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**Illinois Convention & Trade Show
September 29 & 30, 2017**

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July/August 2017



**Auto & Truck Recyclers
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Convention & Trade Show
September 29 & 30, 2017**

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Full payment is required and must be received with application. Space will not be held without payment & forms. We reserve the right to reject any application ATRI deems as inappropriate in nature. If a company's application is rejected, payment will be refunded. After acceptance of this application, all contract for space will be sent to the applicant. We accept checks payable to the Auto & Truck Recyclers of IL or Visa/Master Card

EXHIBITOR REGISTRATION

Set up: Friday September 29, 12pm - 4pm
Tear down Saturday anytime after 3pm
Show Hours: Friday, 5pm - 9pm • Saturday, 12pm - 3pm
**Chicago U-Pic-A-Part
3130 S. St. Louis Ave. Chicago, IL**

Company Name _____
Names for Badge(s): _____

Address: _____
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Electricity, Internet, & Meals included with registration. Make selections below. Exhibit tables are assigned as they are received on a first come, first serve basis.

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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.

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President's Perspective

By David Anderson, ATRI President

Finally, summer is here and I hope everybody has a very enjoyable, prosperous and safe summer. It's a time to enjoy vacations and family if possible. We all get caught up in our day to day work that seems to be never ending, so down time is always good.



I have one announcement to make, I became a Grandfather April 19th at 8:01 to a beautiful Granddaughter, Blake Victoria, she was 5 lb. 15 oz. and 19 inches long. She arrived three weeks early, but she is perfectly healthy and doing very well! I am enjoying being a new Grandfather and spoiling her already at 6 weeks old. I am sure she will have me wrapped around her little finger forever. It is a wonderful feeling to become a Grandparent!

I'd like to remind everybody about our fall convention & trade show September 29/30 at the Chicago You-Pick-A-Part yard. Michelle and the ATRI Board have been working very hard on to make it another great convention. If anybody has any interest in getting involved on any committees let Michelle know.

Now that summer is here, I know Sara from Vet Environmental is starting to do the yearly audits for our IL Green Car Members. I hope everyone stays environmentally conscious throughout the year, and that everyone's inspections go well! It's great to have such a superb program that is a huge benefit to our ATRI members. After 4 years of having this program, we still are gaining certified members in IL. Sara has been able to grow the program by showing the benefit of being a member of the ATRI Association. Sara will be presenting at the show this year, so for those of you who are interested come and see her presentation in Chicago September 29th & 30th.

I want you also to know Michelle and Joey are working very hard on different legislation issues with the Secretary of State's office, and vehicle services. So many of the salvage laws in the IL Vehicle Code are outdated. Hopefully we can get some things changed. Seems we are always working in that direction, but let's not forget, it is IL.

Again, I want to encourage you to attend our event this year in Chicago. The Chicago U-Pic-A-Part yard is a Heckenast family owned yard, and while I have not been there myself, I can assure you it's worth the trip. It's shaping up to be a great event and I am really looking forward to it. Watch for more info from the ATRI office.

In conclusion, have a great summer everyone!

David Anderson, I-55 Auto Salvage

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Executive's Viewpoint

By Michelle Lechner, Executive Director

I can't believe it's June 1st already! As I talk with members and ask, "how is business?" the answer has been either good, steady or busy. I know the scrap market is not what it used to be, but at least it is up a little now too. I would imagine all of you are doing some winter clean up



as summer has arrived. Always remember, if you need assistance please don't hesitate to let me, or Sara from Vet Environmental know. Now more than ever you all need to be on your game when it comes to environmental issues. Yes, our IL Green Car Membership has grown, and I am not surprised with all that it has to offer. Who doesn't want to be environmentally sound? With OSHA on the prowl all the time I know I would want to be. For more info on the IL Green Car Program you can attend a seminar at the IL Convention & Trade Show September 29/30. If you are lucky enough to get an award they will be given out at the convention again this year.

