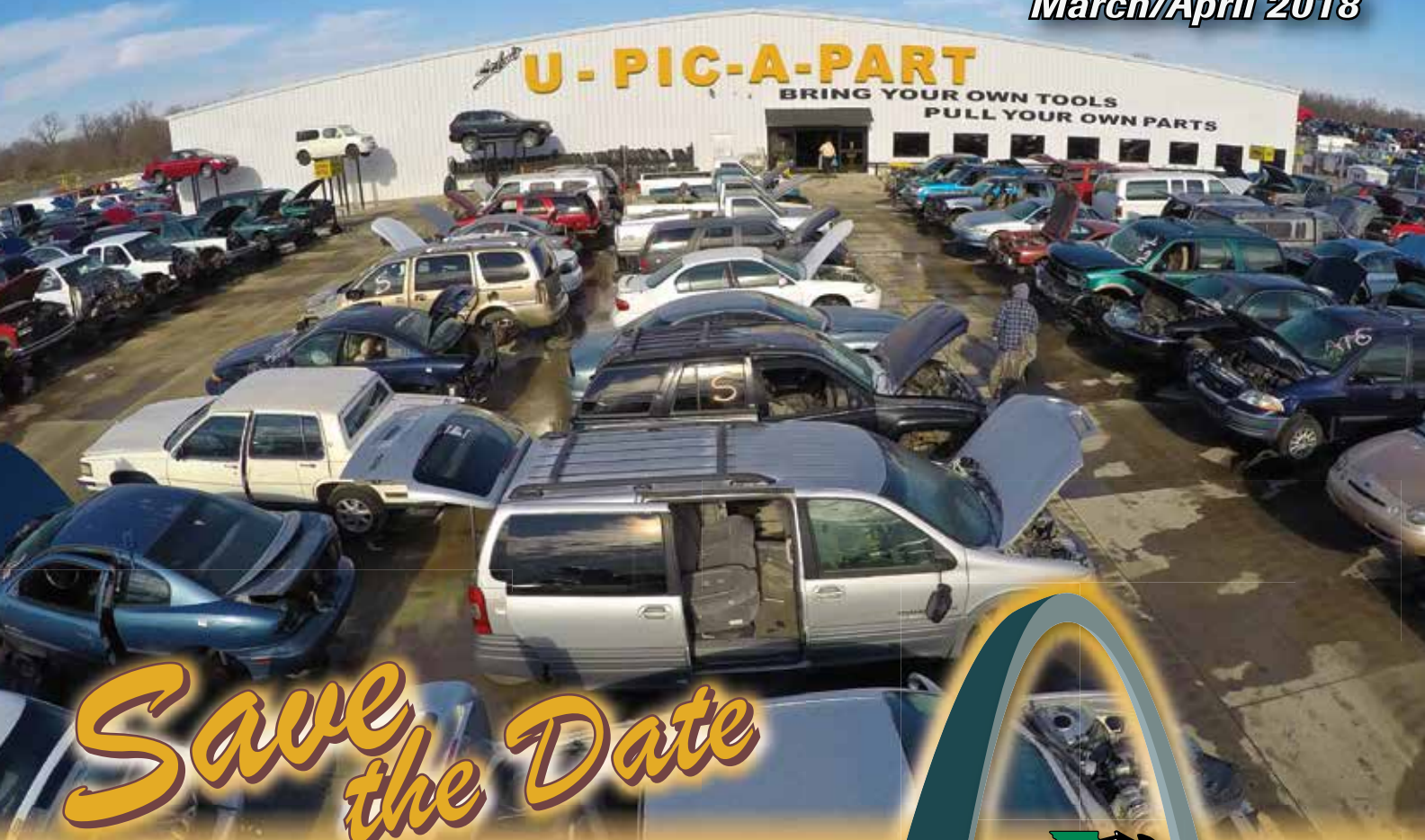


# ATRI News

March/April 2018



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**October 19 & 20, 2018**

*Illinois & Missouri  
Come Together  
to Explore the*

# GATEWAY TO THE FUTURE

2018 Convention & Trade Show held at St. Louis U-Pic-A-Part



&



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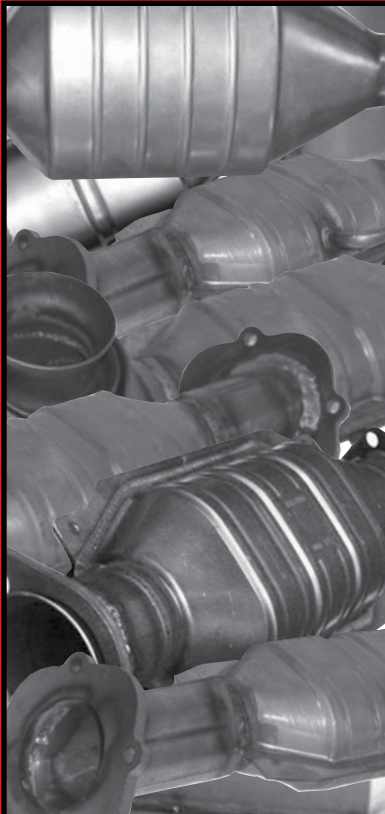
October 19 & 20, 2018

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Articles may be edited for length and format.

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# President's Perspective

*By Eric Gallay, ATRI President*

Hoping everyone had a great Holiday season, and we as recyclers have a prosperous 2018! An important part of our organization is "Unity and Friendship". We need to work together as recyclers to do much more than be members of ATRI. Being pro-active in helping owners with ideas, and sharing problems we all face in our daily operations is key. I can't tell you how many times a month I talk to other recyclers, owners and employees, on a myriad of different subjects we all face day to day. Trading ideas and procedures with each other is, in my opinion, is one of the most realistic & accurate way to get the answers we are looking for. Who else is better to talk to than people that are in the same trenches on a



daily basis and share the same ideas and values. This is one of my biggest reasons to become an ATRI member. I believe there is lots of knowledge to be shared among us, and getting to know all of our fellow recyclers is so important. Even though maybe the issues in the northern part of the state are different than those in the south, we still face them head on and when you can hear from someone in the same business on how they would do it, is priceless in my book. There is always something to be learned in this ever-changing industry.

With all that being said, it brings me to another subject, attending our convention & trade show is so very important. There is where you get the answers you might be looking for, and knowledge from the educational sessions, or at the round table discussion's, and even just networking during the tradeshow or lunch time. I believe just meeting face to face with other recyclers is key. It's Amazing how many times I have heard someone say "Wow, I finally got to meet you face to face after doing business together for 5 years". I know personally that I have made solid friends, and lasting

business relationships, just by attending our shows from year to year and being an active member of ATRI. This year's show is going to be at the St. Louis Pic-A-Part yard and we are teaming up with Missouri. This is a brilliant idea, and I am really looking forward to meeting the recyclers from Missouri and learning from them. The Heckenast family is a top-notch operation and we are ever so grateful that they are hosting once again. This will be the first convention & trade show since I became President, and I am thrilled that this year's event is down in my neck of the woods. Besides touring the yard, which is amazing, there are many things to do in the St. Louis area. Remember, this event is the "Gateway to the Future". I look forward to seeing you all there!

