



ATRI News

**TAKING ILLINOIS
BACK ← TO THE
FUTURE**

DESTINATION TIME
MONTH DAY YEAR
SEPT 19-20 2014



**Tour Behr Iron and Metal
at the ATRI Convention
and Trade Show
in Peoria, IL**

September/October 2014

TAKING ILLINOIS BACK ← TO THE FUTURE



DESTINATION TIME

MONTH

DAY

YEAR

SEPT

19-20

2014

Focusing on IL issues only

- Hear from the Secretary of State and join the campaign on how to rid Unregulated Buyers "*Get Involved*"
- Meet Sara Hamidovic from the *IL Green Car Program* and what's new environmentally
- Tour the new *Behr Iron and Metal*
- One on one time with your *Exhibitors*
- *Educational Sessions* for Owners, Managers and Industry leaders

For information
contact
Michelle Lechner
877/880-2874

Embassy Suites East Peoria
Hotel and Conference Center
100 Conference Center Drive
East Peoria, IL 61611
Reservations: 1.309.427.2439
www.embassysuiteseastpeoria.com



The ATRI NEWS

ATRI News is an R.J. McClellan, Inc. publication. All rights Reserved. *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:

Michelle Lechner
Executive Director, ATRI
PO Box 9424
Springfield, IL 62791
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.

***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

For Information on advertising
please contact R. J. McClellan, Inc.
Monday - Friday, 9 AM - 4 PM
Phone 651-458-0089 • Toll Free 877-525-4589
Fax 651-458-0125 • Email newsletters@rjmc.com

Ron McClellan
Advertising Sales

Sheila Cain
Creative Director

Auto & Truck Recyclers of Illinois Board of Directors

John Catalano, Jr.
President

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

Eric Gallay
Vice President
Wood River Auto Parts
Ph: 618/259-6432

Andy Zalon
Secretary/Treasurer
C & J Auto Parts, Inc.
Ph: 800/783-8121
Fax: 773/523-1158

Larry Brosten
Immediate Past President
Auto Parts City, Inc.
Ph: 847/244-7171
Fax: 847/244-7279

David Anderson
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

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
Mack's Recycling
Ph: 217/367-6219
Fax: 217/367-9001

Jonah Smith
Bill Smith Auto Parts, Inc.
Ph: 800-252-3005, ext. 114
Cell: 217-474-3005

Jonathan Smith
Bill Smith Auto Parts, Inc.
Ph: 800/252-3005, ext. 112
Cell: 217/493-4774

Bryan Tsikouris
Market Financial Group
Ph: 847/398/7060

Michelle Lechner
Executive Director / Lobbyist
Ph: 877/880-2874

ATRI Contact Information

Executive Director / Lobbyist

Michelle Lechner
PO Box 9424
Springfield, IL 62791
Ph: 877/880-2874
Fax: 877/747-7597
Email: illautorecyclers@aol.com
www.IllinoisAutoRecyclers.com

President's Perspective

By John Catalano, Jr., ATRI President

Hello, I hope everyone is doing well and business, family, & friends are good, and also, that you are having a great summer. ATRI has been working hard as board members to grow the association and make it the best it has ever been, but we need help from our members. We had a great board meeting in Grafton IL in July and I want to thank our Vice President Eric Gally from Wood River Auto Parts for hosting yet again another great meeting. We need better participation from everyone that is involved with ATRI. It seems to be the same people stepping up to take on a project or task. We want the members to let us know of any ideas or concerns that they feel we should look into. We are all volunteers who care about the health of our association, but we want our members to be active as well. We have started to form committees to accomplish more, and organize these tasks so we can better serve you. Michelle will be talking more about this in her article so I will move on. If you are interested in becoming more involved, there is an opening for a director on the ATRI Board. We meet 4 times a year and conference call when needed. We always welcome new ideas and fresh thoughts brought to the table.



I hope to see everyone at the Taking IL "Back to The Future" event in Peoria September 19 & 20. We are still facing

the issue with un-regulated buyers, and also some tow companies, who are not properly licensed, and who are breaking laws for their own profit. This is taking money from our pockets. We have been reaching out to SOS but like any other Government agency, it's a slow process to get anything done. We need to send names of these law breakers to Michelle so she can take action with SOS to better handle the situation. We also need to get in touch with our local legislators and let them know what is happening. Everyone should take the time to contact their local legislator's office to get to know them better, and educate them on what we do. We have all been in business a long time, and operate within, or above the guidelines for being an auto recycler. It is not fair to all of us to put up with this any longer we have improved the IL Green Car Program with the help of Sara Hamidovic from VET Environmental and this program sets great guidelines. Sara is very active in our association, and is the preferred EPA specialist within our group. She really takes pride in what she does and knows the laws and proper guidelines to follow. If you are not an IL Green Car yard yet please contact Michelle, or Sara at VET Environmental for more details. Do you think we should make this a requirement to get an IL recycling license? Would this weed out the riffraff? All are interesting thoughts. I was very surprised when I had Sara come to visit my operation, she had to look hard but found a few minor areas that had to be addressed such as up-dated spill kits. I guarantee Sara will keep you informed on changes to the environmental laws, and the proper ways to handle new material that we are processing in these vehicles daily. Everyone will have some correction's and changes to make, but in the long run peace of mind is worth a lot, and I know I am operating one of the best EPA friendly facilities in the state thanks to Sara. Sara will work with you to get any issues corrected and certified. It is well worth the money in my mind. Thanks again for taking the time to read our newsletter, and to those participating on any level we appreciate your time and efforts. I hope I see a lot of your in Peoria. It is a time to learn, network and come away with so much more than you had when you got there.

