

ATRI News



• Register Today!!!!

Registration Information Inside!!!



“Nostalgia”
ATRI Convention
& Trade Show
in Springfield, IL
September 22, 23, & 24, 2016
All events at the State House Inn



September/October 2016

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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:

Michelle Lechner
Executive Director, ATRI
PO Box 9424
Springfield, IL 62791
illautorecyclers@aol.com

Articles may be edited for length and format.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

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David Anderson President

I-55 Auto Salvage, Inc.
Ph: 815-467-2938
Fax: 815-467-7152
dave@i55autosalvage.com

Eric Gallay Vice President

Wood River Auto Parts
Ph: 618-259-6432
eric@woodriverauto.com

Jonah Smith Secretary/Treasurer

Bill Smith Auto Parts, Inc.
Ph: 800-252-3005, ext. 114
Cell: 217-474-3005
jonah@billsmithauto.com

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Bionic Auto Parts
Ph: 773-489-6020
Fax: 773-489-4722
junior@bionicaautoparts.com

Rich Aukland & Jeff Middleton

Rhodes Auto S/S/S
Ph: 815-673-3737
Fax: 815-672-5430
rich@rhodesautossss.com

Larry Brosten

Auto Parts City, Inc.
Ph: 847-244-7171
Fax: 847-244-7279
larry@apcity.com

John Catalano

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

Ken Kasper

Ashley's U-Pick-A-Part
Ph: 815-460-3692
kkasper@ashleyspickapart.com

Rob McCartney

Mack's Recycling
Ph: 217-367-6219
Fax: 217-367-9001
macksauto@macksrecycling.com

Jack Reichel

Chicago Industrial Catalytic
Ph: 321-914-6666
Fax: 847-236-9725
Jreichelcic@aol.com

Jonathan Smith

Bill Smith Auto Parts, Inc.
Ph: 800-252-3005, ext. 112
Cell: 217-493-4774
jonathan@billsmithauto.com

Bryan Tsikouris

Market Financial Group
Ph: 847-398-7060
bryant@marketfinancialgrp.com

Andy Zalon

C & J Auto Parts, Inc.
Ph: 800-783-8121
Fax: 773-523-1158
APZ50@hotmail.com

Michelle Lechner Executive Director / Lobbyist

Ph: 877/880-2874
Fax: 877/747-7597
illautorecyclers@aol.com

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Creative Director

ATRI Contact Information

Executive Director / Lobbyist

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

President's Perspective

By David Anderson, ATRI President

I want to start out by saying thank you to those who attended our membership meeting on Friday July 29th, in Naperville, and to those who came and joined in on the fun the night before at TOPGOLF, WOW! That place is incredible and so much fun! We hope to do another event there in the future.



The presenter from The Society for Asset Liability who spoke to us all on Friday morning did a fabulous job and was very informative, and was a worthwhile seminar about how to limit your company's liability, and how to take advantage of the best company structure for taxes. I think all that attended this three-hour meeting were very impressed and interested in what this guy had to say. He truly was a wealth of information.

I would like to take a few minutes to discuss the importance of networking, networking can be a valuable tool. You get the chance to meet with other Salvage yard owners, and managers throughout our state who are reaching for the same success as you. We all strive to be a better facility. The goal is to have the best practice standards possible, and to be environmentally sound as well. I have met so many auto recyclers over the years by attending the annual convention and meetings, that I have become trading partners with, do

business with and socialize with on a regular basis. I have learned a lot from the way someone else might approach something that maybe I have never tried, and I have shared my thoughts on how we do business too. I also encourage all of my salesmen to deal with the yards I have come in contact with. Establishing a relationship is vital, and will ensure credibility. You are almost always assured that if a problem arises it would be taken care of in a prompt manor with someone you've met and/or done business with before.

In closing, I have to revert back to the term "networking" because it is one of the most valuable tools I have taken away from the yearly conventions and trade shows. It's not only the educational classes, and vendors that we meet and learn from. It's a chance to get real hands-on experience about their products. I would like to personally invite all owners and employees to this year's IL Convention & Trade Show in Springfield, IL September 23/24, I am sure you'll be glad you came. Please come up and introduce yourself to me if we have not already met.