We ask that you please support our associate members, they are great contributors to ATRI. We highly encourage our regular members to turn to the suppliers in the industry that are ATRI members when needed. All regular members, and associate members, are listed in this newsletter and on the website. You can even send Michelle your logo and a 50-word blurb about your business to be put in the membership directory. That in itself is like piggyback advertising for all that take advantage of it. Do take advantage of the benefits ATRI has to offer. If you have questions you need answered call the ATRI office, that is what we are here for. Many time's Michelle has contacted a board member and asked if we could give so and so a call with an issue they may be having, and we do. Our moto is to help one another, so please reach out if you need to.

Thank you, and happy recycling,

Eric Gallay, ATRI President  
Red's Auto Parts, Cottage Hills, IL

## Executive's Viewpoint

By Michelle Lechner, Executive Director



Today is February 1st, January is over which means we are on the downside of winter. It also means there has been no new legislation introduced that affects the IL Auto Recyclers. With that said, we are facing so many issues because of the outdated IL Vehicle Code, so maybe we need to introduce some new legislation to update the old IL Vehicle Code? We have been trying and trying to work with vehicle services, and the Secretary of State to make these much-needed changes regarding the inspection process, junking titles, time frame in which to receive titles, and getting no-where.... We have yet been able to agree on the changes that need to be made. I was told the reason for the long waiting periods at the inspection stations is because they don't have enough staff. They also tell me they have posted these jobs but no one has applied. Civilians can even apply, but haven't. In today's world I find it very hard to believe that no one needs that job! These are just some of the issues we are dealing with, so just know, ATRI is continually working on your behalf to get these changes made. Unfortunately, when the players change, as they so often do, it is not always to the betterment of our industry. When ATRI does have a lobby day I will be on the phone begging you all to attend. There is strength in numbers. I am hopeful this will take place in the Spring. There are also many new players in the House and Senate and we plan to get to know them all. Never hesitate to pick up the phone and call your local Representative and/or Senator that is in your backyard to let them know your issues.

