

# ATRI News

## THE SKY'S THE LIMIT

**Auto & Truck Recyclers of Illinois  
Convention & Trade Show  
September 17-19 2015  
Hyatt Regency, O'Hare**

**All Registration Will be Eligible to Win a Trip for Two to Mexico!  
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**September/October 2015**

# New

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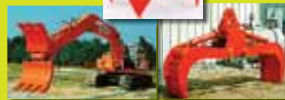
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## The ATRI NEWS

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Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to:

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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.

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# President's Perspective

*By John Catalano, Jr., ATRI President*

This will be my last letter as President for the ATRI newsletter, what a ride it has been! My two year term as President will come to an end in September at the IL Convention & Trade Show to be held at the Hyatt Regency O'Hare.



I will remain on the board of directors, as immediate past President, and will always be active in our state association. Being the President of the ATRI has been a very educating, and a rewarding experience. I want to thank everyone that has helped me along the way, and participated in events, sharing their ideas, and making our association better. Michelle Lechner plays a vital role in our association and I could not have been President without her help. She kept me focused, and on track when needed, and really gives a 100% to our members, and board of directors. I want to say thanks, and job well done to her, as well as our board of directors.

Now I want to say "welcome back" to Dave Anderson from I-55 Auto Salvage, who will once again be President of ATRI. This will be Dave's 2nd time around as President. I know Dave will do great things for the association, and will continue to build membership by focusing on topics that are important to the ATRI association.

Our Sky's The Limit Convention & Trade Show event will be on September 17th through the 19th in Rosemont, IL at the Hyatt Regency O'Hare this year. This is going to be a great event! I always say this, and will say it again, YOU DON'T WANT TO MISS OUT! There truly is something for everyone, for sales people to managers & owner's. Mike Kunkel, with Counts Consulting, will be sharing his industry expertise with us on Saturday. He is a wealth of information and a great speaker, also a personal friend of mine. He has taught me many things that I have implemented in my own business over the years. You will see the registration I this newsletter, so get registered and come and learn, have fun and enjoy a weekend that is for you! Not only do have some great educational seminars, we will also be having an awards ceremony for the IL Green Car Yards, Sara from VET Environmental has been working very hard here in IL with a lot of yards. I would imagine each and every yard Sara has worked with would tell you they have peace of mind knowing their yard is in tip-top shape. Thanks Sara for all you have done for the Illinois Association. Please read Sara's article in this newsletter and call her or Michelle for more information.

As I close, once again it has been a pleasure working with Michelle, the ATRI Board of Directors, and all of you. You get out of an association what you put into it. We all know there are many issues that tend to pop up in this industry on a regular basis. We are fortunate to have such a good working relationship with the ones who are our regulators. If you have an issue you need help with, remember, that is what an association is all about, so please call the ATRI office whenever you need assistance.

I'll look forward to seeing you all in September. Don't forget, all who register are eligible for a trip to Mexico!

Thank You,  
John Catalano  
Bionic Auto Parts and Sales  
Chicago, IL

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## Executive's Viewpoint

By Michelle Lechner, Executive Director

As summer comes to a close, you will see we are all geared up for the IL Convention and Trade Show "The Sky's the Limit", to be held in Chicago-land this year at the Hyatt Regency O'Hare in Rosemont, IL. You can find out just how high, and what the limits are, if any, at this year's event. We have a stellar line up chock full of everything you need to know to increase sales, better your business and get all your questions answered at very little cost. We are so please to have a full day of training on Saturday for your employee's, or owners, brought to you by Mike Kunkel, Counts Consulting. Mike is a wealth of information. Along with Mike, Sara from VET Environmental will be presenting the latest and greatest on our growing IL Green Car Program. Sara will be available to answer any questions you may have if you are looking for more information on the IL Green Car Program. You can also hear from the Secretary of State's office. I understand they are going to talk about the fact there is no audit team anymore, and how they plan to address the ever challenging issue about the unregulated buyer/broker's out there selling parts without a license. Parts Trader will be presenting on what is new with them, and our very own John Catalano from Bionic Auto Parts, also will be presenting on the pros and cons of joining a large trading group. Here how to maximize your returns on catalytic converts. Also, hear the benefits of buying insurance wrecks. I can't imagine any reason why you would not attend this event that will leave you walking away with tons of knowledge, seeing old friends and making new ones. Let's don't forget, ALL WHO REGISTER FOR THIS EVENT WILL BE ELIGIBLE FOR A TRIP FOR TWO TO MEXICO!!!