See you in Peoria!

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



Executive's Viewpoint

By Michelle Lechner, Executive Director

Lots of exciting things are happening in the ATRI world! The Board of Directors met in Grafton, IL this past July and the meeting ended up with lots of accomplishments. First of all, if you are not a member, or you are a past member, someone will be contacting you asking you



to come back or join for the first time. We need more members and we are seeking your help so ATRI can grow. I am not sure how business is for all of you, but from what I am hearing it is slow. ATRI wants to help change that by promoting the use of used auto parts. The plan is to engage with several educational institutes that have a marketing class that can help us strategically market the use of used auto parts. Also, ATRI is still in the process of working with the Secretary of State and our Illinois legislators to stop unregulated buyers. By reducing the amount of non-regulated, non-licensed buyers from the playing field, this would make more salvage available to you, as it should be. If you are a member car-part.com has agreed to add a hot key to our website that puts you, the member, on the preferred buyers list. The ATRI Board of Directors has also created committees to better serve their members. They are as follows:

- Task Force
- Membership
- Newsletter
- Convention
- Website/E-Commerce/marketing

By having the committees, ATRI will grow and continue its mission to serve you all better. There is an application in this newsletter, so why not fill it out and send it in today. You could join today by paying a prorated fee, just simply take the amount you would pay according to how many employee's you have, divide that number by 12, and then multiply that number by how many months are left in the year. Your member benefits are also listed in this newsletter and we plan to roll out more member benefits by the first of the year. Insurance is on the top of the list that we are cur-

rently looking into for you as a member.

ATRI is very pleased with how the Illinois Green Car Program is going. Sara Hamidovic from VET Environmental has become a very valuable asset to ATRI. If you want peace of mind, call Sara. I am serious here, Sara has been so helpful and informative, and absolutely the best IL Green Car manager we have ever had. Please read the testimonials you find in this newsletter.

Lastly, I must talk about the upcoming ATRI Convention and Trade Show that will be held September 19 & 20 in Peoria, IL, which is hand-made just for you! As you are aware, the IL and IN association have decided not to combine their conventions any more so each can focus on what is happening right in their own state. So many issues are very different and this way we can target what's happening



AUTO PARTS & RECYCLING
Serving Illinois and Beyond Since 1946

<p>Mon - Fri 8am - 5pm</p>	<p>800-437-1770</p> <p>900 North Main Street Montgomery, IL 60538 E-mail: stafrdused@aol.com Local #: 630-892-4218</p>
--	---

Visit our website
www.staffordsautoparts.com



We
Warranty
ALL Our
Parts!

in Illinois. Our line-up is quite impressive this year with having the **Director for the Secretary of State** presenting about the ongoing issue we face daily with the unlicensed/unregulated buyers. ATRI has been working with the SOS on this very issue and has begun to make some progress which I will let him tell you about. **Partstrader** is also another big issue, so they too will be presenting on a panel discussion with someone from **CCC Information Services, Inc.** too. **Sara Hamidovic and Becky Jane from IEPA** will present on the Illinois Green Car Program and other environmental issues. **Rob Rainwater** brings his expertise, and is a wealth of knowledge for owners and sales people. Rob was a presenter a few years ago and has been requested again, so we brought him back. **Dan Bruner** is also a presenter and will share his knowledge of his many years in the industry as well. Saturday night we will finish up our two day event with dinner and a tour of the new **Behr Iron and Metal** plant in Peoria. This year we have a few new exhibitors that I am sure you will be glad to see. In order for us to continue to bring these events to you we need you to participate, so please mark your calendars, fill out the form in this newsletter and come to Peoria for a day or two. We picked Peoria because it is in the middle of the state and there is a lot to do there. The hotel is on the riverfront and provides a shuttle to the famous Par-A-Dice Casino and so much more. See you there!

