



ATR News

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Mark Hermann

May/June 2015

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Articles may be edited for length and format.

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President's Perspective

By John Catalano, Jr., ATRI President

Hello fellow recyclers, I hope everyone is well and business is great. A few months back we had a great event planned featuring Rob Rainwater scheduled in Bloomington IL for April 17 & 18 but we had to cancel the event due to lack of participation. This was very disappointing to me.



Most all of our board members had people registered to attend, but very few members had taken advantage of the very affordable and effective training that was scheduled. If you are going to be part of an association, or group at least make an attempt to attend scheduled events and meetings that are planned for you, the member. We thank you for your support to ATRI and we wish you would get more involved, or at least take advantage of these opportunities when presented. That is the point of being part of a group, so we can come together share ideas, educate each other and learn. One of our member's wrote us an e-mail, Mary Ann Watson from ABC saying "Really???? I cannot believe our members would not jump at the opportunity to experience Rob's presentation/sales training for their staff. It is such a perfect opportunity for education, in addition to business networking with other recyclers. It is unfortunate that our members do not see the sales potential through education for their business. I am asking everyone to please get on board with the association, and take advantage of these opportunities, register for the events, send us ideas, send us feedback, reply to e-mails. We are always looking for contribution from the membership and of course the ATRI board.

On another note, recently over the last few years cores have become a major part of our business. If you are not charging the end user customer, or other recycling yards that buy your mechanical parts a core charge you are missing out on some large revenues. Take a look at your process for handling and charging cores. If you need help coming up

with a plan, please let me know. One of the first questions to ask yourself is what do I want to charge for cores? Come up with a standard pricing, or use the tools within your own yard management systems to up come with these set core prices. At our facility we charge a core charge on all mechanical parts that are sold small or large. There are two very important pieces of information that make handling cores very profitable, the first piece is when you charge a customer for a core, 35% of the time the customer does not even return the core to get his core charge money back so you end up keeping that money as pure profit. The second piece of information is that rebuilder's, and core companies that sell to rebuilders, need your cores and will pay a lot of money for them such as RAS Core, MCI Core, ACE Core etc., so with the money you generate from these two important parts of the process you can in turn buy more salvage vehicles and that generates more core, and more profit, that goes right to the bottom line. Hello, sounds like a winner to me don't you think?

So these little tips, and tricks I just shared with you, is just some helpful information, and this is what you get from being part of the association. Take a look at it. I hope this information opens your eyes to the revenue streams you may be missing out on. I also hope the next time ATRI has an event you will take advantage and reap some of the member benefits the association has to offer. These little tidbits happen almost every time you get together with fellow recyclers, no matter what the subject is you are attending for, its member benefits extended.

Thank You,
John Catalano Jr.
ATRI President

Executive's Viewpoint

By Michelle Lechner, Executive Director

Spring has arrived! I hope all of you are busy, busy, busy! Last time I wrote to you we were in the process of setting up a two day training with Rob Rainwater and had to cancel it due to lack of participation. I know Junior talked about this in his letter, so I won't go on, but I hope



next time you do take advantage of the opportunities ATRI has to offer. Speaking of events, the next event that is in the planning stages is the Illinois Auto Recyclers Convention & Trade Show. This year's event will be in the Chicago area somewhere, destination is yet to be decided. I would welcome any and all ideas for our next convention if you have any you want to share. Education and compliance are two subjects that come to mind, and those are issues all recyclers in IL need to be concerned about.

As you know OSHA is out there and they mean business. We are very fortunate to have our IL Green Car manager, Sara Hamidovic, who keeps us informed and up to date on these issues. Seems there are more fines then ever happening, so if you are in question please let me know, or better yet call Sara.

Legislatively speaking, there lots going on there. We have been watching several house and senate bills as they evolve. HB 2503 - Amends the Illinois Vehicle Code. Requires that applications for certificate of title for a motor vehicle shall be verified by the National Motor Vehicle Title Information System (NMVTIS) for a vehicle history report prior to the Secretary of State issuing a certificate of title. Illinois is one of the last states to come on board with NMVTIS. If you want more info on this please let me know, or you can google the bill, or go to ILGA.gov. There is also the HB3420 which Amends the Illinois Vehicle Code. Provides that if the cost of repairing the damage to a vehicle, including labor, would be

greater than 70% (rather than 50%) of its fair market value without that damage, the vehicle shall be considered salvage. This one is for the self-insured, not a third party buyer.

