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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 David Anderson, ATRI President

I'd like to start off on a personal note by saying thank you to everyone who sent prayers, and well wishes to me after my stroke. I am doing great, and the recovery process has been going very well! I am no longer in physical therapy, just doing exercises at home. I hope to be full time sometime in March and have been spending my time in the office now for several weeks.



As we are into the new year now I'm sure we all a feel like we've been here before, if we take time out and remember 8 or 9 years ago, we were in a similar situation with the stock market crashing, and now the scrap market has been on a steady decline for the last 10 months. Here we are in the middle of a mild winter and second guessing how we do business? How do we get the most out of everything we do, and have, in today's world? ATRI can help as the state association is a great resource for all of our members. Over the years, ATRI has established fantastic relationships with the Secretary of State office, IEPA, and has made many legislative contacts. Our association has set the standard for those who choose to be green recyclers in our state through the Illinois Green Car Program. It truly is a member benefit to have Sara from Vet Environmental as our Illinois Green

Car Manager. She has been able to expand the green car program and now has added a safety program for the ATRI members, what a great value this is! Not only is it a great value, but it is also peace of mind knowing you are in compliance. OSHA has been on a mission out there, so beware!

Michelle is hard at work now on our IL Convention & Trade Show this fall, which again will be in Springfield during the Route 66 Mother Road Show. It's a great time to meet new friends and see old ones too. It's a time to get good education, have good conversations with fellow recyclers, and learn from each other, even though we all don't operate the same we share many similarities in our day to day operations. This is one weekend a year to get tremendous valuable information, and education for a small fee. As mentioned above about getting value for what we have in today's world, this will be a topic on the agenda. I want to personally invite all members to get involved with ATRI and get all the value you can get from your membership. I also want to invite all of you out there who are not members to join ATRI and see for yourself.

Thank you,
David Anderson, ATRI President
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Executive's Viewpoint

By Michelle Lechner, Executive Director

Here we are in the middle of winter, a mild winter at that for Illinois. In talking with some of you I hear your frustration about the scrap prices and business in general. I also know many of you depend on towing and plowing in the winter, and I would imagine there is not much of that going on either. Well, we are all worried about what the future holds, especially in this state. On an up-side of things, since our state is so engulfed about its budget, we aren't seeing any new legislation being introduced that effects this industry. It is my understanding the legislators aren't even in session as much as they usually are. This is a good time to get to know the legislators in your district. Our political contacts tell us that when Obama comes to town next week he's going to try and intervene on the budget impasse. There are so many facilities, colleges and roadways and such that depend on this money and aren't able to use it because of this impasse, which is resulting in cut backs and layoffs. We will see if hopefully this will be resolved soon! I am all in favor of having a lobby day here in Springfield. Many other associations do this, and I can only think this would be a good way to put our name out there and become familiar with our legislators. If the ATRI board approves this event you will all be invited. It might even be quite possible to have one of the Representatives and/or Senators do a presentation for us.



Here at the ATRI office we are working on the next Convention & Trade Show that will take place once again in Springfield, IL during the Route 66 Mother Road Show. For those of you who were not with us here in Springfield a few years ago, you can join us this year for all the festivities. Our choice hotel is the State House Inn which is located directly across the street from the Capitol. All of the details have not yet been decided on, other than the hotel and the dates which are September 23 – 25. There will be plenty to do with so

much happening with the Rout 66 Mother Road Show going on. Lots of really cool cars to see, and so much more will be happening during that weekend, so tuck those date away and bring the family! I think it would be really a neat idea to have our own car show. I know many of you have restored cars, or have old cars you would like to show off. This hotel has plenty of space for us to hold such an event, so stay tuned. A prize of course for the best one! As far as topics for this year's event, I can tell you there will be presentations on U-Pull its, the dynamics of owning a family business, how to get the most out of what you have, as far as inventory, and, many times I hear from some of the members that just sitting in a round table discussion, and talking about the day to day operations is where you can learn so much information, so maybe just a free-for-all round table discussion might be on the agenda. Any and all idea's welcome, so don't hesitate to drop me an email or call me. Also, for those suppliers that are ATRI members, and the user groups, let me know if you are interested in presenting. There are only so many spots so don't hesitate to contact me.