Keep Recycling,
Michelle Lechner
Executive Director

The New and Improved Illinois Green CAR Program

*By VET Environmental Engineering, LLC
Sara R. Hamidovic, President*

My family had the pleasure of attending the Auto and Truck Recyclers of Illinois (ATRI) Board Meeting in Grafton, Illinois in July. I was invited by the Board of Directors to discuss my experience to date and future plans for the IL Green CAR Program. It was great to see, and catch up with, the Board. As always, Michelle coordinated a wonderful event. The hotel was great, the scenery beautiful, and we got to zipline – which made my son a very happy boy.

I took over as the IL Green CAR Environmental Manager in 2014. My impression thus far is that the guidance manual is outdated, accounting systems for audit completion and payment are antiquated, membership in the program is unclear, and the benefits of being certified as an IL Green CAR are minimal. My objective is not to badmouth other consultants, the program, or past IL Green CAR Environmental Managers. My objective is to make the changes we need to make the IL Green CAR Program the best it can be.

Vision: My vision for the Illinois Green CAR Program is to develop and maintain an organized, prestigious, and meaningful compliance program for Illinois' best Automotive Recyclers by providing top-of-the-line consulting and environmental management.

When I took over, there was no record of professional audits being conducted last year. No documentation was passed on, or was lost. Conversations with the Automotive Recyclers of America (ARA) also indicate that very few Illinois recyclers were certified in 2013. I am not sure what went wrong, but my goal is to use 2014 as a rebuilding year. I conducted fourteen professional audits so far this year, despite 2014 being a self-audit year. My goal for this year was to establish a baseline for the recyclers that are serious about the program. This baseline will allow for more successful and streamlined professional audits in 2015.

New ATRI Members

Associate Member

Behr Iron & Metal
2424 West Clarke St
Peoria, IL 61607
ph: 309/637-4422
fax: 309/637-4428
email: gcalfas@berim.com
website: www.behrim.com
contact: George Calfas

All in all, I was EXTREMELY impressed with the yards I visited - particularly on the business side. What I find strange is that there were audit items failed unanimously by all fourteen yards. Based on discussions with many of the members these items have never been addressed and therefore some IL Green CAR Certifications should not have been issued in the past. Again, my intent is not to point fingers or assign blame, but it appears that proper care and diligence were not being taken on audits in the past. In my mind this creates a number of problems:

1. **Members are given a false sense of security.** You are told you passed the audit and are compliant when in actuality you may not be. This leaves your business vulnerable to violations, enforcement, and even fines from regulatory agencies.
2. **The standard for the entire program is pulled down.** If audits are not conducted with appropriate diligence and care, a number of unworthy yards may become certified. When a regulatory agency

sees a poorly operated and maintained yard is IL Green CAR Certified it harms the credibility of all member yards and of ATRI.

3. **Members are not educated.** A large part of this process (as I see it) is to teach the operator the proper way of doing business and maintaining compliance. I believe that it is the auditor's duty to point out missteps but more importantly to provide solutions to gain compliance and maintain it. I am very excited to share good ideas I've learned so far!
4. **A perception exists that IL Green CAR Certification is for sale.** This could not be further from the truth! I want to certify yards based on their merits – how they operate. By paying to have me out you are paying for me to conduct an audit. We will then work together to correct any issues I find and get you certified. If the fee was the only requirement any yard in Illinois could, for a nominal fee, become certified. This would greatly dam-

HOLLANDER
INNOVATION
SUMMIT 2014

**Bring your business into
the future with confidence.**

**The Second Annual Hollander Innovation Summit
Minneapolis, MN | September 24-26, 2014**

- Dozens of business-transforming educational sessions.
- Test-drive the latest recycling technologies.
- Expert answers to your technology questions.
- Outstanding networking and social events.

Register today at www.HollanderParts.com

DRIVING FORWARD

Hollander
a Solera company

age the credibility of the Program, its members, and make the IL Green CAR Certification meaningless.

Of the fourteen yards I audited this year, all fourteen failed the Green CAR Audit the first time. I am proud to say that we now have two certified IL Green CAR members! I am working with several more to correct the few remaining deficiencies, collect outstanding fees, and finalize certifications before the end of the year. At the conclusion of each audit I mailed out a packet to every yard listing the deficiencies I observed. For every observed deficiency I made a suggestion on how to fix it. I have already received additional interest in a central and northern Illinois audit trip in late August or September. If you would like to schedule with me, please let me know.

At the Board Meeting, there was interest expressed for me to provide a menu of my services and the associated rates. For all consulting work I do, I charge \$90.00 per hour. If I am on the road I charge \$0.70 per mile to cover gasoline and other vehicle related expenses. If a trip requires that I stay overnight I bill the cost of my hotel – I only use reasonably priced

hotels. I want to stress that the more yards we have involved the more affordable the program becomes for everyone. The shorter distance between member yards, the less cost I have associated with travel. It benefits us all to grow membership. I have not charged for any of the paperwork, processing, or discussion I have undertaken since returning from the audit trips. This is my way of giving the program a leg up this year. I do provide a range of consulting services in addition to my role as the IL Green CAR Environmental Manager and will discuss these rates on a case-by-case basis.