There is so much to do in the area from great shopping, to good eateries and indoor skydiving. The Entertainment district is within walking distance, and it's quite something to

see and do. You will find the convention registration form in this newsletter, so cut it out, fill it out and send it in. You can mail it or fax it. Let me know if you have any questions about the event. I look forward to seeing you all there!

I don't have any legislation to report on, but, look at the state of IL, its biggest problem on the forefront is the state's budget that they cannot seem to come to an agreement on. I hope they can resolve this problem sometime soon. With the threat of state workers not getting paid, to all of the cuts made by our new Governor on programs so many highly rely on, it truly is a mess. Please read Sara's letter on her report on the IL Green Car Program. ATRI could not be more pleased with the work she has done for us. So many say they are rest assured, and their minds put at ease, knowing they are environmentally sound. Folks, OSHA is out and about, please be prepared should they choose to visit you!

You have heard me talk about the face-lift of the ATRI website, hosted by Car-part.com, for some time now. We are fortunate to have them host our site, as they do for many associations. The home page is complete, and the convention information is there, but a lot of the site is still under construction. It is the hope of ATRI the user friendly website will become a viable tool to all of our members. It will feature a membership directory that will list your company information, logo and a 50 word summary about your business. The site will also feature an ongoing banner of different member's yards. I am hopeful to create a message board, and bid options. I do apologize for such delay, but again, Car-part.com is doing their very best to complete our site. I think you will be very pleased, and find it to be quite an asset to your business. For all ATRI members only, please feel free to send me your company logo, and a 50 word blurb, so when they are ready for it I can just send it in. When you send it to me please put the word website in the subject line. Go take a peak now at [www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com).

*Executive's Viewpoint... continued on page 18*

# The VET Review – IL Green CAR

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

VET audited six members since the last edition of the VET Review went to press including two new IL Green CAR members – Decatur Auto Parts and Y-Yard Auto & Truck. VET has twelve remaining IL Green CAR members to audit before the ATRI Convention and Trade Show at the Hyatt Regency O’Hare, Rosemont, IL. That will bring our grand total to 27 IL Green CAR members! If you are still thinking about joining this influential group of Illinois Auto Recyclers, please call us. We will do our best to get to you before the Convention. We are proud to recognize our first two certified facilities of 2015 – and they are both PLATINUM! Coultas Automotive Recycling is a returning PLATINUM Medalist and is leading the state! Way to go, Ed and the Coultas team. Stafford’s Auto Parts is a new PLATINUM Medalist. VET was very impressed with Jim and the Stafford’s operation. Congratulations to both of these remarkable facilities! Your hard work is obvious and we appreciate what you are doing for our industry.

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 at the Hyatt Regency O’Hare, Rosemont, IL. This will be a great celebration of our Medalists’ success. There are several facilities that we are working with to finalize audits and award certification. 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.

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)

- Coultas Automotive Recycling (98.28%) – PLATINUM
- Stafford’s Auto Parts (95.98%) – PLATINUM
- Ashley’s U-Pick-A-Part – PENDING
- BC Automotive – PENDING
- Bill Smith Auto Parts – PENDING
- Bionic Auto Parts and Sales – PENDING
- Dan’s Used Auto Parts – PENDING
- Decatur Auto Parts – PENDING
- Elgin Super Auto Parts and Sales – PENDING
- Hileman’s Motor Mart – PENDING
- Mack’s Auto Recycling – PENDING
- Rockford Auto Parts – PENDING
- Scotty’s Auto Parts – PENDING
- Speedway Auto Parts – PENDING
- Y-Yard Auto & Truck – 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

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- 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, 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. 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. Thank you to all our medalists and new members for your support. We look forward to seeing you all at the ATRI Convention and Trade Show! Enjoy the rest of this beautiful summer. Take care of your people and make sure they drink lots of water.