Speaking of the IL Convention & Trade Show, everything is in the works for a great event. We are very excited and grateful to the Heckenast family for hosting this year's event at the Chicago Pic-A-Part yard. If you saw our last magazine then you saw the yard, WOW! All of our events will be held there for this two day event. The hotel property is only 7 miles from the yard. It's the Holiday Inn Countryside. Room rate is \$139 a night and that comes with free parking, and a free hot buffet breakfast that is normally \$12.99 per person. There is also free shuttle to and from Midway Airport. The hotel shuttle has agreed to shuttle our guest to and from the yard twice on Friday. So, everything happens at the yard. All meetings, meals and tradeshow. Oh, did I forget to mention free beer? Yes, all for a very low cost to you.

Presenting this year will be Sherri Heckenast on U-Pull-It's, Ryan Falco will be doing the staff trainings throughout the two days. The Society for Asset Protection will be presenting as well. I know I have said this before, but they are a wealth of information/education, seriously! If you are looking after the future of your yard, then this is for you. I haven't filled in all the blanks yet as we are still working behind the scenes to bring you the best this industry has to offer. For everyone who registers you will automatically be eligible to win a Weber grill/Omaha Steak package. That drawing will be at the close of our event on Saturday. Yard tours will be set up for Thursday and Friday too! If you have not been to an education meeting in a while, then it's time you do! Chicago has a lot to offer, so pack up the family and join us. The idea of



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continuing education is a win win situation not matter how you look at it. In this ever- changing industry it is important to stay on top of all current issues. I could name so many members that I have not seen in a long time. You know who you are, so come and reap the benefit of this upcoming event on September 29/30.

Legislatively I can tell you once again, we are working on it..... IL is a tough state to get anything done right now. We are meeting and discussing some issues that include the rebuilt process, junk titles and timely titles. All seem open to our idea's. I think they are recognizing that this does not just benefit us but the state as well. Let's face it folks, there is so much in the IL Vehicle Code that needs updated that not even the powers at will disagree with that statement. There are so many issues we would like to accomplish but our hands are tied as IL can't even agree on the state budget. So many are suffering, educational institutes, family services and the list goes on. While I do feel closer to some of these issues getting accomplished, because we have been so constant on it, all I can say is that we aren't letting up! It is my hope to see results, and hopefully have a lobby day here in IL to really get heard.

I want to briefly discuss social media. I do think this is the way of world, with either FB, websites, Instagram or however you choose to use it, you should definitely do so. Please go and like our FB page. I do check it daily and I share all the time, I encourage you to share and post too. Maybe it is something for sale, or you are looking to hire, whatever the issue please feel free to post it! If you have not already given me your logo and 50- word blurb, please do so and I will make sure it gets on the website.

As I come to a close, there are still a few of you who have not renewed for 2017. If you have not renewed by the time the next newsletter goes out you will no longer be listed. Also, you must be a current ATRI member in order to be an IL Green Car Member, please check your member status.

Have a great summer!

Michelle Lechner



Auto & Truck Recyclers of Illinois

Application for Membership Please print or type

Business Name _____

Contact Name _____

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County _____

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| <input type="checkbox"/> Body Shop | <input type="checkbox"/> Automotive Mechanics |
| <input type="checkbox"/> Towing | <input type="checkbox"/> Import Vehicles |
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- 10 + Employees \$500
- Associate \$250

Amount Remitted \$ _____

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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.

Auto & Truck Recyclers Convention and Trade Show held annually

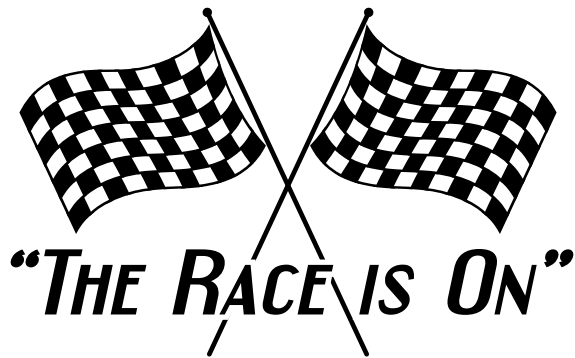
This event rotates around Illinois. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes our convention 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.