There has been some confusion and dissatisfaction with the program this year. What I want to make clear to everyone is that I am serious about this program and our association. I am committed to getting it right and working out all the kinks. If you ever have issues with my work, or myself, please call me. I am a big girl and can take it and if I am wrong I will make it right. What I ask in return is that if you are wrong, you make it right, too. What will make this program strong are open lines of communication. I want to grow the program by word-of-mouth. I want the services I provide and the benefits of involvement to be so obvious that more and more folks want in. John Catalano, Jr., President of the ATRI Board of Directors was kind enough to write a testimonial for me after I visited Bionic Auto Parts & Sales this past June. Junior writes:

“VET Environmental and Sara will get you to IL Green CAR Certification in no time at an affordable price. They will keep you informed on changes to the laws and proper ways to handle and store new material that we are processing in vehicles. Everyone will have some corrections and changes to make but in the long-run peace of mind is worth a lot. I know I am operating one of the best EPA friendly facilities in the State of Illinois thanks to Sara. Sara will work with you to get any issues corrected and certified. Well worth the money in my mind. Thanks Sara for all the hard work!”

Thanks to Junior for the support! Thanks again to Michelle and the Board for this opportunity. In closing, we have discussed ideas to use the IL Green CAR Program as a forum to identify and work toward eliminating yards operating illegally. We have also discussed looking into getting our certified yards discounts on insurance. This is YOUR program. I work for YOU. If we build a meaningful IL Green CAR



**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

VET... continued on page 12

TAKING ILLINOIS BACK TO THE FUTURE

Brought to you by



DESTINATION TIME

MONTH

DAY

YEAR

SEPT

19-20

2014

Join us

**September 19 & 20, 2014
in Peoria, IL for the
2014 Taking Illinois
"Back to the Future"
event.**

You will be glad you did.

**There is a lot to do in Peoria.
You can try your luck at the famous
Par-A-Dice Casino or
stroll along the Riverfront.**

**The Embassy Suites Hotel is located
on the Riverfront and provides a
free hot breakfast, free parking and
free cocktails every evening
from 5:30 until 7:30
and, don't forget, roomy suits.**

**This event is for Illinois Recyclers.
There is something new around every
corner in this industry, and we are
here to tell you all about it.**

**So if you are an Illinois Recyclers join
us for what will be a two day event
full of education, good discussion,
seeing old friends and
making new ones.**

Focusing on Illinois issues only

- Hear from the **Secretary of State** and join the campaign on how to **rid Unregulated Buyers**
- Hear the latest from a panel that includes **Partstrader, CCC, Car Care and Collision and CCC Informational Services, Inc.**
- Meet **Sara Hamidovic** from the **IL Green Car Program** and what's new environmentally from **IEPA**
- Educational Sessions Presented by **Rob Rainwater, Dan Bruner**
- Also sessions from your **favorite user groups**
- **Yard Tour at Neal Auto Parts**
- A dinner and tour hosted by **Behr Iron & Metal**
- **Round Table Discussions**, an interest for all of you
- **Airbag and Forklift training**
- **One-On-One time with your Exhibitors**
- Educational Sessions for **Owners, Managers & Industry Leaders**
- **Come early on Friday and Golf at WeaverRidge Golf Course.** Call Michelle Lechner at 877-880-2874 for tee time.

TAKING ILLINOIS BACK ← TO THE FUTURE

DESTINATION TIME

MONTH DAY YEAR

SEPT 19-20 2014

**Embassy Suites East Peoria
Hotel and Conference Center**
100 Conference Center Drive • Peoria, IL 61611
Reserve your room before 8/28/14
Reservations online at www.embassy.com
Select check-in and out dates
Click the blue link: "Add special request"
Enter AUT into the Group Code field
or by phone at 1-800-EMBASSY
State your check-in and out dates
Mention the Auto & Truck Recycling

Help with the Live Auction
Please consider donating a service vehicle to the
Night Live Auction. This item can be sold for
from your company, or any item you have
the bidding going in a live auction. Your
appreciated! To coordinate the donation
please contact Michelle Lechner

Event Schedule

Subject to change

Thursday, September 18

5:30pm - 7:30pm **Meet & Greet at Hotel Bar**

Friday, September 19

12:00 Noon **Registration**

12:30 - 1:00PM **Opening Remarks**
from the ATRI President Jr, Catalano, Vice President Eric Gallay

1:00 - 1:50PM • **Director for the Secretary of State**
• **Airbag/Forklift**

2:00 - 2:50PM • **Rob Rainwater**
How to hire, train and set goals for all departments in your recycling business

• **Dave Sandford**
Car-Part.com - New Checkmate Enhancements

• **ATRI Round Table, Get it off your chest!**

3:00 - 3:50PM • **Rob Rainwater**
Saving money, how do we market our customers?