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New ATRI Direct Members:

Recycled Auto Parts Inc
 640 E Saint Charles Rd
 Lombard, IL 60148
 ph: 630/768-6314 fax: 630/495-2709
 email: kendall@qualityrap.com
 website: www.recycledautopartsillinois.com
 contact: Vincenzo Vaccaro

New ATRI Associate Members:

Junk Car Medics
 PO Box 64002
 Rochester, NY 14624
 888/205-8652
 email : junkcarmedics@gmail.com
 website: www.junkcarmedics.com/illinois
 Contact: Felix Maxwell

Executive's Viewpoint

By Michelle Lechner, Executive Director

As our convention rapidly approaches, I just want to point out a few highlights. This year our event will be hosted back in Springfield, IL during the Rt 66 Mother Road Show. Many of you may remember a few years back when we held the convention during that same time. I know so many of you



enjoyed our event that was held at the President Abraham Lincoln Library, and all of the "cool" cars parked all over downtown Springfield. With that said, this year our event will be at the State House Inn which is located right across the street from the IL State Capitol Building, downtown as well. You can take a tour as they do them though out the day, or enjoy the many other activities going on downtown. This year our theme is "Nostalgia" which really fits in with the hotel that has been around for many years, however renovated. We are having a Past Presidents reception that will open our trade show on Friday September 23, and a panel of some recyclers that have been around a long time to discuss "then and now" as an auto recycler. For those of you who are golfers we will be having a golf outing on Thursday at Long Bridge Golf course at 1pm. Another highlight I want to mention is that we are bringing back Mike Kunkel! Mike is a wealth of information especially on sales. You can see the full schedule of meetings and all that will be going on at the Illinois Convention Trade Show September 23/24 in this newsletter. All registrants will be eligible to win a Yeti Cooler!!! Get signed up today!

At the end of July ATRI had a meeting for members presented by the American Society for Asset Protection. All I can say is that if you were not there you missed out on some very valuable information. This was a 3-hour meeting and the time flew by, that is how good and informative it was. Read some of the testimonies below. I have given their name to the National Association, ARA for a possible speaker if needed at the National Convention this year in Baltimore

MD. I wish more of our members would attend these meetings we put on throughout the year. I realize it is difficult to get away, but you should make this a priority and reap the many benefits ATRI has to offer.



The presenter was from The Society for Asset Protection

"The presenter from The Society for Asset Liability who spoke to us all on Friday morning did a fabulous job and was very informative, and was a worthwhile seminar about how to limit your company's liability, and how to take advantage of the best company structure for taxes."

- David Anderson, ATRI President

"This meeting was extremely informative and brought insight to an aspect that hasn't been addressed in previous meetings. I always try to take something away from these meetings and there was more than enough to help me and my company grow for the better. I am glad I made this, only downside was it wasn't long enough!"

- Jonathan

"What a great presentation! This group provided a wealth of informative information on ways to protect your assets and pay less taxes by doing so. I would

recommend listening to what this company has to say."

- Thanks John Catalano Jr. Past President ATRI



ATRI will be meeting with the Director for the Secretary of State in late August to discuss several issues. All I can say is we will be talking about salvage requirements and laws, it's time for a facelift!!! The Director for the Secretary of State will be addressing the attendees at the convention and trade show. Hopefully she will reveal their plan. Stay tuned!



The ATRI Board has decided we need a logo for the IL Green Car Members. This is a really good idea and the members will be able to use it on their letterhead and business cards. Speaking environmentally, as of December 31, 2016 you will no longer be required to pull mercury switches and send them in. There has been no new legislation introduced that would keep this bill going. The cars with mercury switches are becoming non-existent, therefore, no need to still collect them. Of course, IEPA would like you to still collect them, but there will be no money given for them as of 12/31/16.