**Illinois Convention &
Trade Show
September 29 & 30, 2017
*Save the Date***

Seminars & Events include:

- **Sherri Heckenast**, Host of the event and presenting on U-Pic-A-Part yards
- **Ryan Falco**, General Manager of Midway Auto Parts in Kansas City, Missouri.
- **Society for Asset Protection**
- **Vet Environmental** – IL Green Car and more. Get your questions answered
- **Yard Tours on site and around the Chicago area**
- Brought back by popular demand, **Old Timers Round Table**
- Key Note Speaker TBA

Exclusive Trade Show Hours

All events are at the yard, Chicago U-Pic-A-Part Exclusive one-on-one time with exhibitors and attendees before the Hors d'oeuvres, cocktails and auction and more begin in the trade show area.

Hotel Info

Holliday Inn Countryside
6201 Joliet Rd Countryside, IL 60525
Call (708)354-4200 Special room rate if you mention Auto & Truck Recyclers of Illinois. Includes a full hot buffet breakfast, free parking, free airport shuttle to Midway Airport
CUT OFF DATE IS 8/28/17

Help with Live Auction

Please consider donating a service or item for the Friday night Live auction. This item can be a product or service from your company, or any item that you think would get the bidding going in a live auction. Your donation and support is appreciated!

Schedules of Events:

Friday, September 29

- Noon Registration
- 1:00pm – 4:00pm** Seminars sessions, running concurrent
- 4:00pm - 5:00pm** Trade Show opens, one on one time with exhibitors
- 5:00pm - 9:00pm** Trade Show, reception with cocktails & hors d'oeuvres and auction, and more in the trade show area

Saturday, September 30

- 8:00 – Noon** Registration
- 8:00am-9:00pm** Car-Part.com
- 10:00am-Noon** Training with Ryan Falco
- 11:00am** IL Green Car Awards (trade show floor)
- Noon – 12:30pm** Lunch with Exhibitors
- 12:30 – 3:pm** Trade Show Opens
- 3:00pm** Drawing for Weber Grill/Omaha Steak package. All Attendee's eligible for the **Weber Grill/Omaha Steak Giveaway to be presented Saturday at the end of the trade show. Must be present to win!**

All subject to change

Contact information:

Michelle Lechner
877/880-2874 fax: 877/747-7597
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Shuttle on Friday to and from the yard!!! • Free Beer!!!

Member News:

Dave Anderson Welcomes New Granddaughter

Blake Victoria

Born April 19 at 8:01

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A Lesson From Azalea, It's Never All Roses

By James F. Weaver

The recent tee off of the Master's offers some interesting analogies to the equity markets that may be of interest. If the 13th hole at Augusta National, home of the Masters, isn't the perfect golf hole, it is close. If it isn't the most strategic hole at Augusta National, it is close. And if a hole that is aptly named "Azalea" isn't the most scenic on the golf course come early-April each year, we dare you to confront the course superintendent. Augusta National is unique as a golf course in so many ways, and the most avid golf fans can do is little more than just sit back and watch in awe. The par 5's at Augusta, of which the 13th hole is one, are among the easiest holes on the course based upon scoring averages, and often the only holes that play under par. The 12th hole, by contrast, is the shortest hole on the course (155 yards) and is typically played over par. In fact, the historical stroke average for this hole is above par at 3.29. It is sometimes among the most difficult hole on the course in relation to par. But it is that first step off the slippery 12th hole that concerns the

best golfers in the world during their competition. This is when they head up to the final hole of what is affectionately referred to as "Amen Corner," the 13th.

Historically, the 13th at Augusta is among the "easiest" course holes. On average, it's scoring is under-par at 4.79. It's not to say there aren't scary moments for the pros. When they get to the 13th in today's composite-fused, over-sized, extra-long, super-stiff, NASA approved driver world, it isn't the length of the hole that is daunting; almost every player in the field is capable of reaching the 510ish yard par-5 in two strokes. Rather, the combination of distance, a severely sloping fairway, and the most famous creek in golf (Rae's) protecting a green that makes the 13th one of the most strategic holes in golf.