• **IL Green Car/IEPA**
• **SAV Transportation**
Smart Shipping from SAV

4:00 - 5:00PM **One-on-One time with Exhibitors**

5:00PM **Trade Show, Cocktails, Auction, and Reception**
with cocktails, hors d'oeuvres and auction in the trade show area

Saturday, September 20

8:00AM **Registration**

8:00 - 8:50 • **Dan Bruner**
Why didn't my Customer buy?

• **Rob Rainwater**
A visual World, the e-commerce

• **Drew VanDevender**
Car-Part.com Interchange

9:00 - 9:50 • **Dan Bruner**
Why did my phone ring?

• **Rob Rainwater**
How do we get sales? The 14 golden rules.

• **Chris Atencio**
What's New in Pinpoint

10:00 - 10:50 • **Panel discussion**
*Partstrader, CCC, Car-Part.com
and the CCC Information*

• **Airbag/forklift**

11:30-Noon **Lunch with the Exhibitors**

Noon - 2:30 **Trade Show**

4:00PM **Dinner and Tour**

Yard Tour: Neal Auto Parts • 3407 W. Farmington Rd • Peoria, IL • Stop by anytime Friday, September 19

Contact Information: Auto & Truck Recyclers of Illinois • Michelle Lechner
PO Box 9424 • Springfield, IL 62791 • Email: illautorecyclers@aol.com
Phone: 877-880-2874 • Fax: 217-787-2276

ater
East Peoria, IL 61611
/29/14
hbassysuiteseastpeoria.com

l rate codes"
box, Select Check Availability
Ask for Global Reservations
es,
lers Block and code AUT

Auction
vice or item for the Friday
n be a product or service
n that you think would get
on. Your donation is
donation of an auction item,
at illautorecyclers@aol.com.

Don't miss the Panel Discussion with
trader, CCC, Car Care and Collision
and CCC Information Services, Inc.

Order the Part?
r
effect of the internet on our business
ender
ange and Web Products updates

ing? Who's my customer?
r
s men to stop being order takers!

ade Pro?
on
r Care and Collision,
tion Service Inc.

t
xhibitors

at Behr Iron & Metal

umber 19 between 8am - 5pm

chner

**Registration fee is \$99 per person or \$79 per person if three or more
or \$69 per person if five or more register from the same facility.
Fee includes all meals, seminars, and entertainment for the entire weekend.**

Attendee Registration

Please complete all information on this form. • Please print clearly.

Company Name _____

Contact Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail address _____

Please indicate if person listed below will be attending Airbag or Forklift Training
so certificates can be prepared.

Name	FRI	SAT	AB	FL	Name	FRI	SAT	AB	FL
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

No. of attendees: _____ @ (1 or 2) \$99/person = \$ _____

Choose 1 pricing level or _____ @ (3 or 4) \$79/person = \$ _____

or _____ @ (5 plus) \$69/person = \$ _____

**Questions? Call Michelle Lechner at
877-880-2874, fax is 217-787-2276**

TOTAL \$

So we can better plan our meal requirements, please indicate which meals
you will be attending and number of meals required. Thank you!

Friday Evening	How Many?	Saturday	How Many?
Y N		Y N	
<input type="checkbox"/> <input type="checkbox"/> Auction/Cocktail Reception	_____	<input type="checkbox"/> <input type="checkbox"/> Lunch	_____
		<input type="checkbox"/> <input type="checkbox"/> Dinner at Behr Iron & Metal	_____

PAYMENT INFORMATION

Credit Card Payment (MasterCard/Visa Only) **PLEASE PRINT CLEARLY**

Name on Card _____

Credit Card # _____

3 Digit Code _____ Exp Date _____ / _____

Signature _____

Enclosed Check payable to: **Auto & Truck Recycler of Illinois**

**Mail, Fax or Email to: Auto & Truck Recycler of Illinois
Michelle Lechner • PO Box 9424 • Springfield, IL 62791
Fax: 217/787-2276 • Email: illautorecyclers@aol.com**

Update on Illinois Mercury Switch Removal Program

By Becky Jayne

Annual Reports – The annual switch removal report that you must file with the Illinois EPA are due on or before August 15, 2014. Annual report forms were sent to all recyclers on the ELVS list in July. Report forms can be downloaded from the agency’s web site at <http://www.epa.state.il.us/mercury/auto-switch/annual-report.pdf>.

Stormwater Permits - Facilities involved in the recycling of materials including metal scrap yards, battery reclaimers, salvage yards, and vehicle recyclers are required to obtain a permit for storm water discharges (commonly known as an NPDES permit). Lack of this permit is a common violation found during compliance inspections. Illinois EPA inspectors are citing this violation when they visit facilities that have not obtained a stormwater permit. Non-compliance can result in significant fines. For more information or questions about storm water permit requirements, please contact Illinois EPA’s Bureau of Water Permit Section at 217-782-0610 or visit the website at: <http://www.epa.state.il.us/water/permits/storm-water/general-permits.html>.