Some other interesting news is that the SOS no longer has the audit team. We were told there is just no money for it. Everyone in IL is going to feel the effects of the new Governor that is for sure. I am sure you all have been reading or watching news pertaining to all of the cuts taking place in IL. It shall be interesting to see how things play out in the next year.

On an upbeat note I can tell you the Auto & Truck Recyclers of Illinois' website is in the beginning stages of its new look. If you are a member you may send me your Company logo and a 50 word description for the membership directory. You can also send me a couple pictures to use on the revolving banner that will be featured as well. This will be a huge member benefit to all of you. I am hoping to continue seeking out better way of using the social media outlets for ATRI. So again, stay tuned.

I am going to be seeking out regional coordinators in the state of IL. There are 10 regions and I think we have a member or two in each one. The reason for this is to have a go-to person in each region that we can count on to assist with issues that may come up in that particular region. Maybe it's about unregulated buyers, or laws not being enforced, or whatever the issue may be, the idea of having someone to call, or connect with, would be a wonderful networking opportunity. Bringing auto recyclers together in time of need, or for guidance is the plan. It may be as simple as referring them to the association. Getting our name out there! Remember, your credibility as a member is huge!

Keep Recycling,
Michelle Lechner

Illinois Green CAR:

Are you proving your competence?

*By: Sara Hamidovic, PE, CHMM
President, VET Environmental
Engineering, LLC*

For this edition of the newsletter I am sharing an article that Mike James of James Environmental Management, Inc. (JEM) in Round Rock, Texas shared with me. Mike has been a part of our industry for a long time. I try and learn something from everyone I meet. Mike is someone I can learn a lot from - he's been around the block a time or two in this industry. His article discusses the big picture for our industry in today's market and regulatory atmosphere. Mike's stance is that we, as an industry, need to send a message about our competence. We need to run the "junk yard mentality" out of our minds, our customers' minds, and the regulator's minds. I hope that his article hits home for you like it did for me.

In other news, our Illinois Green Certified Automotive Recycler (IL Green CAR) program has gained some traction! We have gained two new members during the month of March! That brings our membership to twenty-three. I have interest from four other facilities that I plan on visiting during April. During his audit, one of our new members said, "I wish this would have been around twenty years ago". It was very rewarding to hear that. I want this to be meaningful - it will never be a "rubber stamp" process. Our members that have taken the audit report seriously and have implemented the recommended changes are seeing remarkable improvements. Please let me know when you are ready to join a program that epitomizes the competence that Mike discusses below. Happy recycling!

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Competence

Is it important to prove it?

How do you prove it?

*By: Mike James,
James Environmental
Management, Inc.*

There must have been thousands of articles written about businesses and industries over the past decades talking about credibility. And many times credibility is confused with competence. They are not synonymous but it is difficult to discuss one without discussing the other.

We can have competence through many avenues, but if we do not have credibility it is difficult to prove to the person on the other end of the phone or the other side of the counter that we are worthy of their business. JEM is unmatched in competence. We have represented hundreds of recyclers through the most complicated OSHA Audits or Environmental Audits. But, just because we have the competence through 40 years of experience and education, it does not mean that we can rest on our laurels, nor does it mean that we can stop working on our credibility and our ability to perform for our clients. None of us is competent just because we say we are.

So, what is happening with the auto recycler today? There are those that are still trying to portray the modern auto recycling facility as a "junk yard" that sells second hand parts. If you don't believe that is what some are thinking then watch some of the news reports and read about the battles between the insurance companies and the auto repair industry. This industry, our industry, is suffering a threatening affront to its credibility. It is time for every one of us to step up.