### Got Compliance?



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

SRHamidovic@gmail.com      341 West Sample Road  
 Website: Vet-env.com      Bloomington, Indiana 47404  
 (812) 327-2838

*"Environmental compliance that makes sense."*

## 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, 2015. Please note that the annual report format has changed. We now ask for information on where vehicles are sent. Annual report forms have been sent to all recyclers on the ELVS list in June. Report forms can be downloaded from the agency's web site at <http://www.epa.state.il.us/mercury/auto-switch/annual-report.pdf>.

Becky Jayne is an Environmental Protection Specialist with Illinois EPA. If you have any questions about the Illinois Mercury Switch Removal Program, please do not hesitate to contact her at either [Becky.Jayne@illinois.gov](mailto:Becky.Jayne@illinois.gov), or 217-524-9642.



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# The Sky's the Limit!

Auto & Truck Recyclers of Illinois Convention & Trade Show  
September 18-19, 2015

Subject to Change



## Friday, September 18

- 12:00pm - Registration
- 1:00pm: Session 1
  - *Lambert Room:* SOS – Illegitimate Operators in Our Business, John Franklin, Sergeant, Training Section Illinois Secretary of State Police
  - *Sky Harbor Room:* Round Table Discussion – Pros and Cons of Joining a Large Trading Group, Junior Catalano, Bionic Auto Parts
- 2:10pm: Session 2 - *Lambert Room:* IL Safety & Compliance/IL Green Car, Sara Hamidovic, Vet Environmental
- 3:00pm: Session 3
  - *Lambert Room:* Benefits of Buying Insurance Wrecks, IAA
  - *Sky Harbor Room:* How to Maximize Returns for Your Catalytic Converters, Jack Reichel - Chicago Industrial Catalytic & Joey Lamb Panhandle Converter Recycling
- 5:00pm - *Exhibit Hall Opens, Cocktails & Hors D'oeuvres, Live Auction and Raffle. Don't miss it!*

## Saturday, September 19

*Training with Mike Kunkel, Counts Consulting*

- 9:00am - *Lambert Room:* Buying Budget – How can I Get the “Sky Being the Limit”
- 10:10am - *Lambert Room:* Processing Basics – How to Properly Layout the Flow to Maximize the Number of Parts Pulled
- 11:00am - *Lambert Room:* Sales Basics: Lessons Learned From Managing a Million Dollar Sales Force. How To Qualify the Customer & Sell More Warranties and Brokered Parts.
- 10:00am - *Sky Harbor Room:* Parts Trader – Hear the Latest & Greatest Parts Trader Has to Offer
- 11:00am - *Lindbergh Room:* Forklift Training, Joe Watson
- 12:00pm - 2:00 pm: *Exhibit Hall Opens - Lunch with the Exhibitors, Illinois Green Car Awards, and Trip Drawing!*

Make your reservations today! Hyatt Regency O'Hare | 9300 Bryn Mawr Avenue | Rosemont, IL 60018  
Reservation Link: <https://resweb.passkey.com/go/atral>

[illinoisautorecyclers.com](http://illinoisautorecyclers.com)



# The Sky's the Limit!

Attendee Registration Form

September 18-19, 2015



Registration fee is \$115 per-person, \$99 per-person for three, \$89 per-person for four or more. Fee Includes all Meals, Seminars, and Entertainment for the Entire Weekend.

*All Registrations Will be Eligible to Win a Trip for Two to Mexico!*

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

Company \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_ Phone Number \_\_\_\_\_

Email Address \_\_\_\_\_

## NUMBER OF ATTENDEES

1-2: \$115/person = \$ \_\_\_\_\_ 3: \$99/person = \$ \_\_\_\_\_ 4+ \$89/person = \$ \_\_\_\_\_

