

# ATRI News

## THE SKY'S THE LIMIT

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## The ATRI NEWS

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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*

I hope everyone is doing well and that business, family, & friends are good. I would like to give a big thank you to Sean Krause, Speedway Auto Parts in Joliet, for all his years of service & dedication to the ATRI Board as a director, and past president. Sean brought a lot to the table, and I am going to miss him on the ATRI Board. We have had a lot of good times over the years, and Sean and I have become great friends sharing business wins, defeats, best practices, and industry standards. ATRI has been the foundation to these great business, and personal relationships that have formed over the years. This is all the reason to get more involved with the organization. We really have to continue to build our organization for the future. You would be surprised how many new ideas, trading partners, and just friends you make being an ATRI Member.



With all that said above, I would like to welcome Kenny Kasper from Ashley's U-Pull It in Joliet, a sister yard to Speedway Auto Parts in Joliet IL. We love to have new ideas, and fresh thoughts brought to the table. Kenny has been in the industry a long time. Starting out at A-reliable in Blue Island IL, and then went on to Speedway of Chicago Heights IL, before being bought out by LKQ, and then moved on to

work with Sean at Ashely & Speedway Auto Parts of Joliet. We are always working hard as board members to grow the association, and make it the best it can be. Kenny will be a great addition to the board, and I am looking forward to working with him. I can't say it enough, there is strength in numbers, so we need more members to provide ideas, share concerns they feel we need to tackle. ATRI is made up of volunteers who care about the health and wealth of our association. However, members need to be active too, this is all for you the member.

Our Illinois Green Car members are growing, smart decision for those who took the time to complete the program. We have almost doubled in size over last year. This is a great accreditation to have, and you should be very proud of your yard for completing the task. The program sets great guidelines for EPA compliance, and OSHA safety. Sara Hamidovic, from Vet Environmental, is very active in our association, and is the preferred EPA specialist within our group. She really takes pride in what she does. Sara knows the laws, and proper guidelines to follow. If you are not an IL Green Car yard yet, please contact Michelle for all the details. I know too, that Michelle, and the legislative committee, are working behind the scenes with law makers on the requirements for getting an IL Recycling license.

We are working on some a new exciting feature's for our website that will be exclusive for IL Green Car Members only. There will be a link on the ATRI's website home page for companies, and private individuals who want to sell there salvage, wrecked, or broken down vehicles. I am really excited about this feature! Only members of the Illinois Green Car Program will be able to participate. They will receive an e-mail form, with the seller information, and pictures of the vehicle. You will then be able to reply back to the seller in a sealed bid style format, letting them know what you will pay. The seller then will get the option to select who they would like to sell the vehicle too, and make arrangements with the buyer. Keep your eyes out for this feature, as well as notifi-

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cation from ATRI letting everyone know when it's ready. The ATRI board is very excited, and feels this new feature is a member benefit giving our IL Green Car Program even more reason to be a part of.

Hope to see everyone at the next Illinois Convention & Trade Show, "The Sky's The Limit". As always, it will be jammed packed with new and exciting speakers, and lot's training courses for managers, sales staff, and production personal. Do not miss it, we are hoping for an even bigger better show than ever.

Lastly, a big thank you to the ATRI Board for all of the hard work you did at our last board meeting. We got a lot accomplished, are moving forward, it was nice to see all of you there. I also want to thank Michelle Lechner for her tenure with ATRI. Michelle has been with ATRI for 16 years, and we would not be where we are today without her, thanks Michelle!

Thanks,  
John Catalano Jr.  
President ATRI

## Executive's Viewpoint

*By Michelle Lechner, Executive Director*

By now most of you are in the full swing of summer, while I am working behind the scenes on the next Illinois Auto Recyclers Convention & Trade Show. This year's event will be held in Rosemont, IL at the Hyatt Regency O'Hare. The theme this year will be "The Sky's the Limit". While we have not completed the program, and its entirety, I can tell you a few facts. This year there will be 4 tracks, and they are; owners, managers, sales and production. Sara Hamidovic from VET Environmental, our IL Green Car Program Manager will have a session/orientation, for those of you are interested in becoming IL Green Car Yards, or just have questions about your existing plan. The ATRI IL Green Car Program has grown and we are so pleased to see this.



