), or 217-524-9642.*




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## Play on the Markets

*By Jim Weaver, VP, Financial Advisor, Portfolio Manager, McNamara-Weaver Group - Morgan Stanley*

As we head into Autumn with many sports seasons underway, you might enjoy some “play” on the markets too - enjoy this take on the market from a client:

“Fall is a favorite time of year. The leaves on the trees are changing and crisp Autumn nights are upon us. The College Football and NFL seasons are underway, and the World Series match-up has been set between the St. Louis Cardinals and the Boston Red Sox. After a long, grueling season these two teams are battling it out for the rights to be crowned “World Series Champion”, and while we can simply sit back and enjoy the “Fall Classic”, hard work and preparation are underway, behind the scenes, for the managers of both sides.

It is the manager’s role to prepare his respective team for the challenge, and then ultimately place in the lineup those players who give his team the greatest likelihood of success. These players are selected on performance throughout the season and the playoffs, and those who perform the best will earn themselves a position on the lineup card at the start of the game. Baseball players are measured on their performance on the field, not on potential or name recognition alone.

This idea seems very logical, but often investors do not carry this thought process over to the investment world. Emotions, especially when it comes to investing, are hard to overcome, and it is for this reason that it is so important to have a robust investment discipline that doesn’t rely solely on corporate profits, the latest magazine cover, or even the prevailing economic news. After all, the past couple of years have been good for the US Equity markets in the face of many potential economic “crises”.

The financial crisis of 2008 still looms large in the memories of most investors, having impacted financial statements, corporate balance sheets, and general live-

lihoods in a manner that no financial event has in at least a generation. Even in the aftermath of that historic and truly global event, however, equity markets have faced an ongoing series of “crises”, which continue to take an emotional toll on investors around the globe. The latest of which focused upon the US government shutdown and debt ceiling debate. Despite many a crisis, the market has seemingly shrugged off the news in each instance.

Managing each market crisis with as little emotion as possible and as much discipline as can be mustered is important for any investor. Respecting existing mar-



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ket trends is a critical component within that endeavor, as it provides something, based in supply & demand, to use as a compass. Emotions are far less stable than magnetic poles or Economics 101. If you look at a chart on the Dow Jones Industrial Average from 2008 to 2013, there have been many an economic crisis the Dodd-Frank Act Crisis, the US credit downgrade, the European Sovereign Debt Crisis, the Budget Sequestration Crisis, and the recent government shutdown. All of these should have been a catalyst for the next bear market; however, the trend of the market has remained positive.

Everything from US Credit Downgrade to the European Sovereign Debt Crisis to the US Government Shutdown. All economic events that ultimately had no effect on the underlying imbalances of supply and demand in the market. By our lights, the trends of the US market benchmarks remain positive. When these trends change, we will be forced to respect such changes and alter course accordingly.” Jim Weaver, VP, Financial Advisor, Portfolio Manager,

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## Auto Parts City Takes Weekend Break From Company Expansion to Accept “2013 CAR Member of the Year” From the Automotive Recyclers Association

### *Automotive Recyclers Association News Release*

MANASSAS, VA – Professional automotive recycling business, Auto Parts City, Gurnee, IL, was awarded the prestigious “2013 CAR Member of the Year” award from the Automotive Recyclers Association (ARA) at the 70th Annual ARA Convention & Exposition in Phoenix, Arizona, November 7-10, 2013. The award honors an ARA member business that has shown exemplary dedication to the industry and the Certified Automotive Recycler (C.A.R.) program.

Auto Parts City, [www.apcity.com](http://www.apcity.com), is a professional automotive recycling business that supplies Green Recycled Parts® for reuse in vehicle repairs. Owned by third generation auto recyclers Larry Brosten and his brother, Jay Brosten, their cutting-edge and technologically-advanced Auto Parts City reopened for business on Earth Day on April 26, 2010.

The Brosten family has been involved in auto salvage and recycling since the 1930s. They are committed to being good neighbors and conscientious environmental stewards. As a result, every aspect of Auto Parts City is designed to serve the needs of the communities that depend on the vital services they provide and to do so in a way that is environmentally responsible and aesthetically pleasing.