On one hand, the green is easily reachable in two for a scratch golfer (distance), if played well. On the other hand,



some of the best golfers in the world at the time have literally putted a ball off the green and into the creek (Tiger Woods in 2005). But first, to have a chance at eagle in this year's Masters Tournament at the 13th, a good tee shot is required to give the golfer an opportunity to even think about an aggressive second shot. A drive in the trees or the pine needles makes going for the green a treacherous proposition with a low probability for success. Even with a good tee shot, the second shot is one of pure strategy, a point driven home like a John Daly slap-shot back in 2007. That same year Tiger Woods had a remarkable eagle at 13 in the final round of that year after hitting the green in two, and caused perhaps the loudest roars Augusta generated for the tournament. The eventual winner, Zach Johnson, chose not to attempt the green in 2 shots a single time, and as the sun set on Master's Sunday he was the one slipping into a new green blazer. Who could forget when Bubba Watson, back in 2014, managed to go onto claiming his second green jacket after gaining plenty of momentum on 13. He blasted his drive over the trees and onto the fairway, then pulled out a sand wedge to plop it over Rae's Creek and onto the green in two. He then birdied the hole; number 13 at Augusta is quite simply a remarkable risk-reward hole that offers many ways to play it and many ways to fail.

It is this type of risk-reward decision that disciplined investors are faced with each and every day in the markets. The key to repeatedly making rational, sound, decisions in the markets is by

having rational sound indicators and a discipline--and believing in them! A golfer knows his distance, his lie, the wind direction and whether to play aggressively or not, before pulling a club. Some of that knowledge comes from experience; the rest comes from his "caddy". The average investor, for many different reasons, often doesn't recog-

nize what hole is being played, much less which way the wind is blowing or in which direction the green slopes. Without sound indications of where risk levels reside in the marketplace currently, it is difficult for an investor to know which club to pull out of the bag, much less how to swing. If investing long enough, all kinds of markets



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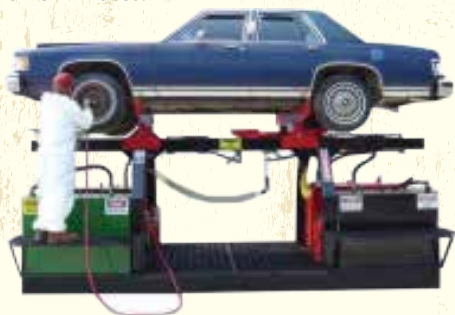
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will be encountered, yet the worst thing an investor can do is not to have a game plan, or to abandon one in place. The front nine of the market could go flawlessly, yet the back can confront them with all kinds of challenges. These types of holes will happen, yet the question is how do you handle the adversity? Good golfers focus on their discipline, the fundamentals, on the current shot, and not the next eight holes - so should the investor.

When we look at our market indicators, we currently see a challenging second shot, but one in which there are many "right" answers thanks to the outcome of a good start to the markets this year. Domestic equities remain firmly planted in the number one asset class within our discipline and international equities has asserted itself into the #2 position, so overall the market is rewarding equity exposure. While many important factors are favorable, there are still risks, so instead of being dead set on an eagle, being comfortable with a birdie or par is sometimes a good hand. We do have perspective on what our "lie" is today, which allows options to be realistically evaluated for the shot in front of us. One consideration, for example, is the slight increase in volatility over the course of the last month, which suggests a more defensive approach with individual security selection.

There will always be those investors who want to wait until everything lines up to put money to work in the market. They want to open up the Wall Street journal and see the headline, "All Roses", at the top of the front page. They want to see representatives on the floor of congress holding hands and singing "Kumbayah," a US economy that looks like someone put rocket fuel in the gas tank, and all G20 heads of state participating in one big group hug. The problem is that, first of all, that isn't going to happen and, second, if it did it would probably represent a top in the market. Some investors have learned the futility of playing golf with no practice or training. Others would just as soon spend years on the range getting their game "right" before venturing onto the course of reality. In both cases opportunity and/or money is sacrificed, although that depends on an individual's risk profile. An evaluation of the market environment will never yield "all roses," but rather something more similar to a tough shot with a number of potential right answers.