Fork Lift Training Saturday Only. Number of Attendees \_\_\_\_\_

Total for the event \$ \_\_\_\_\_

BADGE NAME(S): 1, \_\_\_\_\_ 2, \_\_\_\_\_

3, \_\_\_\_\_ 4, \_\_\_\_\_

5, \_\_\_\_\_ 6, \_\_\_\_\_

**MEALS:** To best plan our meal requirements, please indicate attendance and the number of meals required.

*Friday Evening Cocktail/Reception*

*Saturday Lunch*

*Saturday Morning Continental Breakfast*

Y\_\_\_ N\_\_\_ How Many\_\_\_

Y\_\_\_ N\_\_\_ How Many\_\_\_

Y\_\_\_ N\_\_\_ How Many\_\_\_

## PAYMENT INFORMATION - MUST PRINT CLEARLY

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Name on Card \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp Date \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

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Rosemont, IL 60018

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**For More Information, Please Contact Michelle Lechner at 877/880-2874**

# The Sky's the Limit!!

## Auto & Truck Recyclers of Illinois Convention & Trade Show

### Friday

- Noon: Registration**
- 1:00pm Round Table**
- 2:10pm IL Safety & Compliance**  
• *IL Green Car - Sara Hamidovic*
- 3:00pm Break out sessions**  
• *SOS of IL, Internet Sales & More*
- 5:00pm EXHIBIT HALL OPENS**  
**Cocktails & Hors D'oeuvres**  
**Live Auction/Raffle**

### Saturday

- 9:00am Mike Kunkel - Sales**
- 10:00 am Mike Kunkel - More Sales**
- 11:00am Mike Kunkel - & More Sales**
- NOON EXHIBIT HALL OPENS**  
**Lunch with Exhibitors**  
**IL Green Car Awards**

### Vendor Registration

8 x10 Booth \$700 \$ \_\_\_\_\_

Please check here for electricity

### Sponsorships Available

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Sessions \$500 \$ \_\_\_\_\_

Speaker Sponsor \$300 \$ \_\_\_\_\_

Cocktail/Auction \$2500 \$ \_\_\_\_\_

Lunch Sponsor \$2000 \$ \_\_\_\_\_

Trip Drawing \$1000 \$ \_\_\_\_\_

Total enclosed \$ \_\_\_\_\_

To help us plan accordingly, please let us know how many people will be attending.

Cocktail/Auction \_\_\_\_\_ Sat. Lunch \_\_\_\_\_

*All meals included in your booth fee.*

### Hyatt Regency O'Hare

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**For more information call Michelle Lechner 877/880-2874**

# Approaching a Pre-Presidential Election Year: 2015

By James F. Weaver, CFP®, Vice President, Financial Advisor, Portfolio Manager, The Burnham Group at Morgan Stanley

We are reminded that 2015 will usher in the third year of a presidential term, making it a pre-election year. It is not unusual to have strong and positive markets relative to equity returns, although this year has been challenging to investors. Based off of observations from some of our previous Presidential Election studies and comments made by Jeremy Grantham, co-founder and chief investment strategist of Grantham Mayo van Otterloo (GMO), on "Presidential Election Cycles", I am revisiting this subject as it relates to the stock market and look at the precedence that have been witnessed over the years.

To get an idea of the type of precedent that has been set during pre-presidential election years, we can look back to the performance trends over the past 181 years now, including 2011. During this time period, the pre-election presidential year produced a positive return in the stock market, as defined by the Dow Jones Industrial Average [DJIA], which rose 5.53% in 2011. One of the major resources that we use when looking at the presidential election year data is a function of the studying and data compiled by Jeffrey A. Hirsch & Yale Hirsch in their yearly installment of the Stock Trader's Almanac . For those of you who would like more information on this resource, or would like to order a copy of the Stock Trader's Almanac 2014, visit the website [www.stocktradersalmanac.com](http://www.stocktradersalmanac.com) .

Below is a table that has been reproduced from the Stock Trader's Almanac, which includes the 4-Year Cycle returns beginning with the first full year of a particular President's cycle, going back to 1833. As we mentioned above, pre-election years have historically been a positive time for the market, especially over the past century. As a matter of fact, the last time that the market was down during a pre-presidential year was in 1939. Of the 4-Year Cycle, the pre-election years have historically been the best performing year. On average, the pre-election year has seen a 10.43% gain since 1833, so 2011 was surely under average in its performance with returns only

half as much as the average. So, generally speaking, the year before the presidential election and even the actual presidential election years are historically positive for the stock market.