We have had great success in our membership renewals this year, thank you! For those of you who aren't members reading this newsletter, you should reconsider and join today. It's little money for a lot of benefit and credibility. Look to see David Anderson ATRI President, myself and hopefully Sara from Vet Environmental as we will be setting out to visit some of our members and non-members. We want to hear from you! In today's world we need to ban together because we never know what's around the next corner in this ever changing industry.

Keep Recycling,
Michelle Lechner
Executive Director

IL GREEN CAR: Professional or Self Audit?

In 2016 it's your choice.

By: Anna Knust, MS, VET Environmental Engineering, LLC

Facility audits are the core of the Illinois Green Certified Automotive Recycler (CAR) program. Members are certified using a rigorous and dynamic auditing system developed by VET. VET performs professional audits in odd-numbered years and IL Green CAR members may self-audit in even-numbered years, although we always recommend a professional audit for thoroughness and objectivity. Entrance audits for prospective IL Green CAR members must be conducted by VET to maintain the program's integrity, high standards, and consistency.

So what's the difference? Why pay for a professional audit? What will you do in 2016? This article will lay out the pros and cons of both options so you can decide what makes sense for your business.

A professional audit means VET's experienced staff will thoroughly inspect your facility with you, and evaluate it based on our 90 criteria.

The advantages of a professional audit are:

- Your facility score can increase (or decrease). A professional audit is required for a facility to increase its audit score and/or certification level.
- VET inspects your facility with you and evaluates each audit item. We see things you may not because we have a different perspective and are practiced in evaluating auto recyclers.
- You get professional advice during one-on-one time with VET's experienced staff. We can identify what is working for you, what isn't, and provide recommendations for improvement.
- If VET does your storm water or spill prevention plans, or you use VET's software, we will evaluate compliance with all applicable requirements during our visit at no additional cost to you. This saves you money and us a

trip to your facility.

- No worrying if you did the audit correctly or completely. We give you peace of mind.
- A visit to your facility makes it easier for us to consult on any issues that may arise in the future.
- VET's audit and comments will be objective, rigorous, and detailed.
- VET takes all the photos and does all the paperwork.

There are some disadvantages to a professional audit, too. For example, coordinating audit timing with VET can be more difficult than performing the audit on your own schedule. The biggest issue in your mind is probably cost. A professional IL Green CAR audit costs \$650. What are you paying for? With a professional audit, you benefit from VET's expertise, advice, and support through the audit process and beyond, including our site visit and managing all the associated paperwork.

A self-audit means you inspect your facility with the same 90 criteria.

Advantages to a self-audit are:

- It's cheaper. A self-audit costs \$350. What you are paying for if you are auditing yourself? VET verifies your self-audit through pictures that you submit with your audit form. VET will provide support as needed through the audit process.
- You can perform the audit when it's convenient for you.
- You use the same audit form VET uses.

Disadvantages to a self-audit include:

- It is common for owner/managers to put things off and miss deadlines concerning compliance tasks. If you choose a professional audit, it's on us to get it done on time.

- VET's audit form is comprehensive and time-consuming to fill out correctly, especially if you are not familiar with the form.
- Self-audit scores may decrease or stay the same, but no increase in score (or certification level) is allowed on a self-audit.
- Subjectivity: it's your business. It can be difficult to evaluate yourself honestly!
- You need to take lots of photos, organize and send them to VET for audit verification.
- Things slip through the cracks. You see your yard every day and may not notice everything, or you may not be aware of a specific requirement. We are trained to notice.
- Paperwork.

VET evaluates yards all over Illinois and Indiana. We pride ourselves on holding all facilities to the same high compliance standards, while recognizing that each facility is unique and may reach those standards in different ways. As a facility owner or manager, you strive to maintain compliance but are inherently subjective. As an analogy, think of all the IL Green CAR members as a basketball team. VET is the coach. Your facility is a player on the team, and you are his or her parent. As a coach, VET is uniquely equipped to see the strengths and weaknesses of each player. As a parent, you will always see your child differently than the other players. Your own child is always smarter, stronger, prettier. I know mine are! A professional audit is similar to letting the coach run practice and make the starting lineup. A self-audit is like having a parent do those jobs.

If a professional audit is right for you in 2016, or if you have any questions about IL Green CAR or the auditing process, let us know. If you are not already an IL Green CAR member, contact VET or ATRI to find out more about the program. We love hearing from you and learning more about how we can serve your needs and those of our industry.

