

ATRI News



The “Old-Timers” Round Table at the
Illinois Convention & Trade Show
September 29 & 30, 2017



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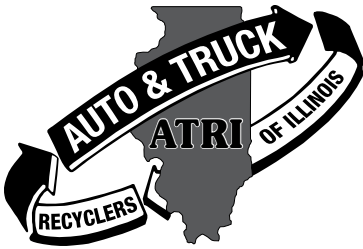
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Lalo from Auto Parts City won the grill and Omaha Steak package.



The ATRI NEWS

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

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Articles may be edited for length and format.

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President's Perspective

By Eric Gallay, ATRI President

As the next ATRI President, I am elated to start my first term! I would like to express my gratitude to Mr. Dave Anderson for doing a wonderful job as President for the past 2 years.



I'm looking forward to working with the board on issues we all face as Recyclers. I am from the Southern portion of the state, and what I have learned since I came on as a board member, is that the issues we face down here are somewhat different than the northern auto recyclers of Illinois. Yes, we have some of the same issues when it comes to environmental and legislation, but the way things are done are a bit different and some of the problems are not the same as up North.

I'm going to "Reach out" to the members, and non-members, to get their perspective on today's world as an auto recycler. I am looking forward to visiting auto recyclers and their facilities, and meet one on one. I feel they need to know the President of ATRI. In my next letter, I will discuss the importance of becoming a more proactive member, because just by being a member is NOT enough. There is so much knowledge to be learned by attending our conventions and

meeting other yard owners. We all are brothers and sisters in arms. I realize it's easy to get caught up in such a busy pace, but remember, we have to stay top of our game as it seemingly changes often.

Sara from VET Environmental who manages our Illinois Green Car program is our go to person for all of your environmental questions and needs. Please don't hesitate to contact her if you need help. This is a huge member benefit, and we are lucky to have someone who is so knowledgeable and passionate about what she does.

The Illinois Convention & Trade Show was a big hit this year. It seemed like more than a one state show with the attendance we had. I want to congratulate our Executive Director Michelle Lechner on the great job she did putting on this year's event in Chicago. I would also like to thank all of our sponsors, exhibitors and a special thank you to Mr. Frank Heckenast, Sherri and all of the staff from Chicago U-Pic-A-Part for rolling out the red carpet for us. They have a first-class operation.

I would also like to thank all of our presenters like Sherri, Ryan Falco, Sara From VET Environmental, Car-part.com, the Society for Asset Protection, all who are exceptional leaders in our industry today. Kevin Fisk from LKQ spoke at our lunch on Saturday along with Mike Swift, former ARA President, and both were very informative speakers who donated their time to being a part of our show this year.

So in closing, I just want to say THANK YOU. I will do my best to represent the ATRI for the next 2 years.

Happy recycling, and have a safe and happy holiday season!

Eric Gallay
 ATRI President
 Red's Auto Parts

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Executive's Viewpoint

By Michelle Lechner, Executive Director

The Illinois Convention & Trade Show was a huge success this year! It was a success because of all who attended, presented and exhibited/sponsored. Be sure to see the huge thank you in this newsletter to all of our exhibitors and sponsors.



The Heckenast family, and the employees from the Chicago U-Pic-A-Part yard did an outstanding job as this year's host! Having our event at a facility is always a little tricky, but everyone seems to really like going to other yards. Next year this event will be South of I-80, just not sure where yet? I am hopeful to once again find someone's yard to host. If you are interested please let me know.

This year our turnout was tremendous, there were over 30 yards who attended, and even a couple from surrounding states. The goal is to provide education, a trade show where you can be updated on the latest and greatest this industry has to offer, and new opportunities to meet with old friends and make new ones. By attending this event, not only are you showing your support for the association, but you are also without a doubt coming away with more knowledge than when you arrived. This yearly event is for you, the recycler!

Ryan Falco did a great job and shared such a wealth of knowledge. The Society for Asset Protection class was not as well attended as I thought it would be. The ones who did attend reported to me how informative it was. If you were not able to attend that session, and would like more info, please let me know. Sara, and her team from VET Environmental, were on hand to answer any and all questions, and too presented on some new information. Let's face it folks, environmental issues will always be on the forefront in this

industry. Sara's dedication, and expertise, have been very valuable to this association. Congratulations to all the ATRI members who received Illinois Green Car awards. Thank you to Mike Swift, Trails End Auto Salvage Des Moines, IA and ARA Past President, who always attends our convention and has been a huge supporter. Car-part.com also presented this year, and as always, never disappoints. Car-part.com has been such an association supporter year after year.

One of the most attended events was the one Sherri Heckenast did on U-Pull-Its. In looking at their yard I guess we know why. Sherri has always been available to share her knowledge on U-Pull-It yards. The tours at the Chicago U-Pic-A-Part were ongoing, and non-stop last weekend.