One of the ways to prove your credibility is by not only portraying your competence in the subject matter (dismantling cars and selling parts) but by displaying competence as a business leader in your industry and your community. One of the ways you prove this credibility is through some form of industry-recognized stamp of leadership and public verification of your competence. What is the Certified Automomo-

tive Recycler Program if it is not a stamp of leadership and a public portrayal of your competency and your leadership in your industry? There is value in numbers when battling some of the issues the industry is battling today. But, those numbers must truly represent the best of the best. It cannot become a rubber stamp process to become certified. The industry Certification Committee is in a continuous improvement mode of review and change of what certification means. It is imperative for the survival of the industry that certification represents the "cream of the crop". There will always be dissenters, telling us that the certification program is too tough or worse yet that it really means nothing because it is no big deal to get certified. But it should always be extremely difficult for the "junk yard" that causes the negative publicity for everybody in the industry to be certified. Being certified is not an expensive proposition. It does require work. Being certified must be a badge of honor that displays your business not only as competent but, more importantly, as one with credibility.

ARA maintains the Certified Automotive Recycler Program in concert with the Gold Seal Program. Some years ago, many of the recyclers with credibility ran their businesses under the umbrella of the URG 8000 program which was originally modeled loosely after the ISO 9001. There is some conversation that a newer form of certification may become available modeled after ISO 9001 again.

I recently watched Anderson Cooper's misrepresentation of an industry we all think is a pretty good place to work. It cannot be overstated that many of the certified facilities I know have the competency and, more importantly, the credibility not to sell a damaged headlight. Some years ago I needed a

transfer case for a Nissan 4x4 for one of my sons. There is absolutely no way I would endanger my son's life as portrayed in Anderson Cooper's article and there was also no way I was going to buy a transfer case from a "junk yard". I bought that part from a world class auto recycler in Binghamton, NY that was both CAR certified and URG 8000 certified.

So, what is the message here? Recyclers representing the industry and demonstrating the penultimate of credibility "certification" are too few. Competence is not enough. It is imperative that, whether you are selling auto parts or safety and environmental consulting, you have credibility as a provider of quality products. We all know you might not be able to buy a quality part from a "junk yard", but we certainly know that you can buy a quality part from a Certified Auto Recycler.

What are you doing in your community or state to change the perception of your credibility? One thing that you must do is to be engaged. Make your Affiliate Chapter Certification mean something. Be involved in the discussion of the phrase "junk yard". In too many ordinances, this is the one definition of a recycler. Get involved and help make the change to bring your business to one with credibility. Get certified. We all have to face the facts. Two or three hundred certified recyclers is not even close to the number we must have in order to change the misrepresentation that has been thrown at us in recent months. Put it in gear; if you have a quality problem, fix it. If your housekeeping is not good, fix it. If you are not certified, fix it. If your business lacks credibility, fix it. If you will do all of that and do it today, the whole subject of competence can be eliminated. Be a part of the solution!

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Do You Have a Good Core Program?

By Amber Elenbaas

What's a core program? How can it benefit your business? I travel to recycling facilities of all sorts and sizes and teach them how to implement the core strategy that's best for them. When you treat your cores as valuable commodities and maximize your core profits, you can add \$25, \$50, \$100, even \$200 per vehicle. Are vehicles getting any cheaper to buy? Everywhere I go, people are paying more and more for their cars and trucks. So we need to figure out how to get more out of them in order to stay profitable!

Core programs come in many shapes and sizes. The easiest place to start is often at the end of each vehicle's life: at the point of crush. When you enter the VIN number of the car you are going to crush into the RAS website, it will show you what we're paying for every part, and you can decide

at that time what is worth it to pull and sell. A \$95 steering gear rack is always worth it, but what about a \$15 rack? What if it's unbolted in the vehicle, then is it worth it? A \$7 door window motor doesn't sound that profitable to pull, but what if the mirror was sold, so the door trim panel is already off and it takes just a few seconds to zip that motor off? How much should you pay the people removing the cores – by the hour or by the part, or a percentage of the core money they earn for you? The answers to these questions vary by the recycler, but deciding how you are going to do it ahead of time makes implementing an end-of-life core program easy.