Stock Market Action Since 1833

Annual % Change in Dow Jones Industrial Average

4-Year Cycle Beginning	Elected President	Post-Election Year (%)	Mid-Term Year (%)	Pre-Election Year (%)	Election Year (%)
1833	Jackson (D)	-0.90	13.00	3.10	-11.70
1837	Van Buren (D)	-11.50	1.60	-12.90	5.50
1841*	W. H. Harrison (W)	-13.30	-18.10	45.00	15.50
1845*	Polk (D)	8.10	-14.50	1.20	-3.60
1849*	Taylor (W)	0.00	18.70	-3.20	19.60
1853*	Pierce (D)	-12.70	-30.20	1.50	4.40
1857	Buchanan (D)	-31.00	14.30	-10.70	14.00
1861*	Lincoln (R)	-1.80	55.40	38.00	6.40
1865	Lincoln (R)	-8.50	3.60	1.60	10.80
1869	Grant (R)	1.70	3.60	7.30	6.80
1873	Grant (R)	-12.70	2.80	-4.10	-17.90
1877	Hayes (R)	-9.40	6.10	43.00	18.70
1881	Garfield (R)	3.00	-2.90	-8.50	-18.80
1885*	Cleveland (D)	20.10	12.40	-8.40	4.80
1889*	B. Harrison (R)	5.30	-14.10	17.60	-6.60
1893*	Cleveland (D)	-24.60	-0.60	2.30	-1.70
1897*	McKinley (R)	21.30	22.50	9.20	7.00
1901	McKinley (R)	-8.70	-0.40	-23.60	41.70
1905	T. Roosevelt (R)	38.20	-1.90	-37.70	46.60
1909	Taft (R)	15.00	-17.90	0.40	7.60
1913*	Wilson (D)	-10.30	-5.40	81.70	-4.20
1917	Wilson (D)	-21.70	10.50	30.50	-32.90
1921*	Harding (R)	12.70	21.70	-3.30	26.20
1925	Coolidge (R)	30.00	0.30	28.80	48.20
1929	Hoover (R)	-17.20	-33.80	-52.70	-23.10
1933*	F. Roosevelt (D)	66.70	4.10	38.50	24.80
1937	F. Roosevelt (D)	-32.80	28.10	-2.90	-12.70
1941	F. Roosevelt (D)	-15.40	7.60	13.80	12.10
1945	F. Roosevelt (D)	26.60	-8.10	2.20	-2.10
1949	Truman (D)	12.90	17.60	14.40	8.40
1953*	Eisenhower (R)	-3.80	44.00	20.80	2.30
1957	Eisenhower (R)	-12.80	34.00	16.40	-9.30
1961*	Kennedy (D)	18.70	-10.80	17.00	14.60
1965	Johnson (D)	10.90	-18.90	15.20	4.30
1969*	Nixon (R)	-15.20	4.80	6.10	14.60
1973	Nixon (R)	-16.60	-27.60	38.30	17.90
1977*	Carter (D)	-17.30	-3.10	4.20	14.90
1981*	Reagan (R)	-9.20	19.60	20.30	-3.70
1985	Reagan (R)	27.70	22.60	2.30	11.80
1989	GHW Bush (R)	27.00	-4.30	20.30	4.20
1993*	Clinton (D)	18.70	2.10	33.50	26.00
1997	Clinton (D)	22.60	16.10	25.20	-6.20
2001*	GW Bush (R)	-7.10	-16.80	25.30	3.10
2005	GW Bush (R)	-0.60	16.30	6.40	-33.80
2009*	Obama (D)	18.80	11.00	5.50	7.26
2013	Obama (D)	26.5	??	??	??
Total % Gain		112.60	187.00	469.50	261.76
Average % Gain		2.45	4.16	10.43	6.62
# Up		20	27	34	29
# Down		24	19	11	15

D= Democrat R = Republican W = Whig

\* = Party in power ousted

According to Jeremy Grantham in the GMO Quarterly Letter: First Quarter 2014 pointed out the power of the returns during the third term of the presidential year as well as a seasonal tendency in this cycle. What Grantham found was that much of the returns generated during the Pre-Presidential Election year occurred around the “seasonally strong” period of the year, which typically lasts from the beginning of the third-quarter thru the end of April, which falls right around the traditional “seasonally strong” period between November and April. According to Grantham, “just holding from the start of the third year (on October 1) and selling at the end of April. In 7 months you make almost all the return of the 48-month cycle (Presidential Cycle)!”