Seems the favorite, overall, was the "Old Timers" round Table. I counted over 35 at the tables and who were all quite focused as the group took turns sharing their experiences and then some. A big thank you to panel which included: Frank Heckenast, Chicago/St. Louis U-Pic-A-Part, Larry Brosten, Auto Parts City, John Catalano Sr. Bionic Auto Parts, Arnold Zalon, C&J Auto Parts, Jim Watson Jr, ABC Auto Parts and Paul Krause, Speedway Auto Parts.


Unfortunately, the IL State Senator was not able to be our keynote speaker, but Kevin Fisk from LKQ Governmental Affairs was. Kevin spoke on the importance of having a

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PACT fund. ATRI is going to spend some time on this issue at the next board meeting. It is important, and most of you know, there are some laws in the IL Vehicle Code that simply must either go away, or at best be changed. While we have a great relationship with the Secretary of State's Office, nothing is getting done..... We need another way, and this is it. No one will be demanding money from any of you, but if you want to see changes made we will need the support of the association to make that happen. Watch your newsletter for more information. There will probably be a "Lobby Day" in the Spring of 2018 in which we will be encouraging you all to attend.

As said before, the Auto & Truck Recyclers of IL will be donating part of the convention proceeds to the auto recyclers affected by both Hurricane Harvey and Irma. Please keep these guys in your thoughts. The devastation in Texas and Florida is unimaginable.

Lastly, there was a changing in the ATRI Presidents this year as Eric Gallay from Reds Auto Parts, Cottage Hills, IL takes over for the next couple of years. David Anderson, who just finished his second go around as the ATRI President, did a great job leading the association once again. Anyone who is willing to devote their time and dedication twice needs to be recognized! I know being a board member can be a thankless job, but we are so grateful to have people like you all who want to make a difference.

Without you there would be no voice. I am looking forward to working with Eric and can't wait to see what he brings to the table. The ATRI Board of Directors is exceptional in my book, and have been great to work with. Joe Watson becomes the Vice President as he embarks this journey again as well. All of the ATRI Board needs to be recognized for their time and dedication. These guys are helpful, and always step up to the occasion when asked.

Have a safe and happy holiday season with your family and friends,

Keep Recycling,

Michelle Lechner



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The VET Review – 2017 IL Green CAR Medalists Awarded!

A few of our winners!



2nd Place (Tie) - Auto Parts City
PLATINUM – 98.89%

8th Place (Tie) - Auto Parts City North
PLATINUM – 96.11% (New Medalist)



2nd Place (Tie) - Bionic Auto Parts
PLATINUM – 98.89%



4th Place - Collins Truck Parts
PLATINUM – 98.33%



10th Place (Tie) - Aero Auto Parts
PLATINUM – 95.56%

15th Place (Tie) - New Cats Auto Recycling
GOLD – 93.89%



17th Place (Tie) - BC Automotive
GOLD – 91.11%



17th Place (Tie) - I-55 Auto Salvage
GOLD – 91.11%



30th Place - Frank's Westside Auto Parts
SILVER – 75.00% (New Medalist)



22nd Place - ABC Auto Parts
GOLD – 87.78%



26th Place - Rhodes Auto S/S/S
SILVER – 83.33%

Congratulations on all your hard work!!!

The VET Review - 2017 IL Green CAR Medalists Awarded!

*By: Grace Miller - Environmental Scientist, VET Environmental Engineering, LLC
Austin Courtney - Intern, VET Environmental Engineering, LLC*

We would like to congratulate all of our Illinois Green Certified Automotive Recycler (IL Green CAR) Medalists. VET presented awards at the ATRI Convention & Trade Show at Chicago U-Pic-A-Part in Chicago, Illinois on September 29 and 30, and we are proud to say that we have 30 IL Green CAR-certified facilities for 2017! Our medalists and new membership should all be very proud of the commitments they have made – this ain't an easy process, folks, and each facility listed below has taken significant steps toward environmental and safety compliance, improving their business, and gaining peace of mind. Congratulations!

1st Place Coultas Automotive Recycling Superstore PLATINUM – 99.44%

We would like to congratulate Ed and the staff of Coultas Automotive Recycling Superstore on earning 1st Place and an IL Green CAR PLATINUM Medal for 2017! Coultas scored 99.44% on their audit this year, representing a 0.55% increase from the score that earned them PLATINUM in 2016. They were on top of their game with software and records. Their crusher and core management building is still one of cleanest, best-managed setups we've seen in the program. Coultas uses half barrels for sellable engine and transmission storage to help maintain a clean and organized storage area. Coultas moved their entire dismantling operation indoors over impervious surface – the new setup has helped them maximize efficiency and offers great protection to employees from the elements. Additionally, Coultas' amazing new tire shop looks great and includes a triple basin! Outstanding job this year, Ed and the Coultas team! Thank you for all your hard work and the terrific example you're setting for our program!