We chose the theme "The Sky's the Limit" means you choose what that limit is. You set the standards for how high. That could mean many things, better business practice standards, better sales techniques, better trained managers/staff, better product/inventory, better advertisement, or to be better environmentally sound. Attending this year's event will cover all of those areas mentioned. We will also be having a grand give away to all who register. Stay tuned for more information on the event that will be held September 17-19. If I have left something out, and you would like to other topics covered, please let me know. Your input is very valuable and always welcome.

Our new and improved website should be unveiled, and I hope it's by the time you read this letter. The new site will truly be a benefit to you, the ATRI member. The Membership Directory will not only list you as a member, but

it will include your logo and a 50 word blurb about your business, a site map of your location, and a link to your website. Also, if you send me a picture or two of your yard, I will include it on the scrolling banner that will be located on the home page. There will be a link on our website for anyone wishing to sell their car. This benefit will be available to the IL Green Car Members only. The information will be placed on the website, and given to the IL Green Car Members, who can then bid the deal. The seller will have their choice of who they want to sell their car too.

Lastly, I want to thank Sean Krause, Speedway Auto Parts Joliet, IL, who has been involved with ATRI for the past 20 years as a President, and director. Sean has taken on many other responsibilities such as his sister yard, Ashley's in Joliet. Sean is President of both yards now. Sean and his wife Colleen have a growing family with three children, two

of which play hockey. That alone keeps a parent pretty busy. Thank you again Sean for all your hard work and dedication to ATRI.

Ken Kasper, GM for Ashley's U-PICK-A-PART has joined the ATRI Board. A big welcome to Ken, we are very pleased to have him on our board.

A Remember for all ATRI members, please send me your logo, and 50 word blurb about your business for the new and improved ATRI website. So, to all of those of your reading this newsletter, it's a good time to come on board. Always remember, the ATRI dues are prorated for all new members who join after January 31.

Enjoy your summer and I will see you in September! Mark your calendars and please plan to come out, show your support, get educated and remember, The Sky's the Limit, you decide.

Keep Recycling, Michelle Lechner

## **The VET Review - IL Green CAR: Tripled in 2014-2015?**

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

It has been a busy spring and is lining up to be an even busier summer! We have almost tripled our membership to the IL Green CAR program during the first year. We are proud to say we now have 28 IL Green CAR facilities! There are several more facilities that we are working to finalize plans with. Please give us a call soon if you are interested in joining this influential group of Illinois Auto Recyclers. The summer will go by quickly and we want to ensure everyone that wants to be involved gets an audit. Please do not be shy. Not everyone gets certified the first time we conduct an audit. But, what I can say with certainty is if you are willing to work through your deficiencies we will find a way to get you there. Our medalists and new membership should all be very proud of the commitments they've made. You have taken a huge step toward environmental and safety compliance, improving your business, and gaining peace of mind.

VET audited nine members since the last edition of the VET Review went to press. The nine facilities are all working to improve their certification level and obtain their medals. At the conclusion of each audit members are given the option of working with VET to improve their initial score (this is included in the price of the audit). Members are marked as "PENDING" until this process is complete. Our members have until September 10, 2015 to improve their medal standing. Awards will be presented at the ATRI Convention and Trade Show in O'Hare. One of our new members told us that he "wishes this program was around 20 years ago". This was fantastic for us to hear. We make a big effort to make a meaningful difference to each of our members. At the conclusion of our audit you WILL know what you are doing well and where you need to improve. This eliminates the guessing game. You know where you need improve-



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ments then it is up to you to commit to those improvements, or to take the calculated risk to hold off. Either way, you will sleep easier knowing exactly where you stand.

As a reminder: IL Green CAR Certification is awarded based on the following grade scale:

- **SILVER Medal:** ≥75% Compliance with IL Green CAR Standards
- **GOLD Medal:** ≥85% Compliance with IL Green CAR Standards
- **PLATINUM Medal:** ≥95% Compliance with IL Green CAR Standards

### IL Green CAR Scoreboard (2015)

- Ashley's U-Pick-A-Part – PENDING
- BC Automotive – PENDING
- Bionic Auto Parts and Sales – PENDING
- Dan's Used Auto Parts – PENDING
- Elgin Super Auto Parts and Sales – PENDING
- Hileman's Motor Mart – PENDING
- Rockford Auto Parts – PENDING
- Speedway Auto Parts – PENDING
- Stafford's Auto Parts – PENDING