In the table here, we looked back at the past Pre-Election years, going back to 1951, comparing the S&P 500 [SPX] and the Dow Jones Industrial Average [DJIA]. Notice since 1951, there has not been a single Pre-Presidential Election year when either the DJIA or the SPX has produced negative returns. During the first seven months of the Pre-Presidential Election years, there was only one down year (1979), and the DJIA averaged 20.22% a year, which outperformed the calendar Pre-Election year. However, notice how it trailed the period between October 1st of the previous year to the October 1st of the Pre-Election Year.

During the traditional seasonally weak and seasonally strong periods, we see similar positive performance trends for the strong periods as well as muted returns for the seasonally weak periods.

Comparison of pre-election year returns from Dow Jones Industrial Average and S&P 500 since 1951							
Dow Jones Industrial Average Returns				S&P 500 Returns During Election Years			
Performance (%)				Performance (%)			
Pre-Election Year	First 7 Months	First Year	Calendar Year	Pre-Election Year	First 7 Months	First Year	Calendar Year
1951	14.5%	19.8%	14.4%	1951	15.3%	19.6%	16.4%
1955	18.1%	29.5%	20.8%	1955	17.5%	35.2%	26.4%
1959	17.2%	18.7%	16.4%	1959	15.0%	13.6%	8.5%
1963	24.0%	26.6%	17.0%	1963	24.0%	27.4%	18.9%
1967	15.9%	19.7%	15.2%	1967	22.8%	26.3%	20.1%
1971	23.8%	16.6%	6.1%	1971	23.3%	16.7%	10.8%
1975	35.1%	30.6%	38.3%	1975	37.4%	32.0%	31.6%
1979	-1.3%	1.5%	4.2%	1979	-0.8%	6.6%	12.3%
1983	36.8%	37.6%	20.3%	1983	36.6%	37.9%	17.3%
1987	29.4%	46.9%	1.6%	1987	24.7%	39.1%	2.0%
1991	17.8%	23.0%	20.3%	1991	22.6%	26.7%	26.3%
1995	12.4%	24.6%	33.5%	1995	11.2%	26.3%	34.1%
1999	37.6%	31.8%	25.2%	1999	31.3%	26.1%	19.5%
2003	11.7%	22.2%	25.3%	2003	12.5%	22.2%	26.4%
2007	11.9%	19.0%	6.4%	2007	11.0%	14.3%	3.5%
2011	18.8%	1.16%	5.5%	2011	19.5%	-0.86%	0.0%
<b>Totals</b>	<b>323.5%</b>	<b>369.1%</b>	<b>270.5%</b>	<b>Totals</b>	<b>323.9%</b>	<b>369.2%</b>	<b>274.0%</b>
<b>Averages</b>	<b>20.22%</b>	<b>23.07%</b>	<b>16.90%</b>	<b>Averages</b>	<b>20.25%</b>	<b>23.07%</b>	<b>17.12%</b>

\*\*First 7 Months: indicates the returns from October 1st of the previous year to April 30th of Pre-Election year.  
\*\*First Year: indicates the returns from October 1st of previous year to October 1st of Pre-Election year.  
\*\*Calendar Year: Indicates the returns from January to December of the Pre-election year.