Did you get a good look at the cover of this magazine? I am so pleased to announce that Illinois and Missouri will be joining together in 2018 for a convention & trade show on October 19/20/2018. Everyone is excited about the joint

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venture and working together to bring you all a great show this year. Once again, we thank the Heckenast family, and their staff, for hosting this event at the St. Louis Pic-A-Part yard. I've been there and it too, like all the others, is a fantastic yard. We are still working on the details for this year's event, so the only thing I can share is that instead of

the Old timers round table this year we will have the young guns, should be interesting. If you are interested in sitting on that panel of "young guns" let me know.

Illinois was able to help auto recyclers in Florida and Puerto Rico who were affected by the hurricanes by donating

\$1000 to two different recyclers who lost everything. We wish we could do more, but hope it helps a little in their rebuilding process. In this newsletter you will see a letter from the man in Puerto Rico thanking us for our help.

Thank you to those who got their 2018 dues paid in a timely manner. There are still some of you who need to be current, so please take a minute to send in your dues. You must be a member in good standing if you want to continue to be an IL Green Car Member. If not yet, Sara with VET Environmental will be contacting you also.

ARA, the National Association is doing an awareness campaign. I think it is a wonderful idea and we are looking into doing that too here in IL. Maybe a consumer video would be a good place to start. Really, how many people out there think "used parts" but they would if they new more about our industry.

Keep Recycling,  
Michelle Lechner  
Executive Director

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# The UPDATED Cold, Hard Facts of Freon

By *VET Environmental Engineering, LLC*  
*Cory Portwood – Geologist*  
*Sara R. Hamidovic, MS, PE, CHMM – Principal Engineer*

Freon, like Kleenex, Coke, Skil Saw, Scotch Tape, Tupperware, and Band-Aid is a brand name that has become a household name. Freon is actually a class of refrigerants manufactured by the Chemours Company. Freon, or refrigerants, generally contain chlorofluorocarbons (CFCs), hydrochlorofluorocarbons (HCFCs), or hydrofluorocarbons (HFCs). Auto recyclers are required to recover Freon (regardless of type) and **changes to recovery requirements took effect on January 1, 2018**. VET prepared the following guide to help you understand the recent update.

## Why is the USEPA concerned with refrigerants?

The ozone layer is a part of Earth's atmosphere, approximately 6.2 miles high, that absorbs ultraviolet radiation (UV) from the sun. When refrigerants are released to the atmosphere they degrade the ozone layer allowing more UV to enter.

## What are Sections 608 and 609?

Sections 608 and 609 are parts of the Clean Air Act (CAA) that pertain to the handling of stationary appliances (608) and motor vehicle air conditioning (MVAC) (609). EPA is authorized to assess fines up to **\$37,500 per day** for violations of these sections.

## What should I know about the Section 608 update?

Section 608 includes stationary appliances such as, refrigerators, heating ventilation air conditioning (HVAC) equipment, and dehumidifiers. It prohibits the intentional release of refrigerants. Safe disposal requirements included in Section 608 include:

- The **final entity** in the waste disposal chain is responsible for refrigerant removal.
- Recovery equipment **must be certified** and meet USEPA requirements.
- 80% to 90% of refrigerant must be recovered from appliances or you must **obtain a signed statement** stating all refrigerants were removed prior to arrival on your site.
- Updated record keeping requirements for disposal of appliances include:
  - o Where did the appliance come from?
  - o When was the refrigerant recovered?
  - o What type of refrigerant was it?
  - o How much refrigerant was recovered, by type, per calendar month?
  - o How much refrigerant, was transferred for reclamation or destruction?
  - o Who it was transferred to and the date it was transferred?

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## What should I know about the Section 609 update?