### IL Green CAR Scoreboard (2014)

- Auto Parts City (98.85%) – PLATINUM
- Coultas Automotive Recycling (98.28%) – PLATINUM
- Bionic Auto Parts and Sales (95.40%) – PLATINUM
- Scotty's Auto Parts (93.10%) – GOLD
- Mack's Auto Recycling (91.95%) – GOLD
- Rockford Auto Parts (89.66%) – GOLD
- Elgin Super Auto Parts and Sales (88.51%) – GOLD
- New Cats Auto Parts (88.51%) – GOLD
- Collins Truck Parts (87.93%) – GOLD
- I-55 Auto Salvage (87.93%) – GOLD
- River Valley Auto Parts (87.93%) – GOLD
- Aero Auto Parts (86.78%) – GOLD
- C&J Auto Parts (86.21%) – GOLD
- ABC Auto Parts & Wreckers (85.63%) – GOLD
- Speedway Auto Parts (83.33%) – SILVER
- Ashley's U-Pick-A-Part (75.29%) – SILVER
- Bill Smith Auto Parts (75.29%) – SILVER
- Shelby and Sons (75.29%) – SILVER
- Wood River Auto Parts (75.29%) – SILVER

Don't forget our goal for 2015 is to end the year with 33 IL Green CAR medalists. We started with 11 members in mid-2014. VET will award a "Most Valuable" award to the medalist that supports the IL Green CAR program and helps us to grow through recommendations and referrals. If you've seen the benefits of our program please tell your friends and colleagues. The stronger our group the more meaningful it is to each medalist. Brian Collins at Collins Truck Parts continues to be our greatest cheerleader! Brian was awarded the Most Valuable award last year, is anyone going to give him a run for his money in 2015?

Finally, I will present a "Most Improved" award to our medalist that has made the most significant improvements to their facility over the course of the year. Please give us a call anytime. My cell phone number is (812) 327-2838. Thank you to all our medalists and new members for your support. We look forward to certifying more deserving IL Green CAR members this year! Enjoy the beautiful weather and take this opportunity to improve your business.

### Got Compliance?



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# We Hated Our Parent's Rules as Kids, but Look at What it Means Now!

By Jim Weaver

There is a passage in Steven Pinker's book *The Better Angels of Our Nature: Why Violence Has Declined* that focuses on self-control which caught the eye: Researchers Baumeister and his collaborators measured self-control by asking university students to divulge their own powers of self-control by rating sentences such as these:

*I am good at resisting temptation.*

*I blurt out whatever is on my mind.*

*I never allow myself to lose control.*

*I get carried away by my feelings.*

*I lose my temper too easily.*

*I don't keep secrets very well.*

*I'd be better off if I stopped to think before acting.*

*Pleasure and fun sometimes keep me from getting work done.*


*I am always on time.*

After adjusting for any tendency to just tick off socially desirable traits, the researchers combined the responses into a single measure of habitual self-control. They found that the students with higher scores got better grades, had fewer eating disorders, drank less, had fewer psychosomatic aches and pains, were less depressed, anxious, phobic, and paranoid, had higher self-esteem, were more conscientious, had better relationships with their families, had more stable friendships, were less likely to have sex they regretted, were less likely to

imagine themselves cheating in a monogamous relationship, felt less of a need to "vent" or "let off steam," and felt more guilt but less shame. Self-controllers are better at perspective-taking and are less distressed when responding to others' troubles, though they are neither more nor less sympathetic in their concern for them. And contrary to the conventional wisdom that says that people with too much self-control are uptight, repressed, neurotic, bottled up, wound up, obsessive-compulsive, or fixated at the anal stage of psychosexual development (or just not able to have any fun?!), the team found that the more self-control people have, the better their lives are. The people at the top of the scale were the mentally healthiest. (emphasis added)

Could it also be those with the highest self-control are also better investors? I suspect the answer is clearly "yes" based on observing investor behavior over the years, our own included. The ups and downs of the financial markets are extremely effective at tempting investors to respond to their emotions and to forget about self-control. The natural consequence being the tendency to buy when an investor feels good and to sell when an investor feels scared, a possible recipe for poor investment results.