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"Winning this award really lets us know we're on the right track at Auto Parts City," Co-Owner Jay Brosten said. "Since our grand reopening in 2010, it's been a goal of ours to help redefine auto recycling and rebrand our industry as a green business in the minds of the general public. Our motto is Setting the 'Green' Standard in Auto Recycling."



"It comes at a perfect time," Co-Owner Larry Brosten added. "Our family has been involved in auto recycling since the 1930s, and now the fourth generation is making a contribution. My son, Adam, is developing a 100 percent tire recycling solution that has the potential to solve the most difficult issue in auto recycling since the automobile was invented: What to do with old tires?"

In addition to that, it was Adam who brought a 7-acre piece of property to the attention of his father and uncle. The acquisition of that property has allowed Auto Parts City to expand its current location to another one just down the street. It will stock foreign cars for used parts harvesting, exclusively. It is tentatively slated to open November 30, 2013.

The ARA is proud to have Auto Parts City represent its membership as a shining example of the C.A.R. program. The C.A.R. program was created to produce a set of standards for general business practices as well as environmental and safety issues, and to provide guidance for member facilities in adhering to these standards. This program is one of the cornerstones of the Association. Participating facilities strive to put forward quality service and parts for the professional automotive recycling industry.

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), Green Recycled Parts, and other partnerships, ARA members continue to provide consumers with quality, low-cost al-

ternatives for vehicle replacement parts, while preserving our environment for a "greener" tomorrow.

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## *This 'n That*

### **Congratulations, Andy & Lauren Zalon**



Andy and Lauren Zalon welcomed their daughter, *Madison Rose Zalon*, to their family on November 11, 2013. Madison weighed 7 lbs 7 oz.

### **St. Teresa Dynasty Adds Another Crown**

*By Bill Liesse, Decatur Herald & Review*

PEORIA — Experience means everything at the IHSA state cross country meet.

It allows a Rachel Devereux to turn around, undaunted, when it was announced the Class 1A girls race would be delayed because of a power outage Saturday at Detweiller Park.

“We got this. It’s OK,” now four-time-champion Devereux told her teammates before a half-hour delay and before another dominant performance by St. Teresa.

The Bulldogs’ 73 points were 43 clear of Rochester as St. Teresa joined the Winnebago girls, Eureka boys and a few generations of 27-time champion Elmhurst York in pulling off a four-peat.

Then again, experience means nothing at the state cross country meet.

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St. Anthony freshman Anna Sophia Keller had never been to Detweiller before this weekend. That's almost unheard of among large schools, who routinely attend large midseason invitationals held by Peoria Notre Dame and Peoria Central. And it's now rare for any class, thanks to a July event called Detweiller at Dark, which high schoolers also use as a sort of pre-state meet.

No matter to Keller, the little machine whose 16-minute, 35-second effort trounced the Class 1A field and would have won the Class 3A meet. It was the same time as Class 2A winner Mailin Struck of Riverside-Brookfield.



*St. Teresa's Rachel Devereux cheers after receiving the first place team trophy during the 1A awards ceremony at the IHSA Cross Country State Finals Saturday at Detweiller Park in Peoria. Rachel Devereux is the daughter of Joey Devereux from Available Auto Parts in Decatur, IL.*

"It's the first time I ever saw this race," said Keller, ignoring her father's attempts to have her watch past years on IHSAtv.

The three-time IESA champion for Effingham Sacred Heart admitted "I was really nervous," but didn't offer much in terms of race strategy.

"I'm not really sure," she said. "I don't think much about it. I just focus forward."

Few have seen more good runners up close than Todd Vohland, whose Bulldogs are ranked No. 1 in the nation by one service and

whose St. T roster boasts plenty of reasons to be hopeful for a fifth consecutive 1A crown in 2014. Vohland also

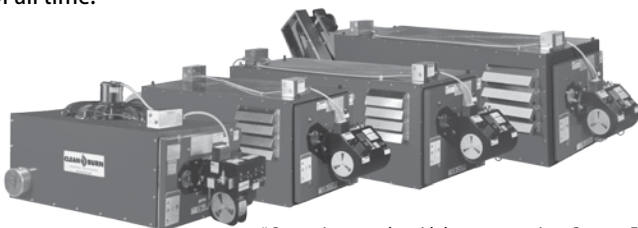
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has seen plenty of Keller.