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, or 217-524-9642.



VET... continued from page 8

Program, our group will have more power and more options. Please share your ideas with me. I am always available for questions or discussion. I do not charge for short conversations or for sharing ideas. If you have a question for me, just call. I will help you to the best of my ability. I will share more IL Green CAR information in coming newsletters. Stay tuned.

“In Nov. of 2013 we needed to address some I.E.P.A concerns at our facility. I made a quick call to Sara at VET. I had spoke with her at ATRI convention a few months prior. She scheduled a visit to our facility. She handled our issues in a timely and professional manner. I would recommend VET for any business looking to address environmental concerns.”
Brian Collins
 Collins Truck Parts Inc.
 Tamaroa,IL



VET Environmental Engineering, LLC
Sara R. Hamidovic, President

SRHamidovic@gmail.com
 Website: Vet-env.com

341 West Sample Road
 Bloomington, Indiana 47404
 (812) 327-2838

“Environmental compliance that makes sense.”



**Happy Birthday,
Junior!**

The Electoral Map of the Market

By James F. Weaver, CFP®, Morgan Stanley Wealth Management

You might find the following analogy of the electoral map of the United States and the equity markets helpful and illustrative.

What is the S&P 500 Index?

The S&P 500 Index is one of the most widely followed and quoted stock market indexes in the world and a measure that many use as a benchmark of comparison for performance purposes. However, when you look underneath the hood of the S&P 500 you will find that not all stocks are created equal. This is because the traditional S&P 500 is a cap-weighted index, where the stocks with the highest market capitalization receive more weighting than those with a smaller capitalization. The weighting methodology creates a portfolio where only a small portion of the stocks in the index have a meaningful impact on the index as a whole. Therefore, the top 1% (5 stocks) of the index account for just over 10.50% of the movement of the S&P 500. The top 50% (250) of the stocks in the S&P 500 account for over 80% of the movement, leaving 14% for the other 250 stock to fight over-hardly an equal opportunity for all 500 stocks.

Congress vs. Senate

To help explain, consider an example of the Congress of the United States, specifically the House of Representatives. The House of Representative consists of 435 members from across the United States; however, each state is not

equally represented. Rather, each state receives seats in the House based on the population (like market capitalization) of that state. The more people that live in a state, the more seats in the House they will receive relative to the other states. For instance, based on estimated 2012 numbers from census.gov, the United States had a population of 313 million people. The most heavily populated state in the country is California, with a population of 38 million, about 12% of the country's population - California receives 53 out of the 435 seats (12%) in the House based simply on the size of the state in terms of population. This is similar to the way that Apple Computer receives the largest weighting in the S&P 500 based upon its largest market cap. The way that the seats in the House are allocated gives the state of California a 12.18% weighting. Next is Texas, which has 36 seats in the House for 8.28% of

the vote. New York and Florida both have 27 seats for a 6.21% voting share. On the other hand, states with smaller populations do not receive as many seats. Alaska, Vermont, Wyoming and the Dakotas have only one seat in the House each, which amounts to just 0.23% of the vote! Clearly, the House of Representatives is not an "equal-weighted" body of Congress as some states receive a much larger weighting.

On the other hand, the other body of Congress, the U.S. Senate, is an equal weighted entity where each state receives the same number of votes regardless of the size or population. The Senate consists of 100 seats, two from each of the 50 states. Therefore, every one of the 50 states receives a 2% weighting in the Senate. So while California and Wyoming both have the same weighting in the Senate, California has more than 50x Wyoming's weight within the House.

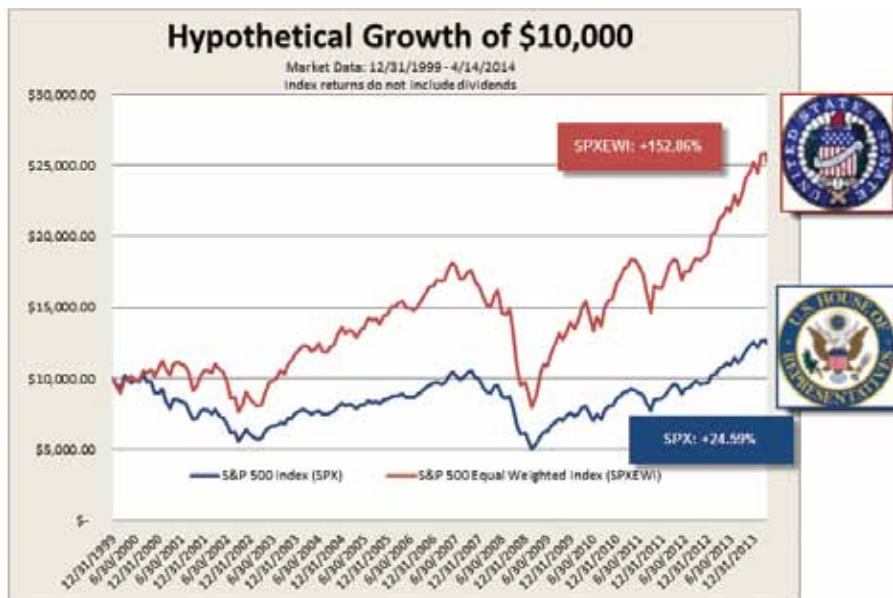
By the Numbers: The US House of Representatives & US Senate