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The VET Review – IL Green CAR

By: Grace Miller – Environmental Scientist,
VET Environmental Engineering, LLC

This is the first year that an IL Green CAR member may choose to do a self-audit at their facility. Six IL Green CAR members have elected to do so, while the remaining 22 opted to have VET perform a professional audit. While self-auditing facilities may retain their current score if merited, it should be noted that only facilities that opt for a professional audit can raise their score from the previous year. VET has three remaining IL Green CAR members to audit before the ATRI Convention and Trade Show in Springfield. 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 2016 – and they are both PLATINUM! Coultas Automotive Recycling is a returning PLATINUM Medalist and continues to lead the state! Way to go, Ed and the Coultas team! Stafford's Auto Parts is also a returning PLATINUM Medalist, choosing to do a self-audit this year to reaffirm their 2015 score. VET was very impressed with Jim and the Stafford's continued dedication to excellence. 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 9, 2016 to improve their medal standing. Awards will be presented at the ATRI Convention and Trade Show in Springfield. 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 Certification

75% Compliance with IL Green CAR Standards

GOLD Certification

85% Compliance with IL Green CAR Standards

PLATINUM Certification

95% Compliance with IL Green CAR Standards

IL Green CAR SCOREBOARD (2016)

- Coultas Automotive Recycling Superstore (98.89%) – **PLATINUM**
- Stafford's, Inc. (95.98%) – **PLATINUM**
- Bionic Auto Parts – **PENDING**
- Mack's Auto Recycling – **PENDING**
- Auto Parts City – **PENDING**
- Scotty's Auto Parts – **PENDING**
- Collins Truck Parts – **PENDING**
- Bill Smith Auto Parts – **PENDING**
- Red's Auto Parts – **PENDING**
- I-55 Auto Salvage – **PENDING**
- New Cats Auto Parts – **PENDING**
- Elgin Super Auto Parts & Sales, Inc. – **PENDING**
- Speedway Auto Parts – **PENDING**
- Ashley's U-Pick-A-Part LTD – **PENDING**
- BC Automotive Inc. – **PENDING**
- Rockford Auto Parts, Inc. – **PENDING**
- Decatur Auto Parts – **PENDING**
- Aero Auto Parts – **PENDING**
- River Valley Auto Parts – **PENDING**
- Dan's Used Auto Parts – **PENDING**
- Xpert Coring and Recycling – **PENDING**
- Frank's Westside Auto Parts, Inc. – **SCHEDULED**

- Rhodes Auto – SCHEDULED
- W&W Auto Parts – SCHEDULING
- ABC Auto Parts – SCHEDULED (Self)
- Shelby and Sons, Inc. – SCHEDULED (Self)
- Y-Yard Auto & Truck, Inc. – SCHEDULED (Self)
- United Road Towing, Chicago Auto Pound #6 – SCHEDULED (Self)
- United Road Towing, Chicago Auto Pound #2 – SCHEDULED (Self)

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, we 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

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The Electoral Map of the Market

By Jim Weaver, The Burnham Group at Morgan Stanley

You might find the following analogy of the electoral map of the United States and the equity markets helpful and illustrative now that we are in an election year.

What is the S&P 500 Index?

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

Congress vs. Senate

To help explain, consider an example of the Congress of the United States, specifically the House of Representatives. The House of Representative consists of 435 members from across the United States; however, each state is not equally represented. Rather, each state receives seats in the House based on the population (like market capitalization) of that state. The more people that live in a state, the more seats in the House they will receive relative to the other states. For instance, based on estimated 2012 numbers from census.gov, the United States had a population of 313 million people. The most heavily populated state in the country is California, with a population of 38 million, about 12% of the country's popu-

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

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

*Population data according to Census.gov



*Dorsey, Wright & Associates

lation - California receives 53 out of the 435 seats (12%) in the House based simply on the size of the state in terms of population. This is similar to the way that Apple Computer receives the largest weighting in the S&P 500 based upon its largest market cap. The way that the seats in the House are allocated gives the state of California a 12.18% weighting. Next is Texas, which has 36 seats in the House for 8.28% of the vote. New York and Florida both have 27 seats for a 6.21% voting share. On the other hand, states with smaller populations do not receive as many seats. Alaska, Vermont, Wyoming and the Dakotas have only one seat in the House each, which amounts to just 0.23% of the vote! Clearly, the House of Representatives is not an “equal-weighted” body of Congress as some states receive a much larger weighting.