Section 609 includes motor vehicles, off-road and agricultural vehicles, mechanical vapor compressors, and open-drive compressors. Like Section 608, it prohibits the intentional release of refrigerants. Section 609 has the same safe disposal requirements as section 608 with some exceptions:

- Sale of small cans (less than 20 lbs.) of CFC-12 is restricted to EPA certified technicians.
- Evacuation equipment must meet the following criteria:
  - o The equipment must reduce pressure below 102 mm of mercury.
  - o The equipment must have a shutoff device and a mechanical pressure relief valve to prevent overcharge.
  - o Portable tanks must meet Department of Transportation (DOT) standards.
  - o Refillable tanks shall be marked with the first **retest date**, which shall be 5 years.
  - o Service hoses must have **shutoffs** located within 12" of the connection point.
  - o The equipment must be able to separate lubricant from recovered refrigerant and accurately **indicate the amount removed** during the process.
  - o The equipment must be capable of **continuous operation**.
  - o The equipment should be compatible with leak detection material.

## What if I receive a partially crushed appliance or one with a cut line?

Written verification of proper removal must be obtained from the customer and retained in your records for three years. Accepting these appliances without a signed statement may lead to fines.

## What if I receive an appliance with a sticker or an "X"?

In many markets these markings identify appliances with their refrigerants removed. These markings do not satisfy EPA verification requirements. A signed written statement is still necessary to accept these appliances.

## What if a load with appliances or end-of-life-vehicles without documentation comes in?

The load should be refused, or the refrigerant should be removed at your facility.

## What can I do with the refrigerant I remove?

Refrigerant may not be sold for direct reuse in most cases. The exception is refrigerant removed from MVAC. Refrigerant removed from MVAC units must only be collected from motor vehicles and must only be used in motor vehicles. All other refrigerant must go to reclaimers.

## What is the difference between recovery and reclaiming?

Recovering is removing the refrigerant and transferring it into a storage container. Reclaiming is taking the used refrigerant and processing it to restore it to like new condition.

## What if my facility receives heavy equipment or trucks?

The USEPA calls this "MVAC-like" equipment and the refrigerant must be recovered. This refrigerant may only be reused in MVACs or sent for reclamation.

## Junkyard? I think not.



## Plan Your “Trip” to Financial Security

By James F. Weaver, CFP®, Morgan Stanley Wealth Management

The start of a new year always brings a sense of fresh beginnings; but it can also be a time of sheer exhaustion as we all recover from the holiday season. This “fatigue” may be amplified if you are one of the 6.4 million Americans who travelled by plane over the holiday season. Holiday travel has its ups and downs. Statistically speaking, there are technically more ups than downs, yet it is the downs that tend to weigh more heavily on our memories. According to the US Department of Transportation, there were 4.8 million flights in the United States between January and October of 2017; of those, 900,000 flights were delayed and 76,000 were cancelled. This means that approximately one in five flights didn’t depart as planned.

It has been observed that travel disruption forces people into a few different categories. First, you’ve got the “hot-head.” This is the person who is convinced the airline has specifically targeted them in a vicious attempt to ruin their life, and they will make sure everyone around them knows it! While this person may be entertaining to watch, it is hard not to feel embarrassed for them. Ultimately, no matter how hard they kick and scream, they fail to recognize that circumstances are out of their control, and their energy would be better spent pursuing another approach.

Next up on the list, are the “patient passengers.” Nothing seems to rattle these people! They are patient almost to a point of apathy, and the word proactive isn’t in their vocabulary. Delays? Reroutes? Cancellations? Sunk Costs? These people just sit back and take whatever the airline throws their way. In fact, some of them may throw in the towel altogether, returning home and thinking twice before booking any future flight.

Last, but certainly not least there are the “savvy travelers.” We watch these people in awe as they expertly dodge the crowds, whizzing by the rest of us, leaving only the sounds of their TUMI four-wheel spinner luggage behind. With the

first sign of travel distress, they are on their way to the nearest airline club lounge, phone in hand, being rebooked on the next best option. They channel all of their energy and resources on adaptation and waste little on the frustration.

If you think about it, planning for travel is not unlike planning for your financial future. In both instances, you are trying to accomplish a goal of getting from point A to point B in the smoothest manner possible. Additionally, both have an element of the unknown, because there are several factors that are just simply outside of any one person’s reasonable control. Sometimes no matter how much time and effort has gone in to planning, the unexpected becomes reality, and you must adapt or risk being left behind.