While there are countless investment and self-help books that claim to be able to train people to develop greater self-control, we think that an even more effective way for investors to reap the rewards that accrue to the self-disciplined in the financial markets is simply to employ a systematic investment process. Our preference at The Burnham Group at Morgan Stanley is to execute what is called a "relative strength" driven process, which determines what a likely investment opportunity is, and when we would like to own it. As with most things in life, there are many investment approaches that can be applied systematically, but the trick might be to consistently follow a chosen process.




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Our experience has taught us a few things about the market place, especially the period following 2008, that those investors who are pragmatic and employ a rules-based discipline, tend to be more confident in their ability, are more relaxed, with more consistent and successful results than those who are constantly changing their methods in the search for the next best thing. If you, or someone you know, are looking for that kind of discipline, or do not have the time or inclination in your lives to do so on your own, feel free to give us a call – we can help! See you at the September convention in Rosemont.

Jim Weaver  
The Burnham Group at Morgan Stanley • 312-827-6651

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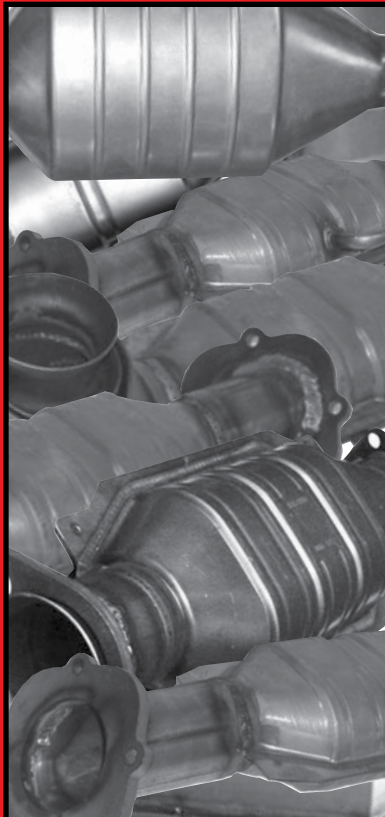
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*"Everyone is doing  
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# Managing in the Digital Era

By Counts Business Consulting

Navigating the constant influx of changes in technology can be exhausting. Insurance programs, Inventory software updates, social media, website development, e-bay, car-part, the list goes on and on. All these tools that are meant to save time and provide you with greater resources, often lead you to running in place if you are unable to integrate them efficiently.

Integrating technology into your operation is unavoidable if you want to keep up with the increasing pace and cost of the salvage industry. Those who are able to leverage technology most effectively at all levels of their organization will be able to produce more quickly, efficiently and accurately. As access to vehicles and prices become more available and competitive, the competition between operators becomes increasingly important.

Who is able to produce the most sales with their facility? Who is the most efficient operator in terms of expenses? Who produces the most per vehicle? Who has the most productive employees? Who is the most profitable?

Being able to cut through the noise of the industry and day-to-day busyness while keeping a close eye on the important figures that impact your bottom line is critical in the digital era. The digital era makes it increasingly possible to have easy access to Key Performance Indicators (KPIs) and critical decision-making data in your hands at a moments notice. Yet this is only half the battle in navigating management in the digital era.

Once you have your KPIs and decision-making data available to you, the job now becomes one of leadership and manage-



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- ▶ **CBCDashboard** is a valuable tool for your management team. It costs less than \$8 a day. This is less than an hour of work from your cheapest employee. This tool never calls in sick, never has a fight with family or employees, and never comes in hung-over. Now that's a deal!

CBCDashboard helps me stay on top of my business. I can look at my numbers every day from any device. It lets me adjust and make needed changes right away.

**Bryan Minchew,**  
*Owner University Auto Recyclers, Inc., Florida*

Wow ... Wow ... Wow ... Very cool. I have run comparisons and analysis and I am very amazed and fascinated with the results and insights.

**Leroy Liebermann,**  
*Owner Eagle Auto & Truck Parts, Arizona*

Because it is so streamlined and simple to get, I now have much more information regarding every aspect of my business that allows me to look at the "big picture" and make better-informed decisions regarding my business.

**Scott Paine,**  
*Owner Buckeye Auto Parts of Columbus, Inc., Ohio*

CBCDashboard provides a view of the business that helps me stay focused. The ability to see all the information without having to run multiple reports is really helpful.