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

The Other S&P 500 Index

In our example above, the S&P 500 Index is the House of Representatives, where the stocks with the larger market capitalizations receive the greatest weighting in the index. However, what about another index? The S&P Equal Weighted Index consist of the same 500 stocks that underlie

the S&P 500; however, the weighting is very different. Instead of weighting each stock by order of market capitalization, this index weights each stock on an equal-weighted basis with each stock receiving the same vote. In our analogy, the S&P 500 Index is structured in the fashion of the House of Representatives, while The S&P 500 Equal Weighted Index is structured as the US Senate.

Let’s take a look at how the different weightings have affected the two indices over time.

Adding Relative Strength to the Equation

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

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

Auto & Truck Recyclers of Illinois Convention & September 23 & 24, 2016

The theme this year is... **Nostalgia**

nos-tal-gia (noun) - a wistful affection for the past or place with happy personal

Our event will focus on **Training for everyone!!!** Owners, Sales and staff.

We will also be hosting a Past **Presidents Reception** at the opening of the trade show on Friday.

On Friday afternoon sit in on the **"Old Timers" Round Table Discussion**, then and now!

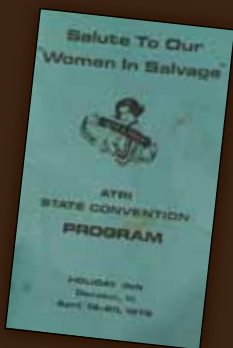
There is a lot to do in downtown Springfield during this same weekend **so bring the family!**

Our hotel is directly across from the Capitol Building where you can take a tour, or just wander the streets.

The **Route 66 Mother Road Show** attractions will include lots of really cool cars, food and

Sponsorship Opportunities

Your support of our convention is greatly appreciated. Sponsorship opportunities exist for those who wish to offer additional support to the convention and our associations. Contact Michelle Lechner at 877-880-2874 for more details.



Contact Information

Michelle Lechner
Phone: 877-880-2874
Fax: 217/787-2276
Email: ILLautorecyclers@aol.com
or INautorecyclers@aol.com

Mailing Address: Convention

Auto and Truck Recyclers of Illinois
PO Box 9424
Springfield, IL 62704
www.cmarconvention.com

Keynote Speaker: Secretary of State Director Back by popular demand Mike Kunkel!

Mike has 35 years' experience in the automotive industry. Using a basic and proven platform, Mike is known as an expert at helping recyclers in the buying of product, inventorying it, processing it to the customer profitably.

Schedule of Events* - All events happening at State House Inn

Thursday, September 22, 2016

- 1:00 **Golf Outing**
• Long Bridge Golf Course

Friday September 23, 2016

- 8:00 - 9:00 **Consulting - Why do we need it?** - Mike Kunkel
9:10 - 10:00 **Parts Trader** - Ken Weiss
10:10 - 11:00 • **U-Pull-It** - Sherry Heckenast
• **Social Media Training** - Jim Weaver
11:10 - noon • **Hybrid Yards** - Mike Kunkel
• **Cores/Commodities** - Rass
Noon **Lunch Keynote Speaker**
- **Secretary of State Director, Sydney Roberts**
1:00 - 1:50 • **Buyers numbers increase**
• **VET Environmental/IEPA**
• **Sales Through Purchasing** - Mike Kunkel
2:00 - 2:50 **P&L The Profit and Loss Report** - Mike Kunkel
3:00 - 3:50 **Production - What to Warehouse and What to Leave in the Vehicle** - Mike Kunkel
4:00 - 4:50 **Old Timer's Round-Table** - Jonathan Smith, Moderator
5:00 **Trade Show Opens Past Presidents Reception**

Saturday September 24, 2016

- 9:00 - 9:50 • **Sales Basics**
• **Bid Buddy**
• **Pinnacle**
10:00 - 10:50 • **Sales/Extension**
• **VET Environmental**
11:00 - 11:50 • **Sales/Brokerage**
• **Car-part.com**
Noon - 3:00 **Trade Show/Exhibit and Cooler Giveaway**
IL GREEN CAR
Trade Show will be held at the State House Inn.
This information is for informational purposes only.
Road Show taking place at the State House Inn.

* **Schedule subject to change**

Please note: airbag and seat belt are required, however, you can opt out.