"There's a special talent there," he said of the first freshman champion since Carthage's Katelyn Bastert a decade ago (and that was in 17:10).

"Once every 7 or 8 or 10 years," Vohland continued, "a special female comes along. Katelyn Bastert, or Sarah Selby at Shelbyville before that. As far as a freshman goes, (Keller is) the best I've seen."

As for seniors, Devereux has to be pretty high on Vohland's list. Her 17:32 Saturday was good for fourth overall, second among team scorers. "She's in pretty rarified air," Vohland said of the four titles.

"It hasn't really even hit me yet," said Devereux, who hasn't picked a college yet but said she's leaning toward following her sister to ISU. "It's unbelievable even qualifying four times for state and getting to run here."

Fellow senior Audrey Vandercar made the all-state stand with an 18:14 that scored 12th in the team race. Cailin Jerger (18th) makes for three departing scorers for the Bulldogs for the second year in a row.

"I can't say enough about Cailin Jerger," Vohland said. "Not close to the top seven her first three years — well, about nine as a sophomore — and she's our third runner all year. And she wasn't that far off the medals stand."

Led by senior Hannah Houska (18:35), Monticello took ninth in the team standings.

"We were hoping for a little better position," Sages coach David Remmert said. "The sun will rise tomorrow."

*Reprinted with permission.*

*Rachel Devereux is the daughter of Joey Devereux from Available Auto Parts in Decatur, IL.*

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## Dealing With Conflict (In Meetings)

By Joe Caruso

Conflict is inevitable in any organization. Part of the responsibility of the leadership team, or any individual rising in the ranks, is to effectively resolve issues. One place where conflict can readily appear is in meetings.

Conflict in meetings is not necessarily bad. It can serve to stimulate new ways of thinking, new ideas and better solutions; however, there are times when conflict can be less than productive. You don't want conflict to impede the productivity of a meeting. Everyone's time is too precious to waste in meetings that get derailed.

According to the *Journal of Applied Behavioral Science*, there are five main strategies for dealing with conflict:

1. Avoidance
2. Accommodation
3. Competition
4. Compromise
5. Collaboration

The key to successfully dealing with conflict isn't whether or not to use these strategies, you already do; the key is to choose which one applies best in any given situation.

### Using Avoidance to Deal With Conflict

Let's talk about the first strategy – avoidance – when conflict arises in a meeting or a small group setting.

Avoidance is a style that allows you or the person running the meeting to remain neutral and stay out of the conflict. Choosing this strategy is choosing non-involvement.

**Avoidance can be a good response IF:**

- The issue is trivial
- The person raising the issue lacks

the communication skills necessary to prevent destructive escalation

- Potential losses from an open conflict outweigh the possible gains
- There's insufficient time to work through the issue adequately

**TIP:** If any of these are true, you can point to the need to stick to the agenda, the time constraints of the meeting format and the need to respect everyone's time among the reasons for needing to move on.

**TRAP:** If you do choose avoidance, know that it could be interpreted as a lack of leadership. The manner you adopt when you use avoidance can influence this perception. If it smells like fear, look out. If it's confident and focused, you can avoid the trap.

### Using 'Accommodation' as a Conflict Resolution Tactic

Accommodation is another way to deal with conflict in meetings. This is a style regularly used by those

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who are deeply concerned for others. The objective of accommodation is to make everyone happy, and is a style often used by people who believe that open conflict is extremely destructive, and that good “outward” relationships must be maintained at all costs.

**Accommodation may be the best response when:**

- The issue is minor
- The damage to the relationship would harm both parties
- The temporary reduction of conflict is needed to give time for additional research of information
- If tempers are too hot for a productive discussion

The key to accommodation is to acquiesce and make people happy. When you accommodate someone, it’s a good idea to make sure they know so that they’ll be less likely to continue to ask for things later in the meeting. (It’s almost as if they’ve used up their favors.)

**Tip:** If someone raises an issue that is tangential and not really related to the core topic of the meeting, you can acknowledge the importance of the issue and offer to schedule a different time / place / meeting to discuss it in more detail to accommodate the request.