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2nd Place (Tie) Auto Parts City PLATINUM – 98.89%

We would like to congratulate Adam, Larry, Marcy, Tim, and the staff of Auto Parts City on earning 2nd Place in a tie with Bionic Auto Parts and an IL Green CAR PLATINUM Medal for 2017! Auto Parts City's score represents a 5.56% increase from the score that earned them GOLD in 2016. Auto Parts City is one of the facilities we visit that has it all and continues to grow! They have some of the

best infrastructure of any facility in the program, and they move enough vehicles that they collect approximately 9% of the automotive mercury collected in Illinois each year! New management at this facility has helped to streamline processes and organize priorities. Terrific job this year, Auto Parts City team!

2nd Place (Tie) **Bionic Auto Parts** **PLATINUM – 98.89%**

We would like to congratulate the Catalano family, Jako, and the rest of the crew at Bionic Auto Parts on earning 2nd Place in a tie with Auto Parts City and an IL Green CAR PLATINUM Medal for 2017! Bionic's score represents a 1.11% increase from the score that earned them PLATINUM in 2016. The management of this facility does an exceptionally great job of maintaining compliance and streamlining processes, which is reflected through many aspects of their business as well as in their final score. Not only do they have extra fire extinguishers readily accessible throughout their buildings and yard, but they also go the extra mile of capping the positive terminals on the batteries they remove to help prevent fires! Bionic has continued to keep their records, trainings, and inspections in tip-top shape and we commend these folks for the terrific job they've done this year – keep up the awesome work, guys!

4th Place **Collins Truck Parts** **PLATINUM – 98.33%**

We would like to congratulate Brian and Bubba of Collins Truck Parts on earning 4th Place and an IL Green CAR PLATINUM Medal for 2017! Whenever we visit Collins the guys are always happy to show us how they do things and the ways they've found to make their processes better. Since our last visit, they have gotten a buggy to make transportation around their facility as efficient, fast, and fun as possible! Their shop was once again spotless this year when we stopped by, and their document organization was on-point thanks to software. Brian maintains a firm stance on doing things right or not at all, and this attitude has clearly trickled

down to his employees. The dedication and continual desire to improve is admirable – this small business continues to embody what the IL Green CAR program strives to achieve. Congratulations to Brian and the team at Collins!

5th Place **Dan's Used Auto Parts** **PLATINUM – 97.78%**

We would like to congratulate Dan, Elaine, and the staff of Dan's Used Auto Parts on earning 5th Place and an IL Green CAR PLATINUM Medal. Dan's score represents a 2.22% increase from the score that earned them PLATINUM in 2016. Dan's represents our program's southernmost member in the State of Illinois. Dan's yard sits back a ways from the road on a scenic piece of property with mature trees and beautiful green lawns – still (in our opinion) the most scenic yard in the state of Illinois! The Dan's team is always striving for improvements to better the facility. Their training is always on point, they keep great records, and they utilize their software expertly. Thank you, Dan and Elaine, for doing what you've done for your business, your employees, your clients and your neighbors! Outstanding job this year!

6th Place **XPert Coring and Auto Recycling** **PLATINUM – 97.22%** ****MOST IMPROVED****

We would like to congratulate Kevin, Frank, Garry, and the staff of XPert Coring and Auto Recycling on earning 6th Place and an IL Green CAR PLATINUM Medal! XPert's score represents an 11.11% increase from the score that earned them GOLD in 2016, making them our MOST IMPROVED yard for 2017! Garry has worked non-stop to maintain compliance and make improvements at the facility both before and after our site walk in June. One of the neat things XPert has done to manage their storm water is to a storm water management area consisting of a shallow basin, filter socks, and a special drain basket that helps collect and filter runoff from the dismantling area before it enters the storm drain. They also have a designated core removal area on a concrete pad surrounded by protective barriers – impressive setup! Two recently-added

awnings allow XPert to do their dismantling outdoors while keeping their employees under cover. We appreciate your dedication to compliance and running an environmentally-conscious business – thank you for being a part of the IL Green CAR program, and keep up the awesome work!

**7th Place
United Road Towing –
Chicago Auto Pound #2
PLATINUM – 96.67%**

We would like to congratulate Frank, Clarence, and the staff at Chicago Auto Pound #2 on earning 7th Place and an IL Green CAR PLATINUM Medal for 2017! Auto Pound #2's score represents an 8.16% increase from the score that earned them GOLD in 2016. Auto Pound #2 does a great job of maintaining fire safety by ensuring up-to-date fire extinguishers are available throughout the property, including on yard vehicles. Auto Pound #2 also maintains a special area in the yard for recently-burned vehicles to help contain any fires that may re-ignite and protect the rest of the yard. Auto Pound #2 has done a great job on training and record-keeping. The yard manager, Clarence, is effective, efficient, and practical, always looking for new ways to improve compliance and streamline daily processes. Clarence developed a customized, portable spill kit for Auto Pound #2's fluids storage area, modifying a heavy-duty plastic container and including a number of tools and add-ons in addition to regular spill response materials. The hard work seen at this facility is paying off and Auto Pound #2 is rising to the top with their improvements and dedication. Thank you for your commitment to compliance!