If you are pulling cores at the point of crush, you'll start to notice that RAS pays for a lot of parts you cannot seem to sell. And if you look at your inventory on our website, you can see that you have parts on your shelves over 2,500 days old – that's 7 years! You have parts that you have stocked 10 or more of the same part! Many recyclers don't realize they have cash hanging on their shelves gathering dust. I would argue that many of these parts, you will never sell. But let's say you will sell them eventually. If you wait another year, and sell that alternator for \$100, you've made \$100. If you sell that same part to RAS for \$35, and you take that money (and your other core money) and use it to buy another vehicle, if your cost of goods is 50% then you will double your money. So now you have \$70. Now you take that money and you invest it into another vehicle, and you again double it and you have \$140. If you can turn your investments four times a year, that \$35 in cash turns into \$560 in one year. Selling old parts sitting around on your shelves can provide cash flow year round, or just during your slow months. Again, each yard will want to customize when and how they do this, but each yard will benefit.

What happens to the parts that come back from your customers as cores? If they wind up in the crush pile, you are missing out on extra money. Most recyclers are now charging core charges and customers have accepted this. If you aren't charging cores yet, your competitors have paved the



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way for you. Charging for cores keeps parts out of landfills. It also adds to your bottom line. A percentage of the cores you charge for will never come back, so that's money you can keep and reinvest. A percentage of cores that come back will add to your scrap weight. But a percentage of them are worth a lot of money to Rebuilders Automotive Supply. When you sell an engine brain box for \$150 with a \$50 core, you are now making \$200 on that part. How do you know when to charge \$5 and when to charge \$50? That's another solution that depends on the recycler. Those who belong to URG have the option of their core program, which shows many core buyers prices on parts right at the part lookup screen of PinPro or Powerlink so your salesperson can see how much to charge when they are selling the part. Powerlink users will soon have "CoreConnect" right in the inventory section of their computer system, so they can look up parts by stock number, VIN number, or Hollander interchange number. Others just use our website, and look parts up by year, make, and model, or by Hollander interchange number.

Most recyclers who start selling cores begin to core at the point of dismantle or depollution. If you have 12 of those axle shafts in stock, why stock one more when you can cash out now? What if the core price on those parts has dropped after the 6 months or year goes by and you're going to crush that car? Isn't it easier to pull cores when the vehicle is on the hoist, instead of waiting and having a guy do it in the field?

There are many options for implementing a core program, and each yard is different. If you are interested in planning a core strategy for your company, do not hesitate to contact me for more information or for example core policies and procedures. I am happy to help any recycler that wants to maximize their cores!

Amber Elenbaas,
Rebuilders Automotive Supply
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Sample seminars

Here are some options. There are many more seminars I can do if you want to have a theme, like sales or sales management. We'll plan the day based on what works best for each group of recyclers. If people are driving in from far away, we'll start at noon to give them time to get there, or if they are close we can start first thing in the morning. Each day will have between four and six seminars, plus the demo and the lunch.



Who's Hiring?: One of the greatest challenges in our industry is hiring, training, and keeping good people. Learn hiring practices, training techniques, and ways to keep new people motivated and interested.

Brokering more parts: Learn the 5 keys to increasing your brokered sales and profit.

Consistency for a change: Learn how to utilize stability and consistency as a jumping off point for growth and change.

Meetings: The who, what, where, when, why, and how. Meetings can be the best or worst time for your staff. Learn how to have meetings that inspire people and fuel change!

Inventory Control: Most yards are losing money every month from missing parts and damaged parts. Learn how to plug the leaks and put in place good practices.

Team Building Through Projects: Learn how to bring your staff members together to operate as a true team, and get more done in the process!

It's All in the Family: Learn what key behaviors you can change, as parents, children, spouses, and other relatives, to run a better operation and have a healthier family life.

Cats, cats, and more cats: It seems like there are 30 companies that have popped up in the last few years that want to buy your catalytic converters. What's the big deal with cats right now? This session will teach you about one of your most valuable commodities and how to ensure you are getting the most out of your catalytic converters.

Taking Care of the Customer - how far is too far?: In this session we'll discuss warranties, guarantees, how to take care of your customers without being taken advantage of. Today online reviews are a factor, tomorrow they may be the deciding factor. We'll also discuss cultivating online reviews and handling unhappy people.