**Zane Malcom,**  
*Owner H&H Auto Parts, Nebraska & Colorado*





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ment. "Management is doing things right. Leadership is doing the right things." So first before we worry about doing things right we have to make sure we are doing the right things.

Starting with leadership, what is the vision for how customers will view your company and what employees are working towards accomplishing? Then set short-term and long-term goals that you will now monitor with the same KPIs incrementally to make sure progress is on track, determine if goals need to be adjusted up or down, or if training or personnel changes need to be made. Establish a clear organizational structure that makes it apparent who is responsible for accomplishing each of the goals and promotes accountability across departments.

With clear directives and goals set, the task is passed to management to determine the right steps for accomplishing the tasks. Once the steps are established, managers then train and motivate their employees toward accomplishing the task. Setting small milestones and goals that can be used to determine if things are on track or need to be changed.

Managers should be attentive to feedback from employees regarding opportunities to improve processes and reward them if an idea proves beneficial. Employees also need to know the numbers that they will be measured by and provide information regarding barriers to success as quickly and efficiently as possible to their managers to shorten the amount of lost time.

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# The One That Got Away: Understanding the Psychology of the Sale

By Joe Caruso

Now, more than ever, we have to maximize our sales costs and efforts by doing everything we can to land the sales opportunities we get. Believe it or not, most sales people today are insufficiently trained to do so. It's not enough to merely know your market, your product and services, and a few sales techniques. Before I will call a salesperson "highly trained", they have to be able to read the personality style of the potential customer within the first minute of meeting them. Yes, this is possible! Learning how to read and react to the psychology of the sale is the most important training a sales person can have to be highly effective in any economic climate.

**Tip #1: How is it possible to read a potential customer's style within the first minute?**

For example, when shaking hands, a highly dominant or directing person may turn your hand so that it is under theirs. While this isn't definitive, it is a possible indicator. Now you'll know to use words, phrases and examples that speak to their personality rather than offend it.

Research and experience has shown time and time again that even in tough economic times buying decisions are not made based on the best company with the best product or price. The buying decision is actually a complex social, physiological and psychological

process—and more often than not, the buyer is unaware of which of these elements really drove the result. A highly trained salesperson knows how to read the customer and use words, phrases, stories and examples that don't fire up the sympathetic nervous system and create fear or discomfort in the buyer's neurology. This is what makes the buyer's head move up and down rather than right to left. Further, they learn to intuitively know when to talk about the sales process, the benefits or features of what they're selling, or even a completely unrelated topic in just the right mix and at the right moment in order to create a sense of rapport with the buyer.

**Tip #2: Creating a sense of rapport with the buyer does not necessarily mean being friendly or likeable.**

Some buyers don't want you to be friendly; they prefer a rapport that honors their sense of importance or business-like manner. Read the signs from the buyer to build the rapport that they are most comfortable with, don't force them into your sales style.

If the CEO or the VP of Sales does not understand the complexities of the psychological aspects of the sale, including creating rapport by reading directive versus deferential personalities, then you can bet the sales team doesn't either. You can also bet that company is losing money by either discounting— in

order to close the deal (which is often the result of a poorly trained salesperson)— or by losing the sale completely.

It's hard enough to get the sales call opportunity these days, so it is imperative to make every sales opportunity count. This can be achieved by training the sales team on the critical psychological and communicational elements of the interaction and by replacing low performers sooner. Investing in the creation of a highly trained sales team is one of the best investments a business can make for the greatest impact to the bottom line right now. In the next few days, watch for more tips about the psychology of the sale, as well as ideas for how to turn customer service opportunities into sales opportunities. I will also share my ideas to eliminate the expense and pain of cold-calling and shift to a warm-calling plan that yields more sales opportunities with the same investment.

Are you leaving money on the table?  
Stay tuned...