A choice may be to choose a layup - that approach won the Masters before, yet now is not the time to stare at this market, frozen like a deer in the headlights.

None of us will ever have tomorrow's Wall Street Journal, therefore investors must find a methodology that gives the confidence to actually swing the club – a caddy, a specific discipline that can be adhered to. Great golf players hit the occasional bad shots and lousy players will hit enough good shots to at least give them hope for the future. Those that win, however, have good training, effort, and solid course management. For investors, having a process that allows one to make logical, disciplined investment decisions in a repeatable fashion increases the probabilities of success. It may not make azaleas bloom until December, or Rae's creek run dry for your next shot, and it surely won't get you a Monday morning tee time at Augusta. It will keep you on the course making sound and consistent decisions...a recipe for success.

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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.

Mobile Apps - Why Does Your Business Need One?

By Theresa Colbert

I was reading an article in Forbes magazine* right around the time that Car-Part.com came out with the MyPartsApp for our yards. The article was talking about “being ahead of the game” and “taking marketing to the next level.”

I already had apps on the brain, but the article got me thinking about how we use them. It seems to me that our industry is one that takes a bit of coaxing to embrace technology. Oh, not every customer or every yard – far from it. We have some movers and shakers out there who grab every new electronic device as it comes out. These are the same yards that had computerized inventory systems as soon as they were on the market. I have customers who I have known for years who grabbed domains and eBay names in the late 90s, knowing that someday these “may come in handy.”

On the other end of the spectrum, we still have the yards that use the “I keep it all in my head” technology. Obviously, any industry is going to have both the tech-savvy and the tech-scared; I get that. My fear is that in this day and age, how will customers know where you are? I know that I have asked this question before: when is the last time you opened up a phone book?

The Forbes article went on to say: *“If you think that mobile apps are solely for big name brands like Walmart and Bank of America, you are wrong. More and more small and midsize businesses are following the mobile trend, understanding that an effective mobile strategy involves more than just a mobile-friendly website.”*

Even those of us with limited technology skills understand the value of websites and apps. I like to call my cell phones my “hand top computers.” When you are on the road as much as I am, your phone becomes an extension of you. I don’t actually use either of mine for making many phone calls. I do so much of my customer contact via text and

email – I can actually usually respond quicker from my cell phone than from my computer! I have to say that I am quite surprised at the number of apps I use each day. I have apps for banking, to read books, and to scan VINs into Core Pricing (just to name a few).

One of my favorite apps is the Car-Part.com app. In the 5+ years I have been at Car-Part.com, I have been stopped by strangers at gas stations and at yards because I was wearing a Car-Part.com shirt. They stop me to tell me that they use our website all the time, but really wish that it had images and an app. Now when they stop me I can say, “we have that!”

I think we all need to take a look at the things we use every day and ask ourselves if our business would benefit from some of the “new-fangled technology.”

***“When you’re finished changing,
you’re finished.”***

Ben Franklin

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

* If you want to look up the article for yourself, it’s titled “Here’s Why Your Business Needs Its Own Mobile App.”

Theresa Colbert is an on-the-ground representative for Car-Part.com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. With her background in aftermarket and from working “on the recyclers side of the counter” Theresa is a firm believer in our industry and the value that recycled parts have. With over 23 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa speaks at industry trade shows, give classes to recyclers and writes a monthly articles for trade publications.

Top 5 Tools For When a Regulator Shows Up

Reilly Taylor – Geologist, Grace Miller – Environmental Scientist,
VET Environmental Engineering, LLC

1. Treat inspectors in a welcoming and professional manner.

Treat the inspection as if meeting the in-laws for the first time. For those of you lucky enough to have never experienced this situation – shake off any anxiety, be confident, be courteous, and smile! It’s important to start off on the right foot and set the tone for a positive interaction. Welcome the inspector to your facility. Introduce yourself and other managers and employees nearby. Ask for the inspector’s name and the agency and department they are representing (get a business card if possible). After the introductions, kick up a little small talk to ease any tension by asking how the drive was or what city they are from. When the clipboards come out and the inspection begins, don’t take offence to any noted deficiencies or recommendations. Be polite and accommodating to ensure the inspection goes as smoothly as possible and the inspector leaves on a positive note.