Exploring the Financials of your Business: After a step-by-step explanation of your financial statements, we'll explore what key numbers to look at and how to leverage them to grow your profits.

Employee Handbooks and Other Useless Stuff: We have in our operations a lot of outdated policies, handbooks, forms, and even unspoken rules that are completely useless. In this session we'll explore ways to make meaningful documents and have practices that benefit the business while attracting and retaining good people.



Adding Another Yard: Learn the challenges and rewards of having a multi-site yard. This session will delve into pitfalls to avoid and advantages to capitalize on when you add a second location.

Associate Member Profile: Molyneaux Risk Solutions - Mark Hermann

In 1970 I was busy getting an education in industrial technology at the University of Northern Iowa. At the same time I was working for a heavy equipment distributor in their oil test analysis lab which was required as part of getting a degree.



Then in 1971 I started a business in my apartment in Cedar Rapids, Iowa as I was finishing up my BT degree. I was the only employee and started it with



\$25. I turned \$25 into \$50 and \$50 into a \$100 and so forth. I reinvested all of the profit back into the business. A year later I was ready for my first move to a retail location and then grew the business with the help of a lot of other people. In the end, we had 5 locations and over 65 employees. Over the next 15 years I did it all from accounting to HR, service manager, sales and then sales manager. It was a lot of work. Seventy-hour weeks were not uncommon so I understand what many of you must deal with every week.

Then in 1988, I became an insurance agent for Wausau and later Liberty Mutual Insurance. These were years of learning new things and how to help company owners identify everyday events that were impacting their business. I used my experience in business to help me understand what these business owners were going through every day. I continue to learn new things and find better ways to help business owners solve risk management issues.

Margins are tighter than ever and foreign markets continue to impact our country while employee performance and turn over are a daily concern. Add the government controls, Department of Labor, OSHA and the Affordable Care Act to the mix and the result can be you wearing a too many

hats and not having a lot of fun along the way.

As members of the ATRI you are facing many of the same concerns any business does with some unique challenges. Some of the tools I have available will help you identify, track and eliminate management issues especially as it relates to workers compensation, human resource concerns and public liability. Documentation is easy when you do not have to re-invent the wheel and by using our on line tools you can manage your risks on a regular basis.

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In Memory of John Randolph "Randy" Reitman

John Randolph "Randy," passed away at his home in Alexandria, KY, after a long journey with cancer at the age of 59 on March 28, 2015. He was surrounded by family, including his wife of 39 years, Frances (Reis) Reitman.

He was born and raised in Camp Springs, KY, the second son of Helen (Neiser) Reitman and the late Norbert Reitman. His brother, Timothy (Jane) Reitman, lives in Michigan. He was the cherished father of Courtney (Scott) Reitman-Deinlein, Nicholas (Sarah) Reitman and Adam Reitman, and dear grandfather of Taylor and Mitchell Reit-

man and Ethan Deinlein. He is survived by a large extended family and many friends.

A graduate of Bishop Brossart High School, Randy was the third-generation owner of Reitman Auto Parts & Sales Inc. in Camp Springs, stepping into the leadership of the family business at the age of 20 after his father's death. He served on the board of the Kentucky Auto and Truck Recycling Association for 20 years. A member of the Automotive Recyclers Association since 1985, Randy served the national organization as director of Region 2, chair of the Scholarship Foundation, member of the Executive Committee, Secretary and President (2011-2012). He was honored as Camp Springs' Citizen of the Year in 2013. An avid NASCAR fan, he loved the beach, camping, motorcycles, yard work and traveling. He and Fran traveled the country and the world, exchanging information about automotive recycling.

In lieu of flowers, the family requests donations to St. Joseph School Student Fund, 6833 Four Mile Road, Camp Springs, KY 41059, or the ARA Scholarship Foundation, 9113 Church St., Manassas, VA 20110 -

Source: <http://www.legacy.com/obituaries/nky/obituary.aspx?pid=174513454#sthash.4kwWOqAP.dpuf>

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800-252-0780/217-877-1000

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BC Automotive, Inc.
Zion
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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

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
Cartersville
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

Grand Street Auto parts
Alorton, IL
618-857-2006

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

Rebuiltcars
Naperville
630-527-0524

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

Shelby & Sons Inc
West Frank Fort
618-932-3083

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

Join ATRI TODAY and see what we can accomplish together!