*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.carusoleadership.com](http://www.carusoleadership.com)*



## ***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.***

# 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

**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

**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.*



## 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

## ARA News

from Automotive Recycling Weekly

### Summary of Regional Director Survey to Membership

ARA members were contacted via an email blast in April on behalf of the ARA Regional Directors. In the email to their fellow auto recyclers, the Regional Directors encouraged members to participate in the survey designed to keep ARA leaders informed about issues important to the membership at large. 132 ARA members responded to the brief survey and a summary of those questions are below:

- On a scale of 1 to 5 (1 = very little, 5 = a lot) what impact does scrap value have on your business?**  
 1 - 6.82%      2 - 14.39%  
 3 - 28.03%      4 - 21.21%  
 5 - 29.55%
- Are you currently selling or holding your cars for scrap?**  
 Selling - 44%      Holding 45.6%  
 N/A - 10.4%
- Are you aware that EPA is considering a change to require electronic reporting of stormwater permitting information?**  
 Yes - 25.76%      No - 50%  
 Somewhat - 24.2%

The survey clarified that ARA is on record opposing the EPA's proposed change to electronic reporting of stormwater permitting information but some states have already implemented electronic reporting requirements. Members were encouraged to comment on that process if their state was already requiring electronic filing.

Thanks to all who participated and please look out for future surveys from your Regional Directors.

## Green Recycled Parts Members to Partner with CAR Program

As reported here previously, as of July 1, 2015, the ARA Board is requiring that all Green Recycled Parts (GRP) members must also be subscribers to the Certified Automotive Recycler (CAR) program and vice versa. To become a CAR member, facilities are required to submit annual environmental audits, and an initial application fee of \$200 in addition to yearly dues of \$100. ARA has recently updated the CAR application which is now based on an easy to use point system under which a facility will be evaluated using a point value for each CAR standard. There is no cost to join GRP.

Membership in an ARA-approved state CAR program makes you eligible to be part of the GRP program. Once approved by either a state or the national program, you will have full access to the Green Recycled Parts brand to supplement your efforts to market your business and increase sales.

So don't delay! If you currently are a GRP member and not yet a CAR member, please access the CAR application and

begin the streamlined process of becoming a CAR member. If you are currently a CAR member and not yet signed up for GRP benefits, please go to the GRP website and join today. ARA staff are on hand to help you through both processes.

In 2012, ARA launched Green Recycled Parts as a solution to members' marketing needs and to help provide a brand identity for the professional automotive recycling community. Through Green Recycled Parts, ARA is building a global brand synergy that can offer consumers quality recycled OEM parts at reasonable costs.

Certified Automotive Recycler (CAR) Program member facilities support this brand identity by adhering to established best management practices, promoting continuous improvement and complying with all regulatory/jurisdictional environmental, quality and business requirements.

### **ASSOCIATE MEMBERS**

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

**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

**Counts Business Consulting, LLC**  
Austin, Tx  
512-653-6915

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

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

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

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

**Marty Satz Insurance**  
St. Louis, MO  
800-449-1151

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

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

**Molyneaux Risk Solutions**  
Davenport, IA  
ph: 563/324-1011

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

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

**Rescue Tire Recycling**  
Gurnee, IL  
847-623-2323

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

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

**VET Environmental Engineering, LLC**  
Sara Rae Hamidovic, PE CHMM  
Bloomington, IN  
812-327-2838

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

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



## CCC Releases its 2015 Crash Course Report

CCC Information Services, an ARA Associate Member Company, has released its 2015 Crash Course report offering a wealth of insight for the automotive recycling industry about collision repair and total loss costs, Trends, and analysis. The report is available online for download.

The report focuses on market forces, economic trends, demographic differences in transportation preferences and vehicle sales, technological advancements, and consumers, and analyzes the impact on the automotive claims and collision repair industries. Of particular interest to professional automotive recyclers are several key insights:

- Vehicle data and analytics are helping to drive transparency with customers and visibility into business performance. All companies should have a clear understanding of how and what data is pulled from their own systems and how that data is being used.
- Advanced crash avoidance technology can lead to fewer injuries and fatalities, but increase the time and cost to repair the vehicle.
- Newer vehicles are having more parts replaced, have lower alternative parts utilization, and lower repair percentage of total labor spent.
- An increase in model redesigns and increase in price matching by the OEs is driving new OEM part utilization.
- More DRP programs are shifting to a model where cycle time management and claim satisfaction are shared responsibilities between the insurer and repairer.
- Vehicles aged 7-years plus account for more than 70 percent of all vehicles in operation. Because the total loss frequency is highest for this age cohort the total loss frequency overall is elevated and will remain high until new vehicle purchases drive down the average age of vehicles on the road.