If you want to opt out, please do so the day before.

Hotel Information

State House Inn

101 East Adams Street • Springfield, IL 62701 US
Reservations: 844-251-7757 • Mention the ATRI Convention when calling.
Room rate is \$99 until August 22, 2016.

A stay at The State House Inn, an Ascend Hotel Collection Member places you in the heart of Springfield, walking distance from Illinois State Capitol and Illinois State Museum. This hotel is within close proximity of Old State Capitol and Abraham Lincoln Presidential Library.

& Trade Show

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associations.

day evening.

through this historical sight.
entertainment.

tor, Sydney Roberts

, Mike looks at the entire operation.
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2016

– Mike Kunkel

Setup

ended Warranties – Mike Kunkel

mental/IEPA

ering Parts – Mike Kunkel

om

Lunch on the Trade show floor

Give Away.

R Awards Presented by VET Environmental.

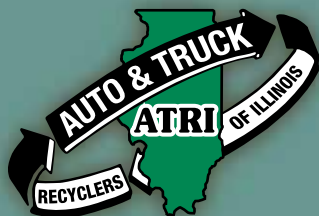
be open to the public last 2 hours of the Trade Show.

has been made public due to the Route 66 Mother
ng place during our convention and trade show.

e.

forklift training will not be provided,
get this training on-line through ARA

ould like to bring a car to show to all,
hotel provides plenty of free parking.



ary and Museum.

Attendee Registration

Registration fee is \$99 per person or \$79 per person if three or more and \$69 per person if five or more register from the same facility.

*Fee includes all meals, seminars and a chance to win a Yeti Cooler!!!
Must be present to win on Saturday during the lunch hour.*

Company Name _____

Contact Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail address _____

Website _____

Names for Badges

Names for Badges

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

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

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

Golf Outing _____ @ \$18/person = \$ _____

If you are planning to attend the golf outing on Thursday

Names for golf outing: If there is someone in particular you
would like to golf with, please indicate on this form.

Long Bridge Golf Course
1055 W. Camp Sangamo Rd
Springfield, IL

TOTAL \$ _____

So we can better plan our meal requirements, please indicate which meals you will be attending and number of meals required. (Breakfast is provided by the hotel) Thank you!

Friday Evening

How Many?

Saturday

How Many?

Y N

Lunch

Y N

Lunch

Past Presidents Reception

PAYMENT INFORMATION

Mail to: Auto & Truck Recycler of Illinois
PO Box 9424 • Springfield, IL 62704
Fax: 877-747-7597

Enclosed Check payable to: Auto & Truck Recycler of Illinois

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Name on Card _____

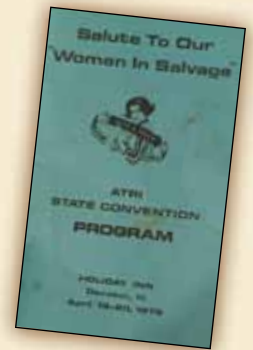
Credit Card # _____ VSC _____

Billing Zip Code _____ Exp Date _____ / _____

Signature _____

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

Auto & Truck Recyclers of Illinois Convention & Trade Show September 23 & 24, 2016



Nostalgia

nos-tal-gia (noun) - a wistful affection for the past, typically for a period or place with happy personal associations.

Vendor Registration

Table & 2 Chairs \$600 \$ _____

Extra Table \$200 \$ _____

Please check here for electricity

Set up times begin 1:00pm Friday and tear down will be by 4:00 on Saturday.

Company Name _____

Names for Badge(s): _____

Address: _____

City: _____

State/Zip: _____

Ph: _____

Fax: _____

Email: _____

Website: _____

Sponsorships Available

Sessions Sponsor \$500 \$ _____

Speaker Sponsor \$500 \$ _____

Past Presidents Reception \$2500 \$ _____

Lunch Sponsor \$1500 \$ _____

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To help us plan accordingly, please let us know how many people will be attending lunch on Fri _____ Sat _____

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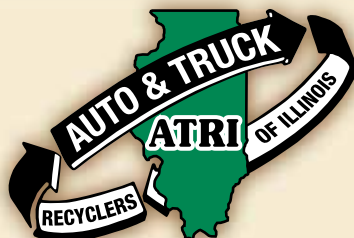
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A Picture is Worth 1,000 Words!