Comparison of pre-election year returns from Dow Jones Industrial Average and S&P 500 since 1951					
Dow Jones Industrial Average Returns During Pre-Election Years			S&P 500 Returns During Pre-Election Years		
Performance (%)			Performance (%)		
Pre-Election Year	Strong Season	Weak Season	Pre-Election Year	Strong Season	Weak Season
1951	15.16%	1.24%	1951	14.85%	2.27%
1955	20.88%	6.86%	1955	19.82%	11.54%
1959	14.82%	3.66%	1959	12.20%	-0.12%
1963	21.69%	5.23%	1963	23.50%	6.03%
1967	11.15%	-1.93%	1967	17.22%	-0.76%
1971	24.63%	-10.91%	1971	24.86%	-9.35%
1975	23.41%	1.79%	1975	18.13%	1.99%
1979	7.88%	-4.59%	1979	9.24%	0.06%
1983	23.64%	-0.08%	1983	22.97%	-0.54%
1987	21.76%	-12.81%	1987	18.19%	-12.68%
1991	18.24%	6.28%	1991	23.47%	4.56%
1995	10.57%	10.05%	1995	8.97%	12.98%
1999	25.57%	-0.53%	1999	21.53%	2.08%
2003	0.99%	15.58%	2003	3.52%	14.59%
2007	8.13%	6.64%	2007	7.58%	4.52%
2011	15.22%	-6.68%	2011	15.24%	-8.09%
<b>Totals</b>	<b>263.8%</b>	<b>19.8%</b>	<b>Totals</b>	<b>261.3%</b>	<b>29.1%</b>
<b>Averages</b>	<b>16.48%</b>	<b>1.24%</b>	<b>Averages</b>	<b>16.33%</b>	<b>1.82%</b>

\*Strong Season: indicates the returns from November 1st of previous year to May 1st of Pre-Election year.  
\*\*Weak Season: indicates the returns from May 1st of Pre-Election year to October 1st of Pre-Election Year.

Notice how the average return during the weak season was 1.24% for the DJIA and 1.82% for the SPX, while the indexes averaged over +16% during the seasonally strong periods. So, whether you choose to take advantage of the third presidential year during seasonally strong periods, from third quart to third quarter, or even simply during the calendar year, there has been plenty of evidence supporting this market tendency.

Finally, while there is definitely a historical bias towards the stock market having a positive year during the Pre-Presidential Election year, it is important to have a logical, organized game plan to manage risk because in the end, markets will do what they will do despite what they have done in the past – as far as this is concerned, we shall soon see.

Thank you for your business and support, and please stay healthy!

James F. Weaver, CFP®  
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P.S. If you think this type of information would be beneficial to someone you know who may be looking for consulting services or general information, please feel free to share this with them.



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# In Memory of Jeffrey S. Kantor


DUNBARTON - Jeffrey S. Kantor, of Dunbarton since 1995, was born in New York City July 15, 1943, and died peacefully on July 29, 2015, after a courageous battle with prostate cancer, surrounded by his loving family. During his life, Jeff lived in the Bronx, N.Y., and Dumont, N.J., moving to New Hampshire in 1961 to attend New England College in Henniker. Midway through college, Jeff enlisted in the U.S. Army Security Agency, spending three years in Germany and was honorably discharged with the rank of Sergeant. He returned to New Hampshire to complete his college degree, forging lifelong friendships. After college, Jeff worked in Boston for a short time before returning to New Hampshire to start up an automobile recycling business in Manchester with his college roommate. In 1977 he became sole owner of Murray's Auto Parts and in 1979 purchased Simano Auto Salvage in Candia which later became Car World Used Auto Parts. He became active in the industry on a national basis, holding many leadership positions and heading up many committees. He was recently awarded the U.S. EPA Lifetime Achievement Award for 40 years of service, aligning government and industry. He worked passionately as the president of the New Hampshire Auto and Truck Recyclers Association for over 20 years. As a longtime member of the New Hampshire Prostate Cancer Coalition, he was instrumental in raising awareness and money for research and education. In acknowledgment of Jeff's dedicated efforts, a fund was established in his name, The Jeffrey S. Kantor Research Fund, at the Norris Cotton Cancer Center at Dartmouth, and \$10,000 has already been donated. Jeff was instrumental in starting the Manchester East Soccer League and was the fundraising chairman, helping to build

the fields and installing lighting. He coached the Central, West and Memorial ski teams as a volunteer when funding was suspended by the city. Jeff was an avid Patriots and Red Sox fan, enjoying "Patriots Sundays" with dear friends. His passions were skiing, boating and hiking with his wife, kids and grandchildren. He is survived by his beloved wife, Evelyn, of 28 years; three children, Crissy Kantor, Matthew Kantor and Debra Kantor Blahitka and husband Steven; and his only sister, Henni Kessler, and her husband, John, of Palm Beach, Fla. His six grandchildren include Sawyer Phaneuf, Dante Brown, Myles and Madison Kantor, Maikayla Desjardins and Maive Blahitka. Jeff will be fondly remembered for his eagerness to "micro manage" anyone and everyone, his profound kindness and generosity, endless energy, constant optimism and sense of humor. His business skills were both stellar and cavalier and his good natured personality was a treasured asset. His generosity and eagerness to help everyone touched many. It was a privilege to have had him as a husband, father and friend.