**Trap:** Accommodation could be dangerous if there’s a genuine significant and pertinent problem that requires discussion by the group.

## Resolving Conflict Competition Style

Competition is a style in which the meeting facili-

tator or leader views results as being more important than people. In this style, conflict is always ended with a winner, and a loser.

**Competition may be the best response to conflict in the following situations:**

- A decision or action must be immediate
- The parties in the conflict expect and appreciate the force or power necessary in a win / lose situation
- Combatants clearly recognize a clearly defined differentiation and are looking for leadership
- It’s not necessary at that point in time for the leader to assert him/herself in order to keep the meeting moving forward

**TIP:** Every organization has people who may try to take over the meeting by being contrary on a very basic and predetermined point, such as, “I think the issue is x, rather than y, so discussing y is a moot point.” You can see how this attempt to frame the meeting could quickly and easily derail the discussion, as well as undermine the leader of the meeting. The competition approach to dealing with this is to let them know that the purpose of the meeting is not to define the issue – the issue has already been defined – and it’s not open for discussion.

**TRAP:** The competition approach can leave the “loser” feeling negative, as the issue they raised is generally left unresolved. If these negative emotions aren’t properly managed, the solution may be temporary and other participants may detect a lack of compassion. This could limit their involvement and cooperation for the remainder of the meeting.



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## Compromise: It Works, But There is a Catch

When it comes to effectively leading a meeting and dealing with conflict that naturally arises within any organization, compromise is often touted as the best way to come to a resolution. Perhaps that's because it is used so often, or because it addresses people's emotions. Compromise is one way to resolve conflict, but there are drawbacks.

A compromising style can be adopted when you want everyone to feel as if they've won. The objective of this approach is to strive for agreeable solutions.

**Compromise might be the best response to conflict when:**

- Both parties stand to gain
- An ideal or quality solution is not required
- Time is short
- A temporary solution is needed for a complex problem (a later problem solving discussion could be held to determine the best solution)
- The parties in the conflict are equals

**TRAP:** The drawback with compromise is that everyone loses something and the most ideal solution is not usually reached. Keep in mind that when you decide to compromise, your focus shifts from finding the best possible solution to assuaging the emotions of the moment.

**TIP:** When using this approach, it's important that you openly acknowledge what each party has surrendered as part of the compromise. It's also important that you let each party know that you respect their ability to reach a compromised resolution for the benefit of the others in the meeting.

## Resolving Conflict with Collaboration

One more style or approach to conflict resolution in meetings is one of collaboration. Collaboration is an open style whereby people are considered just as important as results. Conflict is handled in such a way that there are no secrets – everything is brought out into the open.

People who use this style believe in basic problem-solving techniques and look for the consensus agreement.

**Collaboration is especially useful in handling conflict when:**

- The members are trained in problem-solving
- The parties have common goals that need the cooperation of all to be achieved
- The conflict arises from misunderstandings or communication breakdowns

**TIP:** The collaboration approach can take more time than other styles, and for that reason, this technique can be difficult in meetings with a large number of participants. Be mindful of the time and the size of the group when you choose collaboration to resolve conflict in a meeting.

**TRAP:** If the group has very different values or goals, then collaboration may not be a successful approach.

More so than the other four styles, collaboration has the highest concern for both people AND achieving a result. In contrast, a style like avoidance has the least concern for people and a result.

*About the Author:*

Joe Caruso is a keynote speaker, business advisor, and author of the CEO bestseller *The Power of Losing Control*. His clients include Ford Motor Company, Weller Automotive and Truck, Ontario Automotive Recyclers Association, and First Auto Parts of Australia. You can reach Joe through his website, [www.caruso-leadership.com](http://www.caruso-leadership.com).

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*Please note that if you don't see your company name listed in this issue, you are not a current member in good standing with ATRI.*





## ***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 the 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 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 \_\_\_\_\_

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County \_\_\_\_\_

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

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### 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 ..... \$ \_\_\_\_\_

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- ... learn more about IL Green Car certification
- ... keep up to date with the ATRI News
- ... use the association website to further your business and sell parts

Contact Michelle Lechner at 877-880-2874 for more information

(or see The Member Benefits and Membership Application form on pages 7 & 8 of this newsletter)

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