**8th Place (Tie)
Auto Parts City North
PLATINUM – 96.11% (New Medalist)**

We would like to congratulate Adam, Larry, Marcy, Tim, and the staff of Auto Parts City North on earning 8th Place in a tie with Rockford Auto Parts and an IL Green CAR PLATINUM Medal for 2017! Auto Parts City North is a new medalist in the IL Green CAR program. Recently-restructured management is committed to compliance and working hard to make improvements at their facility. Auto Parts City

North maintains a storm water basin that helps collect and filter storm water from the yard. An electric fence adds security, and we really like the motorcycle section! Good job this year, Auto Parts City North, and congratulations on certifying your first year in the program as PLATINUM! We look forward to seeing you next year!

**8th Place (Tie)
Rockford Auto Parts
PLATINUM – 96.11%**

We would like to congratulate David, Zack, Jenn, and the staff of Rockford Auto Parts on earning 8th Place in a tie with Auto Parts City North and an IL Green CAR PLATINUM Medal! Rockford's score represents an 7.22% increase from the score that earned them GOLD in 2016. The management team at Rockford diligently works to increase efficiency and make corrections at their facility. They've made excellent use of new revenue streams, including resources like eBay to further develop their business. Their core storage trailer is in great condition and all their cores were protected from the elements. The energy and encouragement from management has done great things for this workplace and we cannot wait to see where they are next year – keep it up Rockford!

**10th Place (Tie)
Aero Auto Parts
PLATINUM – 95.56%**

We would like to congratulate Frank, Andy, Paul, Chris and the staff of Aero Auto Parts on earning 10th Place in a tie with Stafford's Auto Parts and Recycling and an IL Green CAR PLATINUM Medal for 2017! Aero's score represents a 7.23% increase from the score that earned them GOLD in 2016. Aero's storefront gives a great first impression, with beautiful flowers and a sitting area outside of the office – a hood prop rod is used as a trellis! They continue to be exceptionally organized and efficient with their use of space, carefully storing tens of thousands of parts inside the handful of buildings on their 2.65-acre site. Aero keeps their records in order, easily accessible and well-maintained, and they do a great job keeping on top of their routine inspections. The Aero team has shown continual progress towards improve-

ment at their facility and maintain a balance of creativity and practicality in their efforts. Great job this year, guys! We are excited to see where Aero will be in 2018!

**10th Place (Tie)
Stafford's Auto Parts
and Recycling
PLATINUM – 95.56%**

We would like to congratulate Jim and the staff of Stafford's Auto Parts and Recycling on earning 10th Place in a tie with Aero Auto Parts and an IL Green CAR PLATINUM Medal for 2017! Stafford's is a great yard to visit with one of the best customer service and reception areas in the program – they've got a beautiful indoor pond in their lobby! Stafford's new engine storage building was organized and immaculate. Stafford's captures and recycles all the wash water used in their cleaning bays using a closed loop system. They ensure the front wheels of their core-storage semi-trailer are placed on a plank so that the cores placed inside can be easily rolled right to the back of the trailer – great idea! They have textured concrete ramps for their forklifts to increase traction and safety. Their fueling station is contained inside a small covered building with multiple fire extinguishers and metal posts to protect it from vehicle collisions. We look forward to visiting Stafford's in 2018! Way to go, Jim and the Stafford's team!

**12th Place
River Valley Truck Parts
PLATINUM – 95.00%**

We would like to congratulate Kyle, Steve, and the staff of River Valley Truck Parts on earning 12th Place and an IL Green CAR PLATINUM Medal for 2017! River Valley's score represents a 7.78% increase from the score that earned them GOLD in 2016. River Valley is a large company with

multiple facilities. They're constantly keeping an eye out for new business ideas and are excellent at adapting to the opportunities that present. Kyle is very knowledgeable about the auto recycling industry and always teaches us something new whenever we visit. We were impressed with River Valley's new outdoor engine and transmission storage area this year. They use racks placed inside metal shipping containers with the sides cut away to maximize their storage

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space and keep their inventory covered and accessible – great idea! River Valley’s effective multi-tiered management and impressively organized use of their compliance software has improved compliance and allows them to get their inspections done on time. Great job, guys! Keep up the hard work!