Now your IL Green CAR certification may mean even more! Through VET's

new partnership with R&D Insurance, LLC you may be able to capitalize on your investment in environmental and safety compliance by reducing your insurance premiums. We recently sent surveys to our IL Green CAR members about this. We received many interested responses. If you have not contacted VET about this opportunity, please let us know your thoughts. We wish you a prosperous and safe 2016!

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Prepared and Safe

By Theresa Colbert, Car-Part.com

This week I am going a bit off the “recycling” topic and into more of a “recycling family” topic. I have been on what I affectionately call my “Five Week Tour of the USA.” I was in six different states during this time. The one thing I have noticed, besides **SO MANY PEOPLE** on the roads, was the number of cars broke down on the side of the road.

This got me thinking back to my dismantling yard days and the cars that came in with only a jack and a spare or a lug wrench and a spare. Two out of three are not good enough! You have to have all 3 to change a tire! Also, I had the misfortune to get a rental car with a slow leak in one tire. I was lucky enough to be near the rental facility and was able to make it back there and trade cars. It was still a waste of several hours of my time, yet I am counting my blessings. If this

had happened later in the week, I would have been up in the mountains of Pennsylvania with *NO CELL SERVICE* and changing my own tire. I was not able to call a friend with a roll back, AAA, the car rental company or my family for help.

My husband was a heavy line mechanic for 31 years. He made our daughter change a tire on our 2001 Ford E150 before he would let her behind the wheel. He also made her check the oil, water, battery terminals, etc.

With all of this being said, I thought we would have a pop quiz this month: **PREPARED AND SAFE**

You can fill in the blanks with: YOURSELF, WIFE, SON, DAUGHTER, GRANDKIDS, PARENTS, TOW TRUCK DRIVER, PARTS DELIVERY PERSON, ETC.

My _____ knows how to find correct tire pressure on door tag and can check pressure. **YES/NO**

My _____ can change a tire if stranded on the side of the road without cell service. **YES/NO**

All of our vehicles are complete: spare tire **WITH AIR**, jack (that fits this car) and lug wrench. **YES/NO**

My _____ knows that changing a tire on the side of the interstate is **VERY** dangerous and would make every effort to get off the interstate if it was a reasonable distance. **YES/NO**

My _____ checks the oil and water levels in his/her car on a regular basis. **YES/NO**

Our batteries are maintained regularly and checked for corrosion. **YES/NO**

My _____ has a set of jumper cables and knows the proper way to use them. **YES/NO**



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Our area has snow and ice, my _____ carries a bag of kitty litter and knows why to use it.

YES/NO

My _____ has a brush/scrapper in the car (my own niece has used a credit card!)

YES/NO

Coming from the automotive world, I sometimes think that we take these things for granted. "Of course she knows how to check oil, she's my daughter!" or "Of course my mom can use jumper cables! Her and my dad owned this yard for 50 years!" As I was thinking about writing this article, I started asking these questions at some of my yards and most of the time, the answer was, "No, I have always called so and so for help when needed." In this world of instant gratification, we sometimes overlook the fact that we may not always have cell phone service and that every person driving a vehicle should be prepared and safe!

Have a great month! As always, if you have any questions for me, please email me at TheresaC@Car-Part.Com or call my cell at (859) 802-2382.

Theresa Colbert is Sales & Training Specialist for Car-Part.com

Update on Illinois Mercury Switch Removal Program

By: Becky Jayne

Crushing Reminder – As the days are getting longer and spring is just around the corner, you may be receiving more vehicles or doing more crushing. This is a good time to remind your employees about the requirement to remove and recycle mercury convenience light switches.

Uncommon Convenience Light Switches – I want to remind you about mercury-switch convenience lights that do not look like typical ones. Cadillac and some Ford convenience lights with mercury switches are bigger, bulkier, and heavier than typical convenience lights with mercury switches. See below for examples. These lights must also be removed and recycled. Simply place the entire assembly in your ELVS recycling bucket.



Cadillac Mercury-Switch Convenience Light



Ford Mercury-Switch Convenience Light

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

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Accountability

By Christine Corelli

To survive in the most challenging business climate we've ever experienced, we've gotten "lean and mean." We've downsized, reorganized, cut costs, and struggled to manage our working capital. We've had to make tough decisions and hard choices to survive.