State	Population (Est. 2012)*	# House of Rep. Seats	Weighting in House of Rep.	# of Senate Seats	Weighting in Senate
California	38,041,430	53	12.18%	2	2.00%
Texas	26,059,203	36	8.28%	2	2.00%
New York	19,570,261	27	6.21%	2	2.00%
Florida	19,317,568	27	6.21%	2	2.00%
Illinois	12,875,255	18	4.14%	2	2.00%
South Dakota	833,354	1	0.23%	2	2.00%
Alaska	731,449	1	0.23%	2	2.00%
North Dakota	699,628	1	0.23%	2	2.00%
Vermont	626,011	1	0.23%	2	2.00%
Wyoming	576,412	1	0.23%	2	2.00%

*Population data according to Census.gov

The Other S&P 500 Index

In our example above, the S&P 500 Index is the House of Representatives, where the stocks with the larger market capitalizations receive the greatest weighting in the index. However, what about another index? The S&P Equal Weighted Index consist of the same 500 stocks that underlie the S&P 500; however, the weighting is very different. Instead of weighting each stock by order of market capitalization, this index weights each stock on an equal-weighted basis with each stock receiving the same vote. In our analogy, the S&P 500 Index is structured in the fashion of the House of Representatives, while The S&P 500 Equal Weighted



*Dorsey, Wright & Associates

Index is structured as the US Senate. Let's take a look at how the different weightings have affected the two indices over time.



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

Adding Relative Strength to the Equation

If we look a bit further back, there have been periods of time when the cap weighted market was stronger (i.e. Congress was outperforming the Senate). In order to take advantage of the differences, we utilize "Relative Strength" to help us determine the best time-period to be in the cap weight and the best time to be in the equal weight. Although it is not possible to determine absolute best times based on tops and bottoms in the market, by being aware of trend changes in the marketplace that may favor one weighting over the other, it does allow us to take advantage of favorable trends, and answer the question: "What's the S&P doing lately?" With a question: "Which one are you talking about - the cap weighted or the equal weighted one?"

S&P 500 Index is an unmanaged, market value-weighted index of 500 stocks generally representative of the broad stock market. An investment cannot be made directly in a market index.

James F. Weaver, CFP®
 Morgan Stanley Wealth Management
 Vice President, Financial Advisor
 Portfolio Manager
 Certified Financial Planner™ Professional
 70 W. Madison St., Ste 300
 Chicago, IL. 60602
 (ofc) 312-827-6651
 800-488-4280 (fx) 312-984-4695
<http://www.morganstanleyfa.com/james.weaver/>
<http://www.morganstanley.com/fa/mcnamaraweaver>