**13th Place (Tie)
United Road Towing – Chicago Auto
Pound #6
GOLD – 94.44%**

We would like to congratulate Frank, Mark, and the staff at Chicago Auto Pound #6 on earning 13th Place in a tie with Y-Yard Auto & Truck and an IL Green CAR GOLD Medal for 2017! Auto Pound #6’s score represents an 8.23% increase from the score that earned them GOLD in 2016. Like Auto Pound #2, Auto Pound #6 is not a traditional auto salvage facility but still deals with the issues of managing a large number of vehicles on a daily basis. Safety and training are two aspects that Auto Pound #6 handles well, as is fluids management. Auto Pound #6 has a custom-built spill kit in their fluids storage area similar to the one at Auto Pound #2, designed to get to spills anywhere on the site at any time of the day. We can’t wait to come see Auto Pound #6 next year – keep up the awesome work!

**13th Place (Tie)
Y-Yard Auto & Truck
GOLD – 94.44%**

We would like to congratulate Kelly, Tim, and the staff of Y-Yard Auto & Truck on earning 13th Place in a tie with Chi-

cago Auto Pound #6 and an IL Green CAR GOLD Medal for 2017! Y-Yard’s score represents a 3.64% increase from the score that earned them GOLD in 2016. Y-Yard Auto & Truck’s process management is unmatched. Their software and signage keeps everything organized. They use color-coded racks and storage areas to keep their different client routes separate throughout their dismantling, processing, and delivery phases. Y-Yard is thorough when it comes to safety – keeping multiple stocked first aid kits, multiple SDS books, and multiple plumbed and portable eyewash stations in the area. The Y-Yard team is exceptionally dedicated to identifying and fixing problems, improving efficiency, and completing work in a responsible manner – what more can you ask for? Y-Yard also has awesome outreach in their community. They sponsor an annual Earth Day competition with a local school, providing wheel covers for the kids to decorate and offering prizes for the ones that attain the most votes! Additionally, Y-Yard provides the space and vehicles for fire departments throughout the region to train and practice emergency procedures. Awesome job to the Y-Yard team! Thanks for everything you do!

**15th Place (Tie)
Elgin Super Auto Parts
GOLD – 93.89%**

We would like to congratulate Bryan and the staff of Elgin Super Auto Parts on earning 15th Place in a tie with New Cats Auto Recycling and an IL Green CAR GOLD Medal for 2017! Elgin’s score represents a 2.22% increase from the score that earned them GOLD in 2016. When we visited in June, Elgin was in the process of building a new ramp for their forklifts to drive up to their core trailer – this is a great idea! They also had nice new containment pallets for their lead acid batteries. In addition to regular spill kits, Elgin maintains a special spill kit on site for hybrid vehicle batteries, something recyclers are starting to see more of as hybrid vehicles reach the age of retirement. Elgin Super Auto Parts remains attentive to recent changes to Illinois stormwater regulations and has worked hard to comply with new sampling requirements. Excellent job this year, guys! Thank you for all your hard work!

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15th Place (Tie) New Cats Auto Recycling GOLD – 93.89%

We would like to congratulate Frank, Sammy, and the staff of New Cats Auto Recycling on earning 15th Place and an IL Green CAR GOLD Medal! New Cats is one of the facilities in our program that deals with limited space. Vehicle placement and tight organization are key to efficiency here. New Cats shuts down their facility 30 minutes early every day to focus on yard clean up – what an awesome idea! Sammy is on point with trainings, inspections, and software use. New Cats continues to impress us with their refrigerant record-keeping and management. Sammy is very knowledgeable about the process and is always happy to discuss their equipment and some of the finer points of how to collect and remove refrigerants with us. Great job this year, New Cats team! We look forward to seeing you at your new Blue Island location next year!

17th Place (Tie) BC Automotive GOLD – 91.11%

We would like to congratulate Steve, Ron, and the staff of BC Automotive on earning 17th Place in a three-way tie with Bill Smith Auto Parts and I-55 Auto Salvage, and an IL Green CAR GOLD Medal for 2017! BC is in a convenient midway location for yards in Illinois and Wisconsin to drop off parts being exchanged and has managed this business aspect effectively. BC's dismantling building is one of the best examples of 'recycling' we've seen – old underground storage tanks cut in half and stood on end with concrete poured around the base! BC's yard and u-pull areas were clean and orderly when we stopped by in June. Not only has BC crushed it in their organization this year, but their actual crusher area looked really good too! Sara is trying to figure out how to get her hands on BC's sexy blue company pickup truck. Congratulations, BC team! Excellent work this year!