Now it's time to build the muscle in our businesses. We need to put smart practices in place to ensure our company and our departments are "Fit for Success." What it requires is accountability - a concentrated effort from every employee to be responsible for a positive result in every task, project, and interaction with customers.

Establishing accountability in your business will give you a competitive edge while increasing your opportunities for

long-term business growth. To begin, communicate the importance of accountability and explain its meaning.

In simple terms, accountability means that employees will do what needs to be done and take ownership for their role in the process. It means that they understand they are responsible for a positive adult. Ideally, they will act as though your company is their company and practice "entrepreneurial thinking." They will step up to the plate and do what needs to be done. They will work together as a team, be supportive of one another, and display initiative beyond their job description. Most important, they will agree to work together for the betterment of your organization and understand that they are not only to answer to management for their performance, but also to each other.

A prime example of this comes from one of my clients - a successful equipment distributor who won an Award for Customer Service Excellence from their manufacturer. This smart and profitable company compiles a list of everything their people should be accountable for. Where does this list come from? Their employees of course. Employee Involvement is what makes organizations "fit for success," as people tend to "buy-into" and promote what they, themselves, help to create.

Here's another example that comes from their Service Department, "We agree to practice our core value of "Safety" by locking out and tagging out any equipment that may be unsafe." Here's one from the Parts Department, "We agree to be accountable to never turn away any business, unless we are absolutely sure we cannot provide it." From the whole company, "We agree to make every effort to answer the phone by the third ring." "We agree to do all we can to support our sales team."

Yet another example comes from a tourist destination, "We will be accountable to provide superior service to visitors, thank them for visiting, and ask them to return again."



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Steps to Establish Accountability

1. **Define the meaning of accountability to your staff and ask them what it means to them.**
2. **Clarify the areas in which people will be held accountable.** Expectations must be stated in a specific and clearly differentiating manner. To accomplish this, define precisely whatever old behaviors or attitudes must be abandoned, and what new behaviors must be exhibited on a consistent basis.
3. **Be prepared for confrontation and conflict.** Many managers prefer to avoid making their subordinates (and themselves) uncomfortable. Failure to confront poor performers or people with negative attitudes can stifle productivity. If people are not held accountable for their job responsibilities and their attitude, service excellence cannot exist.

In your efforts to create an accountability culture, keep this in mind: You will never succeed if your people are not made

to feel valued by being treated well. Management must be accountable to treat their employees as well as their best customers. Treat them with respect and appreciate their efforts on a daily basis. Then, you will be able to sustain the momentum as you continue to build the muscle in your company.

Reprinted with permission. ©2016 from Christine Corelli's Monday Morning Motivations!

Christine Corelli approaches her work with extraordinary enthusiasm, creativity, and attention to detail. Her track record includes over 200 published articles, five business books, (soon to be six!) numerous training manuals and audio learning programs and a highly impressive client list. We are proud of the quality and value her work has represented to our clients. We are especially proud and grateful that over 85% of our business comes from repeat clients and referrals. As a speaker, Christine is known for delivering high content and for her compelling presentation style. She questions, probes and challenges people to think in new

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ways, generates ideas, and provides action items for success. People leave her sessions re-energized, re-focused, and armed with "how-to's." As a consultant, she has an innate ability to see into the heart of complex issues and helps solve problems.

Christine gives the same attention to small businesses and associations as Fortune 50 companies. Presentations and workshops are highly customized and designed to achieve the needs and goals of each client.

For no obligation information call Gene Leigh, Director of Marketing (847) 581-9968 or email us at cc@christinespeaks.com.

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NEW ATRI Members**

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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.

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

Ashley's U-Pick-A-Part
Joliet, IL
815-460-3692

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

Calumet City Auto Wreckers
Calumet City
708-68-6390 fax: 708-868-8925

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

Deactur Auto Parts, Inc
Decatur, IL
217/877-4371

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

Island City Auto Recyclers, Inc
Wilmington
815-476-9556

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.

Tools for Success - Learn to Delegate, to Tolerate Mediocrity and to Value 20 Seconds

By Ron Sturgeon

The first article in this series listed more than 25 tactics to increase your business success, all of them based on my experience. I started with nothing and didn't get to college, so I know you can achieve maximum success, regardless of your education. E-mail me to get the first article or any of the others in the series. Each, after the first, takes a closer look at one of the tactics.