By Theresa Colbert

In fact, in today's market an image could be worth more than 1,000 words. It could be worth thousands of dollars to your business! A picture can convey information much more quickly than reading a written description. Now that Car-Part Pro has images, I thought this would be a good time to talk about images of your vehicles and parts.

Why are images so important? First of all, images give customers confidence that they are buying the correct part and it is in the condition that they expect. When you are making a purchase online and the item does not have a picture, do you look at it or just skip to the next one? I skip to the next one. I feel if there is no picture there must be something wrong with it. I have no idea if that is even true, it's just how

my brain works. Like I have always told my children, "It's not always what IS true, it's what someone PERCIEVES as true!" (This usually comes up during discussions of clothing or tattoos, but you get the idea!)

I gave a class on this topic and have done quite a bit of research on images. Let me share some FUN FACTS with you!

- 60% of consumers are more likely to contact a business when an image shows up in search results.
- In eCommerce, 67% of consumers say the quality of an image is "very important" in their purchase.

Image quality is so important that author and online strategist Jeff Bullas says, "Online consumers think the quality of a product's image is 64% more important than product-specific information, 54% more important than a long description, and 53% more important than ratings and reviews."

I can only imagine how our recycling world will change with Car-Part PRO and Car-Part.Com now including images in searches! They will have the ability to see your images while they are doing the estimate on the vehicle! This is so exciting to me! I have never been much of a shopper – I am just not a fan of crowds or shopping malls. But online shopping? Oh yeah! I can get things for my home, birthday gifts, and the Christmas craziness is a thing of the past! What is the single most important thing to me with online shopping? Images, of course! I am not going to buy that sweater or new kitchen rug unless I see it first!

When it comes to image quality, practice makes perfect! Take more images than you think you need. Take them from many angles and pick out the best ones. Circle any damage so that the shops can see the scratches or dings before purchase. When a shop sends back a door as "too much damage" you will have proof to show the insurance adjuster that your door was not "bad" and that the shop was perhaps being a bit too picky.



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Go online and look at other yards' images. When you find images that appeal to you, try to make your pictures look like theirs. As recyclers, you are not just selling parts. You are also buyers, brokers, and consumers. If it looks good to you, it will probably be good for your customers!

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.

Auto & Truck Recyclers of IL Convention & Trade Show

By Mike Kunkle

I hope everyone is making their plans to attend the Illinois State Association meeting that is coming up in Springfield on September 23rd & 24th. I know that my plans are made and I have a lot of fun sessions planned.

Friday is going to have a strong management flavor to it as we explore an array of topics from consulting basics to the proper ways to determine what parts should be pulled in dismantling.

We have some information for everyone on how to buy better to increase your sales and sessions on self-service and hybrid models.

I will be doing a number of sessions but there is a very strong lineup of speakers that will give you some golden nuggets of information to take home with you.

I am spending my Saturday teaching sessions on how to grow your sales in-



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Thank you,
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| <input type="checkbox"/> Body Shop | <input type="checkbox"/> Automotive Mechanics |
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| <input type="checkbox"/> Domestic Vehicles | <input type="checkbox"/> Light Truck |
| <input type="checkbox"/> Other _____ | |

Investment

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|---|-------|
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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.

Auto & Truck Recyclers Convention and Trade Show held annually

This event rotates around Illinois. 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 our convention 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.***

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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.

Industry

dividually and as a team. We will be covering a variety of topics on how to sell warranties and brokered parts. We are in a world full of information about our parts and prices. We will discuss the ways to make that information work in our favor instead of just being about having a cheap price.

We are at a dynamic point in the salvage industry. Full service is very profitable again, self-service margins are being squeezed but profits are still abundant. Hybrid models are becoming the rage and make a lot of sense too many people. Salvage is on sale right now but most people don't see it that way.

If you find that you are not taking advantage of the current market conditions and are not as successful as you once were, now is the time to come check out the information that is going to be presented to your association at the State House Inn in Springfield on September 23rd – 24th.

My plane is booked and my presentations are ready. I can't wait to see you there!

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