November/December 2017



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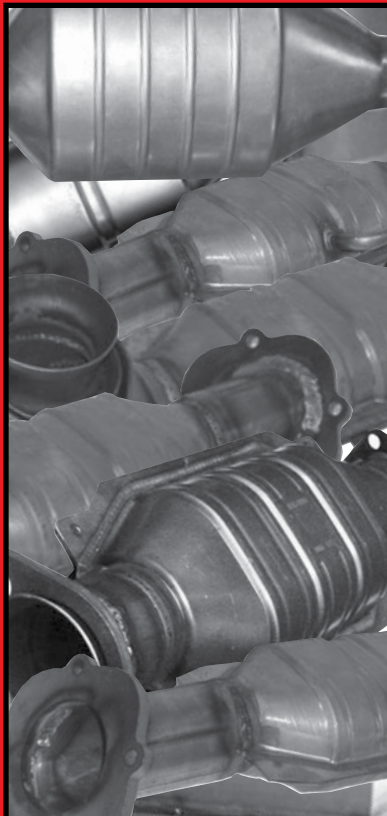
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**17th Place (Tie)
Bill Smith Auto Parts
GOLD – 91.11%**

We would like to congratulate Jonathan and the staff of Bill Smith Auto Parts on earning 17th Place in a three-way tie with BC Automotive and I-55 Auto Salvage, and an IL Green CAR GOLD Medal for 2017! Bill Smith's score represents a 2.22% increase from the score that earned them GOLD in 2016. Bill Smith has dedicated a two-person team to completing inspections and trainings and managing software, and the system they have is working out great! Jonathan is eager to identify problems and make improvements – the business has been in the family for generations, and he and his folks are obviously invested in the long-term well-being of their operation. They've started using oil-water separators and non-toxic washing fluid separators, with plans to install an additional oil-water separator in the future! They take pride in marketing their products – they have a dedicated room for product photography and shipment preparation! Great job to the crew of Bill Smith Auto Parts! We can't wait to see what you have for us next year!

**17th Place (Tie)
I-55 Auto Salvage
GOLD – 91.11%**

We would like to congratulate Dave and the staff of I-55 Auto Salvage on earning 17th Place in a three-way tie with BC Automotive and Bill Smith Auto Parts, and an IL Green CAR GOLD Medal for 2017! They killed it on the software this year, and the management at this facility is steady and relaxed. I-55's yard and warehouse are well-organized, especially the parts storage and engine and transmission storage areas; their items are neatly tagged and carefully stored. I-55 maintains a parts-washing booth outside the dismantling area that is covered and accessible to the folks working nearby. I-55's fluids storage area is bermed and covered to protect it from precipitation and accidental collision from vehicles. Spill kits are present throughout the site and within easy reach if needed. Keep up the hard work, I-55 team!



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20th Place
Decatur Auto Parts
GOLD – 89.44%

We would like to congratulate Barb, Vandell, and the rest of the staff of Decatur Auto Parts on earning 20th Place and an IL Green CAR GOLD Medal for 2017! Decatur does a good job with their 'Location of' signs for eyewash, first aid, fire extinguishers, safety supervisor, and other important resources – they post them together in multiple places throughout the facility. They've invested in two new double-walled tanks for used oil and antifreeze storage, a nice addition to their operation! Decatur's covered outdoor battery storage and core storage containers are another example of Decatur's effective storage methods. Barb works hard to keep up with paperwork, trainings, and new Illinois sampling requirements. Well done, Decatur team! Keep up the terrific work!

21st Place
Speedway Auto Parts
GOLD – 88.89%

We would like to congratulate Sean, Ron, and the staff of Speedway Auto Parts on earning 21st Place and an IL Green CAR GOLD Medal for 2017! Speedway's score represents a 2.78% increase from the score that earned them GOLD in 2016. Speedway still has one of the biggest indoor spaces in our program, which allows them to work inside year-round and maintain storage near their dismantling. We really liked the trays we saw under some of the engines and transmissions sitting in the warehouse. The trays keep oily messes from being tracked across the floor and reduce the need for oil dry and the dust that is created by tracking over oil dry that is left on the floor. Speedway has started using vehicle hoods to help clean up the debris around their crusher – neat idea! Speedway also does a good job maintaining the trees and sitting area that contribute to their business front, making it very welcoming to customers and employees alike. Great job this year, guys!

22nd Place
ABC Auto Parts
GOLD – 87.78%

We would like to congratulate Mary Anne, Jim, Joe, and the staff of ABC Auto Parts on earning 22nd Place and an IL Green CAR GOLD Medal for 2017! ABC's score represents a 0.42% increase from the score that earned them GOLD in 2016. ABC's lobby is organized and welcoming to incoming customers. New management has done a fantastic job of managing records, pushing for updates, and improving ABC's compliance this year! ABC maintains multiple eyewash stations and first-aid kits on site that are easily accessible for employees. We love the license plate collection hanging on the wall of the dismantling area! We were happy to see ABC's 2017 improvements and we are excited to see where they'll go in 2018!

23rd Place
Ashley's U-Pick-A-Part
GOLD – 85.56%
****MOST VALUABLE****

We would like to congratulate Ken and the staff of Ashley's U-Pick-A-Part on earning 23rd Place and an IL Green CAR GOLD Medal for 2017! Ashley's has a cool old factory building on site that they use for storing some of their vehicles indoors, adding a neat historical aspect to their business. They had a new tire containment bin this year that allows them to store tires outside and protected from the rain. First aid kits were readily available on site and easily accessible to employees. Ashley's demolition derby cars are always neat to see (and ironic too!). Ken has worked hard to get storm water samples collected and submitted to meet new Illinois storm water regulation – way to go, Ken!