Learn to delegate. You can't do it all. Yes, you can do the job of many of your employees better than they can, but that does not mean you should. Your employees trust you to run your business so that they get a check every Friday. You have plenty on your plate and can't let yourself be drawn away from the crucial tasks of setting the strategy and managing to ensure its execution.

Yes, it will take your employees longer to get some jobs done. Yes, they will not do the job in the same way or with the same care you would have. It is what it is.

You can't drive the forklift if you want to grow.

I recall in the first year of business, I was the go-to guy for anything Volkswagen because of my many years as a mechanic fixing VWs. My dismantler came in to my office get me to help him get a VW started. He came because I had gotten him in the habit of asking for help when he got stuck.

When he came in, I told him I couldn't work on the sales plan, the finance plan, and the new marketing plan if I helped him start engines. I told him to go figure it out. He understood that I had to work on the bigger issues that would make us grow.

I used this lesson many more times over the years. To grow, you simply must delegate. You will help your business and give your employees the chance to get better at their jobs.

Delegate, but do so selectively. Don't delegate important matters. Don't delegate so that you can slip away to play golf. Delegate so that you have the time to do what you must to grow your business.

Learn to tolerate mediocrity. Employees vary in quality and skills. If all of your employees had great skills and business acumen, they would all own their own businesses. Learn to deal with those who are, er, smarter than others and with those that, well, aren't so bright. After all, you need worker ants.

If you have 20 employees, you will have 5 great ones, and 5 good ones, and 10 worker ants that are great at what they do but are operating near capacity. You can't hold them all to the same standard.

I remember one of my competitors asked me how I could have 60 employees dismantling cars, when he couldn't hire 5 that were worth a crap. He wanted every employee to be as good as he was. I told him to look in the mirror, and review the way he hired, trained, managed, and led his people.

Know the value small increments of time. If you can invest two hours today to save 10 minutes per week for the rest of your career, do it! Even if it pains you, do it!

Marty Satz

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Don't underestimate the value of saving 20 seconds in a process you do hundreds of times per day. Twenty seconds saved 180 times per day is an extra hour. Look at the processes that are the heart of your business to shave seconds from them.

Would you like to have an extra hour per week? Some folks won't take 8 hours to put in a new system that will save them 1 hour per week for the rest of their lives. Be smart. Invest in new systems when they will save enough time to make them worthwhile.

Remember only you can make business great!

Ron Sturgeon, Mr. Mission Possible, has been a successful business owner for more than 35 years. As a small business consultant, he can deliver wisdom and advice gleaned from an enviable business career that started when he opened a VW repair business as a homeless 17-year-old and culminated in the sale of several businesses he built to Fortune 500 companies.

Ron has helped bankers, lawyers, insurance agents, restaurant owners, and body shop owners, as well as countless salvage yard owners to become more successful business people. He is an expert in helping small business owners set the right business strategies, implement pay-for-performance, and find new customers on the web.

As a consultant, Ron shares his expertise in strategic planning, capitalization, compensation, growing market share, and more in his signature plainspoken style, providing field-proven, and high-profit best practices well ahead of the business news curve. Ron is the author of nine books, including How to Salvage More Millions from Your Small Business.

To inquire about consulting or keynote speaking, contact Ron at 817-834-3625, ext. 232, rons@MrMissionPossible.com, 5940 Eden, Haltom City, TX 76117.



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

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

Automotive Recalls Continue to Rise

2015 saw the second consecutive annual record number of automotive recalls. According to National Highway Traffic Safety Administration Administrator (NHTSA) Mark Rosekind, more than 51 million vehicles were recalled in 2015 and “just below” 51 million vehicles were recalled in 2014 - which in itself was a record breaking year. The high 2015 figure includes the enormous number of recalls resulting from the Takata airbag defect. Takata recently announced that an additional 5.1 million U.S. vehicles need to be recalled and late model cars are being investigated for defects as well. Previously the defective airbags were only found in older model cars.

An additional U.S. death has been attributed to the Takata airbag defect. It involves a 2006 Ford Ranger crash in South Carolina in late December which brought the U.S. total to nine fatalities and the worldwide total to ten.

During a speech at the Washington Auto Show, Rosekind stated that “...identifying defects is not enough; we have to make sure they get fixed.” He also urged auto dealers to repair used cars with recalls prior to their sale.