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

- 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)

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

Investment

- 1-4 Employees\$250
- 5-9 Employees\$375
- 10 + Employees\$500
- Associate\$250

Amount Remitted \$ _____

Mail Completed Form to

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 PO Box 9424 • Springfield, IL 62791
 Fax: 217/787-2276
 Email: ILLAutoRecyclers@aol.com
 QUESTIONS CALL: 877.880.2874



A FRIENDLY REMINDER TO RENEW BY APRIL 1ST

Thank you to all of you who have renewed your 2015 dues!!!

We have had an overwhelming response. I will

continue to email the renewal to those of you who have not yet renewed.

Please note, if you have not renewed by April 1st you will not be listed in the newsletter or on the website. If you need a hard copy dues renewal please let me know, I would be glad to get one out to you.

ATRI is here for you anytime, if you need our help, or you would like to share your concerns, ideas or thoughts please don't hesitate to let us know. We always encourage participation, but it's up to you to get involved.

Thank you for your support!!!!

ARA News

Randy Reitman Scholarship Underway

Donations are coming in from friends, industry/association peers and family in memory of ARA Past President Randy Reitman. A one-year scholarship has been established, however, collection continues and we are working towards establishing a permanently named scholarship. When sending in monies in Randy's memory, please make checks payable to the ARA Scholarship Foundation (9113 Church St., Manassas, VA 20110-5456) and note "Randy" on the memo line. Donations are tax deductible and receipts are being mailed to donors. Thank you in advance from the Reitman Family and the ARA Scholarship Foundation.

Industry News

Importing and Buying Used Cars in Mexico is Big Business

Source: <http://www.vallartadaily.com/buying-used-car-mexico/>

Puerto Vallarta - December 8, 2014 - In spite of continually changing auto import laws, red tape as long as the border itself, and limited designated times for processing car imports at the border, thousands of used cars and trucks still make it across the US – Mexico border each day where American used car sales makes for big business.

Due to tougher regulations and more scrutiny of paperwork with Mexico’s tax administration (SAT) implemented this year on imported “junk cars” or “chatarras”, imports have declined nearly 38% compared to 2013, a trend that Mexico’s auto dealers welcome.

From January to August of 2014 used car imports declined compared to the same period last year from 63,764 to 39,826.

However tougher regulations come at a time when even more cars will be eligible for importation into Mexico next year. In 2009 American used car imports were only possible for cars ten years old or older. Under NAFTA the age restriction for used cars has dropped to eight years, and in 2015 the age of an import vehicle to Mexico will be lowered to four years old. However the reduction in age limits is being challenged in courts as unconstitutional.

The fees for importing a used vehicle into Mexico can range between \$800 – \$1200 USD depending on the make, model, year, and value of the car being imported. While the cost of importing is significant for a used car, the cost at resell is still attractive to Mexican buyers and usually much less expensive than Mexican used cars in the market.


People importing and reselling used cars in Mexico say many cars are damaged from accidents where the owner didn’t carry sufficient insurance on the vehicle so they are sold at a low cost. The automobiles are then imported into Mexico where auto bodywork can be much cheaper than in the United States. Many say that the once damaged cars are still in better condition than the used cars in Mexico because the road’s infrastructure in Mexico causes a rapid decline in auto suspension and other issues, and many feel that Americans take better care of their cars with proper maintenance.

Eduardo Solis, president of the Mexican Automotive Industry Association, said that Mexico is turning into the waste bucket of American junk cars.

Also fueling the used car industry is a lack of financing, or eligible individuals, in Mexico for automobile purchases, where only 52% of cars are purchased using financing, compared to over 75% in Brazil and other similar economies in Latin America.

The border cities between Mexico and the United States are lined with import agents and import lots full of cars waiting for clearance to be important for sale and usage in Mexico.