Ashley's was also our IL Green CAR MOST VALUABLE MEMBER this year! Ken's recommendations led to two new clients joining our program and certifying in their first year! We really appreciate Ken's help in building the program and supporting the high standards ATRI encourages among its members. It's yards like Ashley's that increase our strength and add value to the IL Green CAR program. Keep up the great work, Ashley's team! Can't wait to see what you have for us next year!



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24th Place (Tie)
Scotty's Auto Parts
GOLD – 85.00%

We would like to congratulate Scotty, Travis and the staff of Scotty's Auto Parts on earning 24th Place in a tie with Shelby and Sons and an IL Green CAR GOLD Medal for 2017! Scotty's lobby and breakroom are clean and welcoming for customers and employees. Their yard is well-organized, and their fueling station is inside a covered building with a concrete base to help protect it from vehicles and the elements. Scotty's stores their cores inside a labeled metal bin with a hinging lid to keep out rain – one of the best setups we've seen for outdoor core storage! Travis has been working hard to meet new storm water regulations put into place by Illinois this year. We always enjoy the aviation memorabilia, especially the B-17 prop out front and the functioning target drone motor in the back office! Excellent job this year, Scotty's! Keep up the great work!

24th Place (Tie)
Shelby and Sons
GOLD – 85.00%

We would like to congratulate Robert, Jason, and the staff of Shelby and Sons on earning 24th Place in a tie with Scotty's Auto Parts and an IL Green CAR GOLD Medal for 2017! Shelby's score represents a 6.26% increase from the score that earned them SILVER in 2016. Shelby installed a full shower next to their eyewash station, a great addition for chemical safety on the site! They have also added collection bins to help them manage their used rags. Shelby is one of the yards in the IL Green CAR program that includes a large selection of classic cars in their inventory, and is also the home of the Mayberry Squad Car. We've seen some pretty interesting processes at their facility in the past, including the use of microbes to clean up oil drips, and we can't wait to stop in and see what they're doing next year! Excellent job this year, Shelby crew!

26th Place **Rhodes Auto S/S/S** **SILVER – 83.33%**

We would like to congratulate Rich and the staff of Rhodes Auto S/S/S on earning 26th Place and an IL Green CAR SILVER Medal for 2017! Rhodes' score represents a 4.59% increase from the score that earned them SILVER in 2016. Rhodes has completed rebuilding since a tornado damaged their site several years ago, and everything looks great! They had a brand new A/C recovery machine in their shop for pulling refrigerants. They have one of the best setups for handling antifreeze that we've seen – antifreeze removed from vehicles is decanted into color-coded sinks (red or green) and pumped into overhead IBC totes. Rhodes' safety station near the main office is second to none of anyone in our program. It includes a current SDS book, OSHA 300 log, safety supervisor sign, HAZCOM information, DOL signage, safety glasses and ear plugs for people heading out the door into the working areas – WOW! This is a yard that folks need to watch out for in the state ranking. Thank you for all your hard work, Rhodes team, and congratulations!

27th Place **St. Louis U-Pic-A-Part** **SILVER – 81.67% (New Medalist)**

We would like to congratulate Sherri, Jerry, and the staff of St. Louis U-Pic-A-Part on earning 27th Place and an IL Green CAR SILVER Medal for 2017! St. Louis UPAP is a new medalist in the IL Green CAR program and underwent their first audit in January this year. Located on the Illinois side of St. Louis, this is an impervious-surface salvage facility with an impressive scale of operation! They conduct weekly clean-ups of the yard every Monday, which helps them maintain organization in a busy environment. One of the things many new yards aren't already doing is pulling body plugs from vehicles to prevent water collection, but St. Louis UPAP was on this! They also store their resale antifreeze on container pallets to help control drips and spills. Due to the rigorous standards presented by the IL Green CAR audit, many yards do not score high enough to certify

their first year (let alone over 80%), so congratulations on your first-year achievement, St. Louis UPAP! Keep up the outstanding work!

28th Place **Mack's Auto Recycling** **SILVER – 80.56%**

We would like to congratulate Rob and the staff of Mack's Auto Recycling on earning 28th Place and an IL Green CAR SILVER Medal for 2017! Mack's is in the process of recovering from a fire that caused significant damage to their facility. One of their improvements this year was that they built a new garage on site. Mack's continues to do a good job with their training and inspections, and spill supplies are present throughout the facility. We look forward to watching this facility improve as they continue to recover and we commend them for their commitment to compliance under the circumstances they are dealing with! Keep up the hard work, Mack's team!