2. Do appropriate PPE and provide it to the inspector if necessary.

Before you head out to working areas, be sure you’re wearing your PPE. For typical recyclers this may include a hard hat, steel-toed boots, safety glasses, gloves, and/or reflective vest. The inspector should also wear PPE

– keep a clean set (or two) in your office on the off chance a surprise inspector doesn’t have their own. This shows the inspector that you’re dedicated to the safety of all people at your facility, not just your employees.

3. Take notes and be responsive.

It’s important to show the inspector that you value what they do and want to benefit from the inspection. Follow the inspector as they complete their inspection and answer any questions they may have. Provide honest and definite answers without adding extraneous information. Avoid speculation on anything you do not know for sure. If you cannot answer a question, tell the inspector you will look into it and get back to them in a timely manner. Take notes on what the inspector observed and any comments made. If the inspector seems open to discussion, ask them if they have any tips or recommendations and jot down any helpful notes. During the conclusion of the inspection ask the inspector any remaining questions you may have. At this time, it is a good idea to ask the inspector to summarize their findings. Please note that the inspector may not be obligated to provide you with an inspection summary before they leave and you may have to wait for a written report. In taking notes and being responsive, you show the inspector your willingness to improve and act on noted deficiencies.

4. IT’S NOT THE END OF THE WORLD! Know that most violations are fixable. A single inspection will not lead to the downfall of your entire business.

Inspectors are human. They spend most days plowing through paperwork and working around unhappy people being cited. They don’t really want to be there

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any more than you do. Their goal and your goal are mutual: to fix the problem and move on. Regulators don't expect businesses to be perfect all the time, and they don't expect compliance to suddenly happen overnight. What they do expect is respect, an honest effort by your company to fix noted problems, and work toward compliance. Be sure to maintain communication with the agency throughout the process and respond to all communication in a timely manner. Do NOT ignore them. They will not go away (trust us – they really won't), and ignoring them could result in fines or drawn-out enforcement action that was not originally intended. When you work with the agency instead of against it, it shows that you genuinely want to fix the problem and puts your business in a favorable light. There IS life after a violation.

5. Always be prepared.

Keep records handy. You should be able to readily access certifications, training records, your company's salvage license and business permits, your stormwater and spill prevention plans, and any records of waste material disposal. Not only is it beneficial to have these in a crisis, but it also shows the inspector that you care enough about your business practices to keep and maintain your records.

Conduct regular walkthroughs of your facility. Encourage good habits and immediately address substandard ones. Look for things that could be unsafe or ways to improve your processes – use a walkthrough as an opportunity to streamline your business. Periodic clean-ups, even ten or fifteen minutes long, should be a priority and should involve EVERYONE. Cleanliness and tidiness provide regulators with a first impression of your business – make it a good one!

Finally, you're never expected to go it alone. Consider choosing a program to help you keep on top of those inspections, trainings, and records. The program should be administered by a professional familiar with requirements for YOUR industry and state. The program should provide recordkeeping, safety training materials, required inspections, due dates, and reminders. A good program will give you peace of mind, help you maintain compliance, and stay organized. Let the program deal with researching requirements and developing materials so you can focus on performing the tasks and running your business.

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ARA News

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On the Road Again To Compliance Through CAR

The environmental standards of the **Certified Automotive Recycler or CAR** program certifies that participating automotive recycling facilities meet standards driven by laws. The CAR standards are the road map to compliance for ARA members.

The **CAR Environmental Standards** cover a wide array of rules and best management practices for automotive recyclers. Some general topics such as spill cleanup, fluid management, parts cleaning and **stormwater permitting**.

Verify that the documents required by the CAR Standard are available at the salvage facility. Recordkeeping is very important to maintain on a regular basis so that the facility is ready if/when a regulatory inspector shows up. The documents required are designated by an icon that indicates to verify documentation that affirms the standards is met.