The family requests that in lieu of flowers, donations may be made to the New Hampshire Prostate Cancer Coalition at [nhprostatecancer.org](http://nhprostatecancer.org), or to Chill Cares Inc. at [chillcares.org](http://chillcares.org). To share a memory or offer a condolence, please visit [www.phaneuf.net](http://www.phaneuf.net).

See more at: <http://www.legacy.com/obituaries/unionleader/obituary.aspx?n=jeffrey-s-kantor&pid=175413936&fhid=4839#sthash.4teRkyBP.dpuf>


Our hearts, love and prayers are with Evelyn and family!




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



## ***Discover the Benefits of Being an ATRI Member!***

### ***Illinois Green Car Program (Illinois Certified Automotive Recyclers)***

Illinois Green Car recognizes and certifies that the member meets certain criteria in terms of environmental impact, safety, licensing and other regulatory standards as well as general business practices. This program is endorsed by the Illinois EPA and is cost effective. For just \$50 a year, you can become CAR certified through the National Association. ATRI has an established a working relationship with the Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

***ATRI Executive Director*** is a lobbyist for the association and engages legislative issues pertaining to Illinois auto recyclers. Through the Executive Director, ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

### ***Education and Training Opportunities***

ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.

Opportunities to network, share and learn from other recyclers. See what works and what does not.

### ***ATRI Newsletter is published 6 times a year***

The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

### ***CMARC Central Midwest Auto Recyclers Convention and trade show held annually***

This event rotates between Illinois and Indiana. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes CMARC a regional show like none other.

### ***Website and staff accessibility, [www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com)***

- All members are listed on the website with all of your information, including a link to your website, if available.
- Newsletter archives
- Calendar of Events, as they are scheduled.
- Parts Search, an opportunity for each member to sell parts.
- Suppliers list, a complete list of suppliers, associate members of ATRI.
- All contact information for the ATRI Board of Directors and Staff.
- Staff accessible to answer all your questions, or find the answer for you.
- Information friendly, ask ATRI to email the membership with an article or question you may have.

***ATRI is a member of the Automotive Recyclers Association***, the National association for auto recyclers. ATRI is active by participating at the ARA conventions and sharing that information with ATRI Members.

***All Illinois recyclers encouraged to join ATRI and make a difference by getting involved. Support your state association and reap the great benefits of the membership.***





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*Executive's Viewpoint...  
continued from page ??*

I recently received a call from a reporter in the Chicago area asking me what recyclers do with the contents that come in a car once a recycler gets it. He mainly asked about documents, license registration and the like. The only comment I made was telling them I would encourage auto recyclers to send anything that was in good condition like clothes, toys or electronics to the Goodwill, or any other designated donation site of your choice before the car is crushed. I also said I would imagine items that you aren't dismantling for salvage would just remain with the car. I can't help but wonder, why are they asking, and who is asking?

Lastly, I want to say thank you to Jr. Catalano, Bionic Auto Parts, for his dedication and time as the ATRI President for the past two years. I know you are all busy, so dedicating your time to make sure the association moves smoothly, and moves forward, is much appreciated. We welcome back David Anderson, I-55 Auto Salvage, once again to serve a second term as the ATRI President. David is familiar with the role as the President, and I am looking forward to working with him once again.

I am really looking forward to this year's Convention & Trade Show in Chicago-land. I hope to see you all there!

Keep Recycling,

Michelle Lechner

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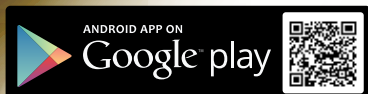


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