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

401 WEST 10TH STREET, STREATOR, IL 61364
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 ★



ASSOCIATE MEMBERS

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

Behr Iron & Metal
 Peoria, IL
 309/637-4422

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

Bruner Resource Group
 Twin Lakes, WI 53181
 262/661-1780

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

Chicago Industrial Catalytic
 Lincolnshire, IL
 312-914-6666

E & R Towing
 Markham
 708-333-7300

Electric Guard Dog
 Columbia, SC
 224-223-3645

First America Metal Corporation
 Minooka, IL
 815/521-9888

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

Miller Compressing Company
 Milwaukee, WI
 414-671-5980

Insurance Auto Auctions
 Westchester, IL
 708-492/7000

Legend Smelting & Recycling, Inc.
 Joliet, IL
 800-697-5556

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

Market Financial Group
 Schaumburg, IL
 847-398-7060

Panhandle Converters Recycling
 Wood Dale, IL
 855-752-0393

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

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

Snyder Insurance Co.
 Bloomington, IL
 309-275-9987

United Recyclers Group
 Centennial, CO
 303/367-4391

Waubensee Community College
 Sugar Grove
 630-466-2331

Young Insurance Agency
 Rockford, MI
 616-214-4238

ATRI Direct Members

111 Salvage, LLC
Granite City
618-344-9922

A Affordable Auto Parts, Inc.
Joliet
815-722-9072

A&A Midwest Rebuilders Suppliers, Inc.
Blue Island
773-624-6111

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

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

Bryant Industries U-Pull Auto Parts
Danville
217-431-0551

C & J Auto Parts, Inc.
Chicago
800-783-8121/773-523-8121

Cimco Recycling
Ottawa
815-433-0031

City Auto Wreckers
Aurora
630-898-2900

Collins Truck Parts, Inc.
Tamaroa
618-496-5003

Coultas Recycling Company
Danville
217-443/0510

Dan's Used Auto Parts
Carterville
800/645-1425

Elgin Super Auto Parts
Elgin
847-695-4000

Fierge Auto Parts
Quincy
217-224-3000

Geiger Truck Parts
Watseka
815/432-4944

I-55 Auto Salvage, Inc.
Channahon
815-467-2938

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

LKQ A-Reliable South
Blue Island
708-612-0180

LKQ Blue Island
Blue Island
708-227-6960

LKQ Metro
Caseyville
618-345-9659

LKQ A-Reliable North
Chicago
708-239-4370

LKQ Pick Your Part
Chicago Heights
708-758-0002

LKQ Heavy Duty Truck
Chicago Heights
708-755-7134

LKQ Self Serve - Rockford
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

Rhodes Auto S/S/S, Inc.
Streator
815-673-3737/800-548-9151

Rockford Auto Parts, Inc.
Rockford
815-964-3396

St. Louis U-Pic-A-Part
Washington Park
618/293-6670

Scotty's Auto Parts
Virginia
800-346-4540/217-452-3081

Speedway Auto, Ltd.
Joliet
800-437-8733/815-726-0666

Stafford's, Inc.
Montgomery
800-437-1770/630-896-1342

Tom's Auto, Inc.
Hainsville
847/546-5422

Wood River Auto Parts
Cottage Hills, IL
618-259-6432

Y-Yard Auto and Truck, Inc.
Effingham
217-536-6116

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.

LSB INSURANCE

Save Money, Better Coverage!

Insuring Auto Recyclers for over 10 years.



Kevin Boyle
VP/Commercial Insurance
508 Main Street
Reinbeck, IA 50669
Phone: (319) 788-6471
Toll Free: (800) 552-4572
Fax: (319) 788-6460
Email: KevinB@MyLSB.com



Not FDIC Insured
May Lose Value
No Bank Guarantee

www.MyLSB.com

"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



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

- 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

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)

- | | | |
|---|--------------------------------------|--|
| <input type="checkbox"/> Recycler | <input type="checkbox"/> New Parts | <input type="checkbox"/> Body Shop |
| <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 _____ | | |

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
PO Box 9424 • Springfield, IL 62791
Fax: 217/787-2276 • Email: ILLAutoRecyclers@aol.com

QUESTIONS CALL: 877.880.2874

The Enviro-Rack

Auto Fluid Removal & Dismantling Station

"Keeping It Off The Ground"

The Enviro-Rack is the first and only portable fully self-contained fluid removal system on the market.

We offer all steel tanks along with a grated catwalk for operator safety. Underneath the catwalk is a 249-gallon catch pan and also a 360-gallon tank to catch any spills. No other system on the market comes close to the Enviro-Rack. This unit meets EPA and state level regulations concerning fluid removal. The Enviro-Rack is totally air operated. There are no gasoline or electric motors that could create a spark. The Enviro-Rack is a safe system that offers complete fluid removal in less than 5 minutes.



FREE
Vacuum System
with every
Enviro-Rack
purchase!

Perfect drain rack or the auto
recycler and parts dismantler!

OVER 45 YEARS'
EXPERIENCE!

IRON AX

Wadley, Georgia

877-247-6629 • Fax: 478-252-9030

Email: ironax@ironax.com • www.ironax.com



EQUIPMENT FROM IRONAX

OTHER MACHINES AVAILABLE

IRON PACK BALER

Remote Control
Automatic Cycle



All it takes is ONE minute to bale a car!

EXCAVATOR | IRON AX SHEAR PACKAGES

All shears feature 360° continuous rotation.



ASK ABOUT
OUR GRAPPLE
SELECTION



SPECIAL RATES, BUY NOW!

Get it all at Car-Part.com!



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



The Checkmate® Bundle

Integrated Management System and Workflow

\$599 / month includes ALL this:

- Checkmate – Full-featured management system includes Hollander® Interchange, QuickBooks® integration, Real time eBay®, Real Time Barcoding, Images, Checkmate Workstation & more!
- Car-Part Gold Package including:
 - Basic Web Service
 - Trading Partners
 - Car-Part Pro – upsell services to professional repairers & appraisers
 - Real Time Part Verification
 - Car-Part Messaging – Communicate in real time

- Bidmate – Integrated buying tool
- Partmate – Portable inventory tool
- Partmate Desktop Review
- Order Trakker – Integrated production processing
- Roundtable Reports
- Car-Part Exchange yards (3)

*Setup fee & AlphaCom® required, Up to 7 users, Advanced Bidmate, Crashlink, EZ Route, Pro Brokers, QuickBooks, & ecommerce extra. Ebay charges also apply.

Another innovative product by