As your advisor team, think of us as the travel agent on your financial journey. We may not be able to help turn you into the savviest of investors overnight, but our knowledge, resources, and experience are there to help you adapt when necessary. You can count on us continuing to do our best to reduce the chance of disruptions to your plan and minimize the impact when something unforeseen does happen.

As we plan your “trip” to financial security and increased wealth, here are some of the best routes we currently see available:

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Equities (both US stocks and International stocks) continue to present stable leadership trends above other asset classes, such as Fixed Income or Commodities.

Specifically, Large Cap Growth Stocks and Technology Stocks are leading the pack.

As the major market indexes continue to push higher into uncharted territory, we may discuss different ideas for “trip” insurance, to help protect us against the unknown.

I hope your 2018 is off to a great start! If you have any questions about your portfolio, or would like to further discuss opportunities within the market, please give me a call.

Thank you for your confidence and trust,

P.S. If you think this type of information would be of benefit to anyone you know, please share this communication with them.

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## Sherri Heckenast & St. Louis U-Pic-A-Part to Host 2018 Convention and Trade Show

Sherri Heckenast is a serial entrepreneur.

She's passionate about work, racing, family, faith, friends, and giving.

Heckenast planted her roots in the automotive industry at a young age, growing up in the family auto parts business.

She brings 20 plus years of experience in the auto parts industry.

Heckenast oversaw multiple acquisitions to publicly traded companies throughout her career in the automotive industry.

Heckenast is currently CEO of St. Louis U-Pic-A-Part and Chicago U-Pic-A-Part

- President Top Notch Events
- President Team Demo Association
- President Dirt Oval @ Route 66 Raceway
- CEO St. Louis U-Pic-A-Part
- One of Chicago Crain's Top 40 Under 40
- Featured in Fast Company Magazine
- Featured in Chicago Tribune
- Featured in Locator Magazine
- Member of Chicagoland's R.A.C.E Advisory Committee
- Seen on CNBC 's the BIZ FIX
- Member of Vistage International

## ATRI Donates to Victim of Hurricane Maria in Puerto Rico

This yard owner, Jose Madina from Puerto Rico, lost his business due to the horrible hurricane that took place in Puerto Rico. Because of our successful convention and trade show, ATRI was able to send him \$1000 to help with his rebuilding process. We also helped a yard in Florida as well. So, I say thank you to all of our members for your support. Please see Mr. Madina's response as received below.

*"Hello my name is jose medina the owner of dardys auto painting i just saw the email from you today january 27 sorry for the late reply i want to thank you all who make that help possible god bless you all everithing people do in good faith god will give back to you today is us pr yesterday was florida tomorrow we dont know who can be affected by natural disater we went thru tuff no electriciy no phone litlé food litle water but evrithing is getting back to normal i still have no electricity and no roof in my house only a fema tarp thanks for the help i will use every penny with responsability gad bless you all thanks a million times i hope one day i can help someone else."*


*Jose Madina  
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# How Bad Can this Get?

## What we do to manage recalled parts

By Pat Huesers, PAM's Auto, St. Cloud, MN

*Certainly you are aware of the Takata Airbag recall that is happening.*

I know for a fact that not all yard owners and managers are up to speed as to what is really happening because of this recall and you NEED to be. This is not something you can ignore, all of us are in the same boat, and the lowest common denominator amongst us is the yard who will sink our ship.

ARA has been working with NHTSA on the recall for years. NHSTA's attitude about recyclers on this recall has not been favorable in the past. During one meeting with them they presented a list of bags they found on a common parts listing site that were recalled and asked how exactly are we self-policing

ourselves to stop the resale of these bags when clearly these yards intend on selling them.

Through the efforts of ARA and others we now are supposed to have better access of the OE numbers and data for all recalls. This has not really gone anywhere yet and ARA will continue to push to get the data. The OE's are not giving up this info in a timely fashion.

In the last few months what those of us that are aware of our tenuous position with regulatory agencies on this topic were concerned that a recalled bag would get back in a vehicle via a recycler and someone would get injured from that bag. This story ([https://consumerist.com/2017/04/19/dangerous-](https://consumerist.com/2017/04/19/dangerous-recalled-airbag-shows-up-in-honda-ac-cord-that-wasnt-on-recall-list/)

[recalled-airbag-shows-up-in-honda-ac-cord-that-wasnt-on-recall-list/](#)) (there are many versions of it) is what we didn't need. The facts are not in as to the actual source of the bag, but that really doesn't matter anymore now days, fake news, loose facts, straight outs lies, its all game in a media ring where hype sells clicks, fills newfeeds, and creates profit. Recyclers will be the whipping post regardless in the end.