29th Place **Chicago U-Pic-A-Part** **SILVER – 77.78% (New Medalist)**

We would like to congratulate Sherri, Terry, Tammy, and the staff of Chicago U-Pic-A-Part on earning 29th Place and an IL Green CAR SILVER Medal for 2017! Chicago UPAP is a new medalist in the IL Green CAR program and underwent their first audit in June this year. Located in Chicago, this is an impervious-surface salvage facility that moves more than 50 vehicles a day! They recently built a canopy over their dismantling area, a great improvement to their operation. They also maintain several clothing donation bins near their dismantling area to collect usable clothing removed from incoming vehicles – cool idea! Their fluids storage area and its tanks were clearly labeled and protected by concrete walls, and their yard was organized and marked with signs according to section. Congratulations on certifying, Chicago UPAP! We enjoyed getting to have the 2017 ATRI convention at your facility, and we can't wait to see what you have for us next year!

**30th Place
Frank's Westside Auto
Parts
SILVER – 75.00% (New
Medalist)**

We would like to congratulate Frank Sr., Frank Jr., and the rest of the crew at Frank's Westside Auto Parts on earning 30th Place and an IL Green CAR SILVER Medal for 2017! Frank's is new medalist in the IL Green CAR program and underwent their first audit in June this year. Hands down, Frank's has the most colorful facility in the IL Green CAR program! We love the murals, color, and culture seen in the lobby! Frank Sr. prides himself on his record-keeping and was able to promptly present us with what we needed. Frank Sr. and Jr. were attentive to our recommendations and worked exceptionally hard following their audit to make improvements. Considering most yards don't certify their first year in the program, we'd like to extend our congratulations to Frank's for their achievement! Keep up the terrific work, guys, we look forward to seeing you in 2018!

How Does Car-Part Handle Data?

By Theresa Colbert

I know, I know, most of you are accustomed to me writing about being on the road, things that I have seen (good and bad), and ideas or thoughts that I have about our industry. I don't usually write about Car-Part.com even though I work there. But, I think it's about time to address some questions and misconceptions I have been hearing from recyclers.

Let's go back to that day in August of 2010 when I was doing one of my very first Car-Part Gold installations at Trails End Auto Recycling in Des Moines, Iowa. I am sitting in the office of Mike Swift (past ARA president) and talking about our industry, our mutual alma mater, and friends that we had in common. Mike was saying how happy he was that I was with Car-Part.com and that he thought it would be a great fit for me. Then he said the strangest thing: "It's a good thing you come from the recycling industry and have thick skin, because a lot of yards think Car-Part has done us a disservice by putting prices out there, and they think that you steal our data." I couldn't believe what I was hearing, and that some people actually thought that!

Well, that day and many, many days over the past 7 years, I have talked to recyclers about the truth of these issues. For those concerned about showing prices, I can draw on my first-hand experience from my time as a sales man-

ager at Nu-Parts Automotive. At Nu-Parts, when we started listing parts on Car-Part.com, we talked about whether we should reprice our parts lower than the competition (and lower than we wanted to). As a friend told me, you only get 2 out of 3: would you like GREAT QUALITY, GREAT SERVICE or a GREAT PRICE? So I said, "We have the VERY BEST customer service in the industry! We have GREAT parts with a lifetime warranty! If we put our parts onto Car-Part.com and keep the prices as-is, what is our competition going to do? What will our customers do if we are not the lowest price? Are they going to quibble over a dollar when they are getting the best service and best warranty out there?" (In reality, a few did quibble, but we just price matched to make them happy.) Guess what happened? When we listed parts on Car-Part.com with prices we were comfortable with, sales went through the roof! That's why I was so shocked when I came to Car-Part and learned that some people didn't want to list parts with prices on Car-Part.com.

I really think our industry is lucky that Car-Part.com, which was created by a family-owned recycling yard, was the first to put parts and prices online. Can you imagine if eBay, Craigslist or some independent third party would have been the first to put our parts online? Do you think that any of those other people care about the seller having a

salvage license and actually being a “REAL” recycler? Do you think that these other people would send me out to a location to see in person if there really was a salvage yard there? Do you think that when they found out the guy was selling parts out of his garage and did not have a salvage yard, that they would take his parts OFF line? I am thinking probably not, as they let ANYONE sell auto parts on eBay and Craigslist now.

People have been asking me a lot lately about where their data is going. Car-Part has always left the recycler in control of their own data, and from day one Car-Part has had an internal policy that they always get a recycler’s permission before forwarding data to a third party. Because Car-Part knows that recyclers may want to confirm where and how their data is being used, they offer a portal for each recycler so you can see where your parts are being forwarded, and which basic and optional services your part data is displayed in. This portal is available to each Car-Part customer 24 hours a day. If you aren’t sure how to access that portal, contact your Car-Part support rep or salesperson. Car-Part has always had the policy to not forward data unless a recycler specifically grants permission first.

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.

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.

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