For more data and analysis, please visit the following link:  
<http://www.cccis.com/crash-course-2015/>.

## Low Scrap Prices Adversely Impacting All Segments of the Auto Recycling Industry

The continued slump in the scrap metals market is adversely impacting many segments of the automotive recycling industry, including automotive self-service and hybrid recyclers. Not surprisingly, the low scrap metal prices create a domino effect in the professional automotive recycling industry, affecting prices and buying practices throughout the automotive parts supply chain. For example, buyers of salvage vehicles might hold onto inventory for longer than usual to wait for an increase in scrap metal prices. In addition, the core market demand could decrease, resulting in a shrinking business product line. Indeed, today's professional automotive recycler must be aware of these market changes to be able to make smart buying choices and sustainable inventory practices.

Large ARA corporate member companies such as Schnitzer Steel Industries Inc. are not immune to the impact of falling scrap prices, with Schnitzer recently announcing that after sustaining a \$196 million loss in the company's second quarter of fiscal year 2015, it has merged its metal recycling business with its auto parts business as part of a cost reduction program. The integration of its auto parts and metal recycling divisions "intended to further optimize the efficiencies in [its] operating platform, enable additional synergies to be captured through our supply chain and global sales channel, and more effectively leverage [its] share services platform". The company said that the quarter saw the lowest prices for recycled metals since 2008 and that ferrous metal prices likewise dropped approximately 30 percent from the first quarter.

According to the Scrap Pricing News April Price Update, steel pricing is expected to stay flat for the month with no indications as to when prices might turn around.

Global steel markets have suffered from overproduction, a strong U.S. dollar and weaker demand. Nonferrous metals prices have likewise remained flat but fears exist that the prices could still continue a further downward slide.

## Note from ARA:

*Dear Automotive Recycling Member,*

On May 19, 2015, Takata drastically expanded the scope of its airbag recalls. The expansion nearly doubles the existing recalls from 17 million vehicles to over 33 million vehicles across the nation. (Visit <http://www.safercar.gov/rs/takata/index.html>) for NHTSA site providing details of the expanded recall and a link to the Agency's May 19, 2015 press release. ARA will also forward an updated information sheet of specific makes and models covered by the Takata recall. At this time, NHTSA is still in final stages of reviewing the new comprehensive list.

Given the recent expansion, the ARA again reiterates its recommendation that recyclers not sell recalled airbags to the public and remove listings of any such parts being for sale on websites. The AUTOMOTIVE NEWS and others are

trying to disparage recyclers for purportedly continuing to list recalled airbags for sale. Everyone should re-check to make sure your website or other sales materials do not suggest that airbags subject to the recalls may be for sale.

Please be aware that a recent editorial in AUTOMOTIVE NEWS, which concerned the Honda and Rebuilders Automotive Supply program (RAS) to buy back airbags, contains a number of mischaracterizations and inaccuracies. The ARA's position with respect to this buyback program has been clear and consistent. The price being offered is below the fair value for the airbags at the time they were purchased (and before Takata and the automotive manufacturers revealed the dangerous defect). As stated previously, the ARA initiated its litigation against Takata and the vehicle manufacturers to attempt to recover for recyclers the fair value of the de-

fective components. We consider the buyback program to be an attempt by Honda and others to avoid paying fair value. We also are troubled by the fact that RAS has not disclosed what is being done with the airbags they are buying back nor have they disclosed the terms of their relationship with Honda and any financial benefit they may be deriving from the buyback program. Our attorneys are communicating with Honda about these issues. You have the choice as to whether or not you want to participate in the RAS buyback program. Your decision not to sell the airbags to RAS at this time should have no public safety implications provided you do not sell the airbags to the public.

Should you have any questions about the lawsuit or about the information contained herein, please do not hesitate to forward them to ARA at the following email address: [staff@a-r-a.org](mailto:staff@a-r-a.org).





# ATRI News

RJ McClellan, Inc.

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Woodbury, MN 55125

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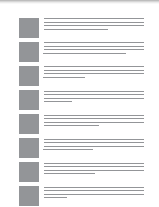
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View more information at:  
[Products.Car-Part.com/2015conference/](http://Products.Car-Part.com/2015conference/)


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