Please go to www.NHTSA.gov to see a list of affected vehicles and www.safercar.gov to identify specific vehicles with recalls using the VIN look-up search tool. As of this morning, the list of affected vehicles does not however include the most recent list of vehicles and NHTSA stated on its website that “An updated list of affected makes, models and model years will be made available as soon as NHTSA receives the information from affected automakers.”

REMINDER: Register TODAY for ARA’s 2016 Midyear Board Meeting, Hill Day & State Legislative Summit!

Visit www.a-r-a.org today and register for the upcoming April meetings in our nation’s Capitol. You won’t want to miss these great events:

- **Sunday, April 17** - the ARA Board of Directors will meet and all ARA members are encouraged to attend to discuss the major issues confronting the profession.
- **Monday, April 18** - the 9th Annual State Legislative Summit will be held and your colleagues from around the country are interested in hearing what is going on in your state. Take this opportunity to tell them about the issues in your state and also learn from their experiences.
- **Tuesday, April 19** - ARA members will be visiting their elected lawmakers to educate them on how they can help with issues relevant to the professional automotive recycling industry. Members will also hear from Congressional speakers and be part of the award presentations to Congressman Adam Kinzinger (confirmed) and to Senator Thune (invited) for their roles in making sure that language was included in the Highway Trust Fund bill last year (known as the FAST Act) that requires automakers to provide access to automotive part numbers, names and component descriptions.

Visit www.a-r-a.org now to register and see you in April!

Changes in the DOT ... Are You Keeping Up?

In 2015 there were a couple of changes to Department of Transportation (DOT) Regulations that may or may not apply to your organization. To make sure you are keeping up, below is a brief description of these two changes.

The DOT has added new descriptions and Proper Shipping Names for Air Bag Inflators/Modules and Seat-belt Pretensioners. These devices have previously been listed with the following entries:

- “Air bag inflators or Air bag modules or Seat-belt pretensioners” assigned to identification number UN 3268, which is a Class 9 hazardous material; and
- “Air bag inflators or Air bag modules or Seat-belt pretensioners” assigned to identification number UN 0503, which is a Class 1.4G hazardous material. This classification is for similar devices that are explosive articles.

As of January 1, 2016, the Proper Shipping Names - Air Bag Inflators, Air Bag Modules, or Seat-belt Pretensioners will no longer be acceptable for UN3268. The new Proper Shipping Names correspond to a revision to regulation 49 CFR 172.102, special provision 160, for a number of automotive industry life-saving appliances that are actuated by an electric signal of a crash sensor or apply the use of a Class 1 explosive device. The new Proper Shipping Names are:

- “Safety devices, electrically initiated” assigned to identification number UN 3268; and
- “Safety devices, pyrotechnic” assigned to identification number UN 0503

The DOT Hazardous Materials Regulations (HMR) require that all employees shipping hazardous materials complete training once every three years. ARAU/ ARA Airbag Pro can assist with your training needs.

Another Shipping Change ... Lithium Batteries

In February, 2015, new DOT HMR went into effect for businesses that ship lithium batteries. Shippers must comply with the new regulations or risk potential fines up to \$75,000 per day. The changes pertain to nearly every step of the shipping process including classification, marking, labeling, and filling out shipping papers.

Under the new rules, a shipment of even a single small lithium cell is subject to specific package marking and hazard documentation requirements. Many employers will be responsible for compliance with shipping rules for the first time and these shippers may be unfamiliar with HMR that apply to their products and packages. The DOT’s HMR require that all employees shipping hazardous materials, including employees involved in shipping lithium batteries, complete training once every three years.

Shipments containing lithium batteries are now so common that noncompliant shipments have a place on the DOT’s “Frequently Cited Violations” list. Do not become a statistic!



You do so much to protect the environment.

Are you doing enough to protect your association?

Join the Auto and Truck Recyclers of Illinois and ...



- ... have your voice heard by government
- ... take advantage of training opportunities
- ... learn more about IL Green Car certification
- ... keep up to date with the ATRI News
- ... use the association website to further your business and sell parts

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

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

This newsletter, the ATRI News, also needs your support.

ATRI
News

Consider placing an advertisement
in the ATRI News.

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Contact our publisher RJ McClellan, Inc.
for more information about placing an ad.

Layout fees waived with 1 yr./6 issue contract.

Contact RJ McClellan at 877-525-4589 or newsletters@rjmc.com

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For more info, please call your friendly Car-Part sales person at **859-344-1925**