OK, so you are saying to yourself, just how bad can this get? Maybe somehow NHSTA decides that we can't sell bags anymore. If that was the decision it certainly would not be just bags, it would be safety related parts in the vehicle. Well then so we can't sell seatbelts either? Look at a this recent "Safety" recall for this year. 2013-2014 Hyundai Santa Fe 2.4L engines recalled due to millings being left in the oil passages in the crank that can lead to rod bearing failure, which will result in engine knocking and if ignored will eventually fail and the engine will stall leaving you stuck in traffic. Since when is an engine that is failing due to rod knock a safety related component? I don't argue that Hyundai does not have a quality issue with this engine, but most components we sell could very well fail at some point and leave a vehicle inoperable in traffic.

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I am writing this today because once again a sales person at my facility brokered an airbag from another recycler to resell that was under the Takata recall. Our employee did not follow their training and check the VIN for an open recall before ordering the bag. Once the bag showed up and was checked in the employee responsible for receiving the bag also skipped the step where they check for an open recall. Our last line of defense is our part inspectors in our Quality Assurance Dept. When they received the bag to deliver, it did not have the report from safecar.gov showing we had checked for an open recall. This is where the issue was caught and the sale was stopped. That's a close call, way too close for me.

Back the main issue here. My sales staff should NEVER even had the chance to order this bag. It has been on the recall list from day one of the recall. It also was a Honda bag and the yard would have gotten notice from RAS that the bag was a recall bag. Back to the analogy that we are all in the same boat and this is an example of a yard that is going to sink it for all of us.

## What can you do?

Here is what we do to manage recalled parts. I believe it is currently the best option for a full service yard, but it is not complete.

1. **Have a quarantine area for recalled parts.** Educate EVERYONE at your facility that nothing is ever to be sold for re-use from this area. Make sure the area is clearly marked and disciplinary policies are in place to address any misuse of the area or parts. Follow and enforce the policy.
2. **When a car arrives at our yard for the first time and we are inventorying it, we run the VIN on safecar.gov and remove and quarantine, or destroy any recalled parts.** We need to 100% for sure stop the sale of the part and just not inventorying it will not do that. Sales staff are great at finding "extra" sales of un-inventoried parts.
3. **When we get recall notices in the mail for a vehicle, we will remove and quarantine, or destroy the recalled part.** If we have sold the part we send a letter of notice to the buyer alerting them of the recall. We save all the notices and attach a worksheet of the steps taken.
4. **When we sell a safety related part we run the VIN on safecar.gov to verify that no new recalls have happened since we inventoried the part.** We then attach a screen shot of this page to the invoice electronically as proof that the check has been made at the point of sale.
5. **When we see other yards listing recalled parts for sale on any platforms, we alert them of the specific part we have found that is recalled.**

We all need to be 100% effective in this area and I know that's a lofty goal. There is a lot at stake to say the least. Choosing to continue to ignore or procrastinate is a recipe for disaster. Don't be the person with their portrait on the wall of shame with the epitaph *"This guy wrecked it for everyone"*.

Thanks, Pat!

Pat Huesers  
PAM's Auto, Inc.  
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### Type of Business Activities

(CHECK ALL THAT APPLY)

- |  |   |
|--|---|
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| <input type="checkbox"/> Body Shop         | <input type="checkbox"/> Automotive Mechanics |
| <input type="checkbox"/> Towing            | <input type="checkbox"/> Import Vehicles      |
| <input type="checkbox"/> Domestic Vehicles | <input type="checkbox"/> Light Truck          |
| <input type="checkbox"/> Other _____       |   |

### Investment

- |   |       |
|---|-------|
| <input type="checkbox"/> 1-4 Employees .....  | \$250 |
| <input type="checkbox"/> 5-9 Employees .....  | \$375 |
| <input type="checkbox"/> 10 + Employees ..... | \$500 |
| <input type="checkbox"/> Associate .....      | \$250 |

Amount Remitted ..... \$ \_\_\_\_\_

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