Many retiring Americans and Canadians choose to import their vehicles using agents to avoid the process of purchasing a car as a foreigner in Mexico.




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Online Autoparts Market Raises \$30 Million

By John Pletz, March 04, 2015

CRAIN'S Chicago Business, Source: ChicagoBusiness.com

A company that has quietly created a billion-dollar online market for body shops and parts providers has attracted a \$30 million investment.

PartsTrader, which launched in Chicago in 2012, has built a platform that includes 8,000 repair shops and a similar number of suppliers—from automakers to recyclers such as LKQ. The company has 175 employees, including 70 in Chicago, where it has doubled headcount in the past year as its network expanded from five states to 48. Hiring has slowed, but the company still is adding software developers and other workers.

It works like this: body shops go online to search for repair parts from suppliers such as Chicago based LKQ, most of whom they already use.

"Instead of making four to seven phone calls, they can do it in one place online," said Dale Sailer, vice president of business development.

Parts sellers pay a subscription fee of \$19 to \$199 a month to list parts. PartsTrader also plans to eventually charge a commission per transaction to sellers. PartsTrader doesn't take possession of merchandise or handle the transaction. "Most of the buyers and sellers already have relationships," Sailer said.

PartsTrader is the U.S. offshoot of New Zealand based PartsTrader Markets, which launched an online marketplace in that country in 2004. Sailer said it was drawn to the U.S. by Bloomington based insurer State Farm, which was interested in a national platform for auto parts.

PartsTrader dispatched Rob Cooper to Chicago to launch the company, which has hired staffers from Chicago companies such as CCC, a provider of data for collision estimates. Illinois also is home to two of the three largest auto insur-

ers, **salvage giant LKQ**, as well as **startups such as SnapSheet, an auto claims appraisal service.**

PartsTrader didn't disclose how much money it's raised. But the new investment of \$30 million came from New Zealand private equity firm Todd Technologies, Milford Active Growth Fund and Accident Compensation Corp. The company didn't disclose its net revenue, but it isn't yet turning a profit.

This isn't the first attempt to bring ecommerce to the collision industry. But PartsTrader is betting it will succeed as a national platform because it's independent of parts suppliers, insurers and body shops.

"It makes sense," said Morningstar analyst Richard Hilgert, who follows LKQ and other companies in the auto industry. "Most collision shops call around and try to get the parts as quickly as they can. If they can go to a website and have a greater likelihood of getting the part quickly, they might want to use it.

"For collision shops that are on programs with insurance companies and have preferred suppliers of parts, there really isn't a need. But a lot of collision shops are still mom-and-pops. It's still a highly fragmented industry. The insurance companies are the ones who drive this business."

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ARA News for Safety Supervisors

Avoid OSHA Fines!

Train Employees on Proper Use of Small Tools, Personal Protective Equipment (PPE)

Employees should be trained in the proper use and handling of tools and equipment. Make sure you document that your employees have received this training.

Employees who use hand and power tools and are exposed to the hazards of falling, flying, abrasive, and splashing objects, or to harmful dusts, fumes, mists, vapors, or gases must be provided with the PPE, like goggles and gloves. If the man pictured here was your employee he could be hurt and you could be fined because he is not wearing goggles.

Also, the exposed moving parts of power tools need to be safeguarded. Belts, gears, shafts, pulleys, sprockets, spindles, drums, flywheels, chains, or other reciprocating, rotating, or moving parts of equipment must be guarded and fitted with safety switches.

During recent inspections of ARA member facilities, OSHA has issued penalties for improper (or lack of) guards on power tools and a lack of documented training.

Check ARAU at arauniversity.org for resources/training to help you comply with these requirements.

A Professional Automotive Recycler's Safety Calendar

Some professional automotive recyclers have developed calendars specific to their facility safety needs and schedules. They often import them to their employees' shared Outlook calendars. The calendar pictured here is just a stock ex-

ample of a general industry safety calendar. Make one of your own to fit your needs and avoid OSHA penalties!

Questions/Comments? Send email to betsy@a-r-a.org.

ASSOCIATE MEMBERS

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

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Electric Guard Dog
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