Storm Water

The Clean Water Act prohibits the discharge of pollutants to the waters of the United States from any point source, unless the discharge is in compliance with a National Pollutant Discharge Elimination System (NPDES) permit. NPDES or stormwater program established a framework for regulating storm water discharge based on industrial activity.

Those industries identified by standard industrial classification (SIC) code include salvage activity. Automotive salvage activity typically uses SIC code 5015 for wholesale used automotive parts. Automotive salvage yards have particular concerns for adding pollutant to storm water runoff due to the sheer number of vehicles present in a yard at any given time.

Storm Water Pollution Prevention Plan (SWPPP). Effective pollution prevention of storm water pollutants is accomplished by choosing applicable Best Management Practices (BMPs) as identified in the SWPPP developed as part of the storm water permit requirements. The SWPPP must be signed and made available to regulatory inspectors upon request.

Monitoring and Reporting Requirements. In most states, the facility is required to sample runoff for the presence of contamination in storm water discharge. Facilities must retain a copy of the storm water pollution prevention plan, records of all monitoring information, copies of all reports required by the permit, and records of all data used to complete the application for the permit.

Environmental Standards

Storm Water Permit

- Ensure compliance with Storm Water regulatory requirements.
- Storm Water Pollution prevention Plan or SWPPP Implemented With Training.
- Storm Water Sampling conducted per State Regulation or NOT Required.

Download the CAR Guide at <http://arav3.timberlake-publishing.com/Files/CAR%20Program/CAR%20Guide-2015-FINAL.pdf>

This series of CAR Program articles are intended to de-mystify the CAR program for ARA members who are not CAR certified. ARA members that have embraced CAR certification as their road map to compliance find that the program is a useful tracking tool.

Updates on Congressional Action on OEM Parts Data Issue

Rep. Adam Kinzinger (R-IL) reintroduced the comprehensive data bill - H.R. 2460. It already has 2 cosponsors: Rep. David Rouzer (R-NC) who is on the House Transportation Committee and Rep. Markwayne Mullin (R-OK) who is on the House Energy & Commerce Subcommittee with jurisdiction. We are expecting more Members of Congress to cosponsor as well, especially as a result of ARA's Hill Day visits to dozens of Congressional offices. The legislation requires that automakers provide professional automotive recyclers with the following parts data which is currently available to other segments of the automotive supply chain: "Each original equipment manufacturer (OEM) part name included with such vehicle, a description of each such part, each part number (including any superseded and successor OEM part number), any other part identification number (such as a serial number) and distinguishing markings of each such part, and the software of each such part (if applicable)... Build sheet information... Additional information as determined by the Secretary." In another significant action, after the ARA Hill Day's Kentucky members' Congressional visits, Senator Rand Paul (R-KY) sent a letter to Transportation Secretary Chao on the issue of implementation of the Kinzinger provision on recalled parts data which was enacted in December 2015. Before sending the letter, Senator Rand Paul's staff reached out to ARA for clarification of a few technical points. The letter requests that recall safety reports submitted by auto manufacturers "...should include specific recalled parts designation and information that is tied to a specific Vehicle Identification Number (VIN), retrievable in a searchable electronic format, and retroactive for all vehicle recalls dating back to the Tread Act [2000]". ARA applauds the leadership that all of the mentioned Members of Congress have shown to the critical issues of concern to professional automotive recyclers.

Copart Releases "Why Buy Recycled Parts" Video

A new video released by ARA associate member company Copart is highlighting four reasons for purchasing recycled parts. Entitled "Why Buy Re-cycled Parts", the video has received a record number of views on social media since its release on May 23, 2017. The video champions recycled parts and automotive recycling businesses for their role in saving consumers money and time, as well as the value in knowing that the parts are original equipment manufactured and using them is good for the environment. ARA congratulates Copart on a great piece of marketing for the industry!

To view the video, please visit the following link: <https://www.youtube.com/watch?v=aqXH6iQBDPo&feature=youtu.be>.



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4	Rt Bumper License Plate Bracket			CC	-83.04	
5	Rt Bumper Impact Cushion			CC	-86.60	
6	R Rt Bumper Reinf Bracket			CC	-88.45	
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